



Trimble Construction One

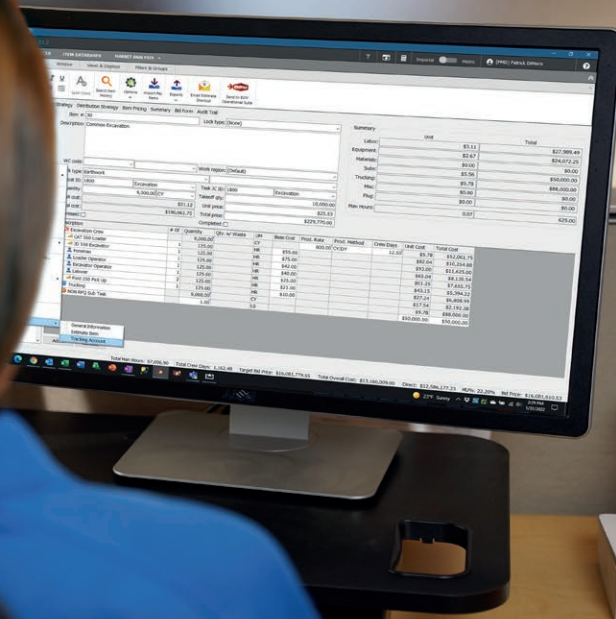
Civil Estimating

B2W Estimate

25.1 Features Overview

Bid Faster and with Greater Precision

Trimble® Construction One™ connects people, workflows and data to help civil contractors win more work and complete it more profitably. The civil solution suite incorporates every phase of the project lifecycle with capabilities for integrating takeoff and estimating, real-time resource management and scheduling, daily field performance tracking and equipment maintenance.





B2W Estimate Overview

B2W Estimate provides centralized cost data and structures along with specialized functionality for heavy civil construction estimating and bidding. Leveraging the intuitive, easy-to-use application, companies will maximize accuracy and speed, standardize estimating processes, focus more attention on strategy & win more bids at better margins.

The screenshot displays the B2W Estimate software interface. The top menu bar includes 'HOME', 'ESTIMATE', 'RESOURCES', 'ITEM/WBS DATABASES', and 'MARKET ANALYSIS'. Below the menu is a toolbar with various icons for file operations, editing, and viewing. The main workspace is divided into several panes. On the left, a 'Base Bid' list shows a hierarchy of items, with 'Common Excavation' selected. The central pane shows the 'Estimate Detail' for 'Common Excavation', including fields for 'WC code', 'Work region', 'Job cost ID', 'Bid quantity', 'Unit cost', and 'Total cost'. A table below this pane lists the breakdown of costs by description, quantity, unit, base cost, unit cost, and total cost. On the right, a 'Summary' table provides a high-level overview of the estimate, including labor, equipment, materials, and trucking costs. The bottom status bar displays audit information, including direct, indirect, bond, and total bid prices.

Description	Quantity	Unit	Base Cost	Unit Cost	Total Cost
Excavation Crew	9,000.00	CY	\$5.44	\$5.44	\$48,999.29
CAT 560 Loader	117.65	HR	\$55.00	\$82.04	\$9,651.65
JD 550 Excavator	117.65	HR	\$75.00	\$93.00	\$10,941.18
Foreman	117.65	HR	\$42.00	\$65.04	\$7,652.27
Loader Operator	117.65	HR	\$40.00	\$61.25	\$7,205.41
Excavator Operator	117.65	HR	\$25.00	\$43.15	\$5,076.91
Laborer	117.65	HR	\$21.00	\$27.24	\$3,208.46
Ford 250 Pick Up	117.65	HR	\$10.00	\$17.54	\$2,063.41
Trucking	9,000.00	CY	\$9.20	\$82.823.53	\$745,413.17
NON RFIQ Sub Task	1.00	LS	\$50,000.00	\$50,000.00	\$50,000.00

Win More Bids at Better Margins

- Central database with up-to-date labor, tasks, materials and equipment costs
- Scalable, enterprise-class performance
- Specialized functionality for creating bids from databases, templates and cost structures
- Easy to learn and deploy, with familiar, intuitive user interfaces and construction estimating logic



General

B2W Estimate is purchased as a named user license and is offered in three editions (Basic, Professional, and Enterprise) depending upon whether you choose Civil Estimating Essentials, Civil Estimating Pro or Civil Estimating Plus.

