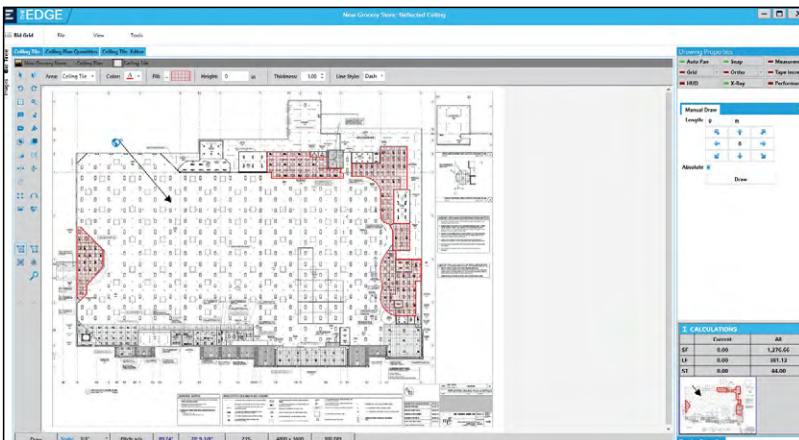


Welcome to the next generation of Interior Estimating Software

Work in the Cloud | Best-in-Class Takeoff | Clean Look and Easy Navigation | And much more ...



While you've been building hospitals, schools, sports stadiums, office buildings and homes, you've also been helping to build the next generation of estimating software. How?

We've been listening to the needs of both our current customers and to those who have not yet chosen us. Your wishes for new features and enhancements have been heard and addressed. And now, we are proud to offer you the next generation of The EDGE™ Estimator, where we have incorporated almost every feature and request we have received!

WORK IN THE CLOUD

For years, customers and prospects have been asking us for cloud support. Now, it's here! You still install the even more powerful EDGE Estimator software on your computer so that you can get maximum performance, but you control where you want to store your jobs and estimating databases: locally on your PC, on your network, or in our cloud. With cloud storage, you can access your jobs and information anywhere, at any time. You still have security controls to manage database access and updating, but now have the freedom to operate how and where you want.