Feature	Description	Basic	Professional	Enterprise
Multiple Database Support	Support for multiple databases on the cloud server allows support for multiple regions or corporate divisions in the one instance.	-	-	✓
Advanced Estimate Security	Assigning permissions to user groups allows control over creation, modification and deletion of estimates.	-	-	✓
B2W Management Reporting	The browser-based B2W Management Reporting allows you to run powerful business intelligence reports across all the estimates in your database, or even multiple databases. See your average cost for materials over the past year, see the win/loss ratio of your estimates and your margins over time. Also, subscribe to reports for automatic e-mail distribution on a defined daily, weekly, or monthly schedule.	-	-	✓
Review Historical Changes with the Audit Trail	The audit trail capabilities within B2W Estimate allow you to review a detailed history of changes made within each estimate. B2W Estimate tracks the date and time when components are added to, modified or deleted from an estimate, and records the name of the user who made the changes. When values such as unit costs or production rates are modified—either at the component level or via global edits—B2W Estimate records the previous values, creating a detailed event log for each portion of your estimate.	-	-	✓



Feature	Description	Basic	Professional	Enterprise
Saved Displays	Save your display configuration settings on the Item Listing, Estimate Detail, and Item Pricing grids. Create as many Saved Displays as you need. Share Saved Displays with the other B2W Estimate users. Recall existing Saved Displays by selecting them from a convenient drop-down list.	-	-	✓
Tags	Create an unlimited number of tags which may be assigned to Resources, Item Templates, and items and cost components within an estimate. Estimate items and components may be grouped or filtered by their tag values, and as an added bonus, items appearing on the private bid form may also be grouped and subtotaled by their tag values. Since this is a user defined feature, you can create as many tags as needed with relevant names for your requirements.	-	✓	✓
B2W Mobile Estimating	B2W Mobile Estimating allows estimators to disconnect from the office server and continue to use the program on the road. You can check out estimates, still have access to all your resources and items, and make new estimates. When you return to the office simply re-connect and estimates you created while disconnected are added to the server. B2W Mobile Estimating is ideal for companies that want the flexibility to work on the road, or to download the bid locally from a remote server for closing during bid day.	-	✓	✓
User-based Security	Assigning permissions to user groups allows control over creation, modification and deletion of information throughout resources and Item Databases. This gives the administrator complete control over which users may modify information.	-	✓	✓



Feature	Description	Basic	Professional	Enterprise
Estimate Folders	The ability to create estimate folders not only allows for better organization and quicker estimate lookup, but also sets the stage for B2W Estimate's advanced estimate security features.	-	✓	✓
File Attachments	Attaching files directly to your estimate means that important documents – such as project specifications, blueprints, or jobsite photos – are always at your fingertips. You can also attach links to external information such as a link to a file somewhere on the network, a link to a folder, or even a link that brings you to a website.	-	✓	✓
Find & Replace	B2W Estimate allows you to locate and step through all instances of a specific cost component throughout your current estimate. Labor, equipment, materials and miscellaneous cost components may be replaced with a different cost component of the same type – either all at once or one at a time – throughout your current estimate. In addition to finding/replacing cost components throughout your entire estimate, B2W Estimate's Find and Replace feature also works within smaller portions of your estimate. For example, you could perform a find and replace operation within a specific work type or phase, or even within a specific bid item.	✓	✓	✓
Undo Deletions	B2W Estimate allows you to restore recently deleted data such as estimate items, tasks or even entire estimates.	✓	✓	✓
Archive Estimates	Older estimates may be removed from your B2W Estimate database and archived within a separate SQL database, allowing for better use of storage space, organization, and performance.	✓	✓	✓



Feature	Description	Basic	Professional	Enterprise
Conditional Formatting	B2W Estimate allows you to create one or more rules which alter the appearance of specific rows on the Item Listing or Item Pricing tabs based on criteria that you specify on a per-rule basis. For example, you might want to do one or more of the following: Use a special background colour for items with a specific work type. Use bold font for items without an assigned subcontractor. Use red font for items with a markup % of less than 3%.	✓	✓	✓
Support for Windows Regional Settings	The currency, date, time and number formatting for the selected Windows locale is applied to all values in B2W Estimate, including the appropriate currency symbol for currency values. This formatting information is used both on-screen and in reports.	✓	✓	✓
Integrated Windows Security	Each user account may be tagged with a Windows domain account, allowing automatic user authentication without seeing a login screen at program startup. This prevents users from having to remember yet another user name and password, while preventing unauthorised users from accessing the estimating system.	✓	✓	✓
Administration Tool	A separate administration application allows the administrator to configure user and group account information and view licensing information without consuming a user license.	✓	✓	✓
Online Backup	Microsoft SQL Server's online backup functionality allows a system administrator to back up the B2W databases even when estimators are using the application.	✓	✓	✓



Feature	Description	Basic	Professional	Enterprise
High Availability Installations	Microsoft SQL Server's support for high availability configurations — including failover clustering, backup servers, log shipping, etc. — allows system administrators to enhance the reliability of the B2W Estimate server based on your company's requirements.	✓	✓	✓
Microsoft SQL Server Included for Up to 5 Users	The installation program automatically installs and configures Microsoft SQL Server Express Edition if configuring a server for five users or less, preventing you from having to purchase Microsoft SQL Server for smaller installations.	✓	✓	✓
Easy Terminal Services/Citrix Installation	The installation program configures B2W Estimate for all Terminal Services users, placing an icon on their desktop, without any further steps necessary to make the application available to each user.	✓	✓	✓
Recently Opened Estimate List	B2W Estimate displays the last eight estimates you've opened on the Home Page, as well as the File menu. This allows you quick access to the recent estimates you've opened in a way that's familiar to all Microsoft Office users.	✓	✓	✓
Open Multiple Estimates	Open more than one B2W Estimate window at the same time: view Resources and an estimate, multiple estimates, or even multiple views of the same estimate all at once with the use of only one license.	✓	✓	✓
Roaming User Settings	User interface settings — such as dialog size and location, decimal place settings, etc. — are stored within each user account on the B2W Estimate server. This allows these settings to "roam" with the user, regardless of which computer they use to log on.	✓	✓	✓
Extensive Online Reference Information	B2W Estimate includes complete reference information in its online help system. Click the Help button or press F1 anywhere in the application to see detailed reference information.	✓	✓	✓



Feature	Description	Basic	Professional	Enterprise
Client/Server Architecture	B2W Estimate was designed from the ground up to take advantage of the very latest development tools from Microsoft — .NET and SQL Server. This gives you the very best in performance, functionality and scalability.	✓	✓	✓
Microsoft Design Standards	The user interface adheres to the guidelines for user interface design contained in the Microsoft Windows design guide. This means B2W Estimate has the same look and feel as the Microsoft Office applications you're used to.	✓	✓	✓
Open Estimate Dialog	The Open Estimate Dialog lists all estimates in your B2W database. Filter by Estimator, Estimate Status, Primary Customer and Estimate Type.	✓	✓	✓
Spellcheck	Check the spelling of items, tasks, WBS levels and other cost components as well as text that appears on the bid form and RFQs using the spell check functionality.	✓	✓	✓
Bid Schedules	Capture information for bids that you may choose to estimate. Includes a Bid Schedule Calendar. Convert bid schedules to estimates. New estimates will be populated with the bid schedule information fields you filled out.	–	–	✓
Efficiency Factors	Use Efficiency Factors to retain historical crew production rates as part of your estimating process and gauge how quickly a crew can complete an assigned task.	✓	✓	✓
Custom Properties in Estimates	Define your own custom properties and add them to a form (template) and configure however you choose. Gather specific information for an estimate, such as email addresses and phone numbers, checklists for tracking completion of tasks, projected costs, and more.	–	✓	✓
Import Bid Schedules	Import multiple bid schedules from an Excel file rather than entering them by hand.	–	–	✓



Feature	Description	Basic	Professional	Enterprise
Copy and Paste Components in an Estimate	Use the CTRL-C and CTRL-V or options on the right-click menu to copy and paste cost components to new locations.	✓	✓	✓
Remember User Settings in the Add Components Dialog	Sorting and filtering selections made in the Add Components dialog in an estimate are saved on a per-user basis, whether the dialog is closed and reopened, the user opens a different estimate, or the application is restarted.	✓	✓	✓
Specify Displayed Labor Rate Classes in Estimates	Specify which labor rate classes to display for each estimate, making it easy to choose the correct labor rate class.	✓	✓	✓
The B2W Estimate API	Allows machine-to-machine connectivity between B2W Estimate and third-party applications, for uses such as automatically synching vendor lists between B2W Estimate and an accounting package or automating the creation of new estimates.	✓	✓	✓



Resources & Item Template Setup

The Resources area of B2W Estimate is the backbone of the estimating system. In Resources resides all of the information you use to form the cost basis of your estimates. It also includes crew templates and task templates that allow you to assemble reusable cost structures. In addition, Resources serves as a storage area for organizational information such as your customer lists, engineers/architects, subcontractors, and vendors.

Feature	Description	Basic	Professional	Enterprise
Item Database	Unlimited private and public Item Databases support building cost structures right in each item, termed an “item template.” When you pull the item into an estimate, the entire cost structure is pulled in with it.	✓	✓	✓
Centralized Resource Database	A centralized resource database — including labor, equipment, crews, materials, etc. — allows all estimators to work with the same standard cost information, as well as standard cost structures created by your estimating managers.	✓	✓	✓
Save Estimate Items, Tasks, or Crews Back to Resources	Save estimate items, tasks, or crews back to the Resources area for use in future estimates. Or, if you prefer, you may even choose to save your estimate items as task templates in Resources.	✓	✓	✓
Rate Classes	Labor and equipment rate classes allow you to store unlimited rate tables for your labor types and equipment types.	✓	✓	✓
Import Resources	B2W Estimate allows you to copy resource information to Excel, manipulate the data, and then import your changes back into B2W Estimate. Brand new resources may also be added to B2W Estimate in this fashion.	✓	✓	✓
Associated Equipment Operators	Equipment can have an operator linked to it so the operator is automatically pulled into the estimate whenever the equipment is used.	✓	✓	✓
Address Book	Customer, subcontractor, vendor and engineer/architect lists allow you to manage addresses for the companies with which you are dealing.	✓	✓	✓



Feature	Description	Basic	Professional	Enterprise
E-mail and Web Hyperlinks	Wherever Web page addresses or e-mail addresses appear in B2W Estimate, hold down the CTRL key and click to navigate to the Web site or create a new e-mail message for the contact.	✓	✓	✓
Import Item Databases	Import item lists from state Departments of Transportation and other owners to create new Item Databases or update existing ones.	✓	✓	✓
Weights and Dimensions	Record weights and dimensions for materials and equipment in Resources and an estimate. There is an option for calculated Indirects that will calculate costs based on total weight or volume of materials and equipment in an estimate.	✓	✓	✓
Import Weights and Dimensions	Specify weight and volume values for your materials and equipment when importing or updating those resources with the Import Resources Wizard. You can map data from your import file to weight and volume values.	✓	✓	✓



Costing

Some of the most powerful features found in B2W Estimate relate to costing. The flexibility and detail around costing in B2W Estimate gives estimators the ability to create estimates in the way that works the best for them.

Feature	Description	Basic	Professional	Enterprise
Work Breakdown Structure (WBS)	Work Breakdown Structures allow you to organize and develop your estimates in an unlimited hierarchical form that matches your business needs. It gives you visibility into how costs are rolled up and the level of detail at which costing is done. Estimates can be configured to support pay items, WBS levels, or both together.	-	-	✓
Summations	As part of Work Breakdown Structure, you can select Calculate as a summation as a method for setting a selected value within WBS Levels.	-	-	✓
Cost Groups	Cost group functionality allows users to group like items and tasks, and then utilise a similar cost structure for all of them. This functionality adds even more flexibility and works with the way estimators really think about job costing; saving time and money in the end.	-	-	✓
View Item History	View historical information about how an item has been bid in the past. You may view histories for pay items, as well as for indirect items.	-	-	✓
Set Apportioning to any WBS Level	Set an apportioning scheme at any level in a Work Breakdown Structure.	-	-	✓
Work Rules	The Work Rules feature allows you to configure, name and store multiple combinations of production hours, equipment hours and labor hours per day. Labor hours per day are broken down into regular, overtime and double time. These work rules may be assigned to the crew template and overridden for individual labor and equipment in the crew template.	-	✓	✓



Feature	Description	Basic	Professional	Enterprise
Suppressed Items and Tasks	Suppress items or tasks within your estimates to “turn off” their cost, in order to view “what if” costing scenarios.	–	✓	✓
Calculated Cost Method	A “Calculated” cost method allows you to calculate the cost of an indirect item as a percentage on direct cost categories. You can then classify the result as a specific category, such as Equipment Owned, Labor Base, etc.	–	✓	✓
Comparison Cost Method	The “comparison” cost method gives you the ability to compare self-performed unit costs with subcontractor quotes. This is useful when you have the option to self-perform certain work, but also want to compare your unit costs with prices submitted to you by various subcontractors.	–	✓	✓
Integrated Vendor and Subcontractor RFQ Management	Perform powerful analysis on subcontractor and vendor quotes with B2W Estimate’s integrated RFQ Management system. Quotes from subcontractors and vendors can be imported into RFQ Groups in Subcontractor and Vendor RFQ Management. Pricing is automatically detected where possible with simple click and set manual options making importing fast and easy no matter how the quote data is structured. B2W Estimate can also generate PDF reports with fillable fields to capture Subcontractor and Vendor pricing for exactly what you requested in the easiest format to process and import.	–	✓	✓
Import Subcontractor & Vendor Quotes	Eliminate manual and time critical data entry by importing the quotes provided to you by your Subcontractors and Vendors.	–	✓	✓
Fillable PDFs for Subcontractors and Vendors	Send fillable PDFs as part of your Request for Quotes so that your Subcontractors and Vendors can fill out exactly the prices you need from them.	–	✓	✓
Unlimited Cost Structure	B2W Estimate’s renowned tree view allows you to create estimates with virtually unlimited levels of detail: items, tasks, sub-tasks, sub-sub-tasks, etc.	✓	✓	✓



Feature	Description	Basic	Professional	Enterprise
Task & Crew Template Previews	The Add Components dialog allows you to preview the structure of a crew template or task template before it is added to an estimate.	✓	✓	✓
Fuel Costs Stored With Equipment Rate Classes	Fuel costs are stored on a per-rate class basis, allowing you to configure the fuel costs specific to each individual equipment rate class.	✓	✓	✓
Drag & Drop Between Estimate	Drag and drop items and cost components between estimates.	✓	✓	✓
Assign Notes to Any Part of the Estimate	Enter unlimited notes on any part of your estimate—item, task, crew, material, etc. Each note is tagged with the initials of who entered it, along with the time and date.	✓	✓	✓
Estimator Field	This field accepts a manually entered estimator name, or you may select an estimator from a drop-down list of B2W Estimate users. This field is used for filtering purposes in the Open Estimate Dialog.	✓	✓	✓
Unlimited Minority Requirements	Enter an unlimited number of minority participation requirements. Track all subcontractor participation in order to track actual minority costs against goals.	✓	✓	✓
Duplicate Estimate	Make a duplicate copy of an estimate while you're viewing it. Right-click the estimate in the Open Estimate dialog, or simply click the File menu, then choose Duplicate to make an exact copy.	✓	✓	✓
Support for Indirect or Incidental Costs	Establish an indirect cost total for the estimate, using either individual indirect items or percentages. Distribute the indirect cost into pay items in a manner you specify.	✓	✓	✓
Over 130 Item Listing Columns	More than 130 columns are available in the item listing spreadsheet view. This view is completely customisable, allowing you to show, hide, resize and reorder the columns.	✓	✓	✓



Feature	Description	Basic	Professional	Enterprise
Grouping of Items	Group items by work type, alternate, tags, or phase on both the spreadsheet view and detail view of the estimate. Each group shows rolled-up totals for the items it contains.	✓	✓	✓
Customisable Multi-Level Grouping	Create your own system wide or estimate specific groups. Combine multiple criteria to create nested groups or filters. For example, group an estimate first by phase and then within phase, by work type and then finally by a tag. Groups and filters can have unlimited levels and can be used to create the bid form.	✓	✓	✓
Full Metric/ Imperial Support	Enter values in either metric or imperial anywhere in the program and B2W Estimate automatically converts them when you switch systems using built-in conversion factors. Reports are automatically printed in the currently selected system.	✓	✓	✓
Extensive Filtering	Filter items within estimates by alternate, cost method, flagged, lock type, phase, suppressed, with notes, work type, zero quantity, zero unit cost or zero unit bid price, estimator, tag, or multi-level filtering that combines these criteria to form a new customised filter.	✓	✓	✓
Tie Trucking to Crew Production	Drive trucking costs from crew production rates by linking trucking days and trucking hours per day to a crew.	✓	✓	✓
Global Rate Edits	Globally edit equipment, labor, crews, and materials at estimate, item group, item and task level.	✓	✓	✓
Error Check Wizard	The integrated Error Check Wizard automatically scans your estimate for dozens of common estimating errors. If any problems are found, the system steps you through each problem so you can review and resolve it.	✓	✓	✓



Feature	Description	Basic	Professional	Enterprise
Excel Integration	Load Microsoft Excel workbooks directly into B2W Estimate and link values from the workbooks into your estimate. This allows the use of customised calculations specific to your company.	✓	✓	✓
Custom Calculation Factors	Create user-defined calculation factors to allow quantities to drive other quantities. For example, convert the square metres of an item to drive a task created in tonnes using custom conversion factors.	✓	✓	✓
Crew Templates	Combine labor and equipment to create reusable templates for use when building estimates. Select from different production methods, including units per hour, hours per unit, etc.	✓	✓	✓
Copy Between Estimates	Open two estimates side-by-side and drag and drop items and cost components between them. B2W Estimate allows you to automatically update the cost information to current rates.	✓	✓	✓
Flexible Overtime	Flexible overtime and double time configuration options allow B2W Estimate to calculate labor costs for you the way that you need.	✓	✓	✓
Bid Level Taxes	Enter multiple bid-level taxes to handle differing tax requirements.	✓	✓	✓
Bid and Takeoff Quantity	Enter both bid quantities and takeoff quantities and track over/under amounts using the Bid Versus Takeoff summary.	✓	✓	✓
Auto Price Rounding	B2W Estimate includes an option to automatically round pay item prices using a scheme you configure.	✓	✓	✓
Owned and Rented Equipment	Equipment may be classified as owned or rented. Cost summaries reflect separate totals for each, and different markups can be applied to rented vs. owned.	✓	✓	✓
Instant Recalculation	Enter bid prices and cost information and instantly see updated cost and price information on-screen.	✓	✓	✓



Feature	Description	Basic	Professional	Enterprise
Flexible Cost Methods	B2W Estimate supports multiple cost methods for items and tasks, to allow you to use the right level of detail. Plug allows you to plug a unit or total cost. Subcontracted allows plugging a unit or total cost, or soliciting quotes from subcontractors. Quick allows entry of unit or total costs for individual cost categories. Detail allows addition of cost components, including crews, materials, labor, equipment, trucking, and other tasks to break down the cost detail. Comparison allows you to create an item or task alongside a detailed cost, and compare either to a subcontractor quote toggle whenever you want. The Calculated cost method is used for Indirect items and allows you to create the cost as a percentage of another cost category in the bid.	✓	✓	✓
Track Costing Related Comments	B2W Estimate allows you to enter comments for each item, crew, material, labor, equipment, etc. during the costing process. The comments dialog includes a full history, including the estimator's initials, date and time each comment was entered.	✓	✓	✓
Variations Management	This feature allows you to capture your variations within the original estimate. Variations support the same costing and pricing options as a full estimate and can be exported independently. Once the change has been accepted, you can lock the "estimate blocks" that contain the variations to prevent further modifications.	✓	✓	✓
Production Rate Actuals	Connect with B2W Track and use the real data reported from the field to generate historical averages from crew production rates.	✓	✓	✓



Bid Closing

Another strength of B2W Estimate is its bid closing capabilities. The process occurs on three tabs where values can be determined for bond, overhead, profit, and when you chose to use indirect costs. Choose the pay items where the previously calculated values are to be distributed, and specify a method of distribution to be used. Perform distribution, and make any necessary manual adjustment to your item prices.

Feature	Description	Basic	Professional	Enterprise
Detailed Markup Capabilities	Mark up bids using broad or more granular methods. Use a single percentage that applies to all costs, or break out by cost category and assign different markup to labor instead of equipment or materials. Have default markup settings, or change them to be bid specific.	-	✓	✓
Apply Markup by Phase, Alternate, or Work Type	Enter percentages to calculate indirect cost, overhead, or profit based on direct cost on a per-phase, per-alternate, or per-work type basis. This allows you to use a different set of percentages for the direct cost in pay items classified with a specific phase, alternate, or work type.	-	✓	✓
Apply Markup by Subcontractor	Enter percentages to calculate indirect cost, overhead, or profit on a per-subcontractor basis. This allows you to use a different set of percentages for the direct cost in all pay items, indirect items and tasks for each selected subcontractor.	-	✓	✓
Distribute Indirect Items Individually	Define an overall distribution strategy for indirect cost, but then override the default distribution settings on a per-indirect item basis. This allows you to customise the distribution of specific indirect items.	-	✓	✓
E-mail Proposals	Automatically e-mail proposals to customers.	✓	✓	✓
Bond Tables	B2W Estimate supports creation and management of multiple bond tables, including a default bond table for new estimates.	✓	✓	✓



Feature	Description	Basic	Professional	Enterprise
Flexible Price Locking	Lock an item by its unit price, by its margin or markup percentage so that future distributions do not affect the item price you've chosen.	✓	✓	✓
Calculate Item Price as Percent of Total Bid Price	A special type of price lock allows you to have B2W Estimate calculate the price of a pay item as a percentage of the total bid price. This is helpful for allowance items that may not exceed a certain percentage of the price.	✓	✓	✓
Bid vs. Takeoff Analysis	Analyse the cost, price and markup difference between bid quantity and takeoff quantity both on screen and in reports.	✓	✓	✓
Real-Time Bid Modeling	The Bid Pricing Strategy tab allows you to model the bid. A real-time pricing summary is displayed, allowing you to make modifications to markup percentages, bond table configuration and bid-level taxes, and instantly see the impact of the change.	✓	✓	✓
Adds/Cuts	Add or remove money from the bid in a single location and apply it to the cost category of your choice. Take \$10,000 off labor, or add \$25,000 to your materials without having to go and change individual components or items. Choose how and which parts of the bid receive the add or cut and determine if the adds/cuts happen before or after markups are applied.	✓	✓	✓
Link Estimate-Level Bid Closing Values to Excel Workbook	Link Total Indirect Cost, Total Overhead, or Total Profit to an Excel workbook cell. This allows you to create customised or proprietary calculation schemes for these bid-level values.	✓	✓	✓
Default Closing Items Selection	Select a default item or group of items to distribute a "leftover" bid price value, resulting from rounding and price balancing.	✓	✓	✓



Feature	Description	Basic	Professional	Enterprise
Over 130 Item Pricing Columns	More than 130 columns are available in the item pricing spreadsheet view. This view is completely customisable by you, allowing you to show, hide, resize and reorder the columns.	✓	✓	✓
High-Precision Unit Bid Prices	B2W Estimate supports adjustable precision for unit bid prices, out to six decimal places.	✓	✓	✓
Custom Bid Form Layout	Customisable bid form generation allows you to generate detailed unit price or lump sum bids with grouping and subtotaling options.	✓	✓	✓
Rich Text on Bid Forms And RFQs	B2W Estimate now allows you to utilise many common varieties of advanced text formatting — including bullets, underlines, boldface, and italics — on your bid forms and requests for quotes. This gives you a great deal more flexibility in creating payment terms, bid form notes, subcontractor RFQ notes and vendor RFQ notes with a professional appearance.	✓	✓	✓
Signature Image on Bid Form	Upload an image of your signature and have it print together with one selection.	✓	✓	✓



Reports

B2W Estimate is pre-packaged with a variety of estimate reports that allow you to print detailed documentation of all aspects of the estimating process, including item and estimate summary reports, and cost detail reports.

Feature	Description	Basic	Professional	Enterprise
Print Over 100 Estimate and Resource Reports	Reports can be printed for the entire estimate, an item group, specific item, or a single task.	✓	✓	✓
Print Reports in Metric or Imperial	All reports except bid forms are printed in the current system of measure selected in the application. This allows you to analyse cost information in either metric or imperial.	✓	✓	✓
Send Report to Printer Without Previewing	The Print dialog supports sending a report directly to the printer without previewing it first.	✓	✓	✓
Table of Contents in Reports	Many reports support the display of a table of contents, allowing you to quickly navigate to different parts of a report. For example, the Cost Detail report allows you to quickly navigate to a specific item.	✓	✓	✓
Support For Custom Company Logo Header	Import a graphic for use as the header for reports from any of the following formats: BMP, EMF, GIF, JPG, PNG, TIF, or WMF. This allows you to create a custom graphic, including your company logo for printing on all reports.	✓	✓	✓
Support For Multiple Companies	If your organization prints reports and submits proposals under multiple company names, simply select the appropriate company for each estimate and all reports will print using the selected company information. Each user can assign a default company for his reports and bid forms.	✓	✓	✓
Web Download of New Reports	B2W Estimate creates new standard reports based on customer demand. Download new standard reports directly from the B2W Estimate support site and add them to your system.	✓	✓	✓
Report Bundles	Create collections of estimate reports that you can print together with one selection.	✓	✓	✓

Integration

B2W Estimate was built and designed to integrate with industry leading accounting and project management solutions and even Microsoft Excel. Plus, B2W Estimate is unified with the Civil Operations Suite allowing the ability to compare job site performance against estimated costs in real-time.

Feature	Description	Basic	Professional	Enterprise
B2W Operational Suite and B2W Estimate Networked	Quickly transfer estimated jobs from B2W Estimate directly into the B2W Operational Suite.	✓	✓	✓
Excel Import/Export	Import and export pay items from and to Microsoft Excel.	✓	✓	✓
Takeoff Integration	Quantities can be set in your estimate by transferring reported data from your takeoff application via an on-screen interface.	✓	✓	✓
Export to Project Management and Accounting	B2W Estimate supports exporting detailed cost estimate information to project management and accounting systems such as Microsoft Project, Primavista, Viewpoint, Cheetah, Timberline, Microsoft Dynamics, Quickbooks and many more.	✓	✓	✓
Instant Online Help For Each Import/Export Format	Each import/export add-in includes an online help file that is embedded with the add-in. This allows you to access the latest documentation in electronic format.	✓	✓	✓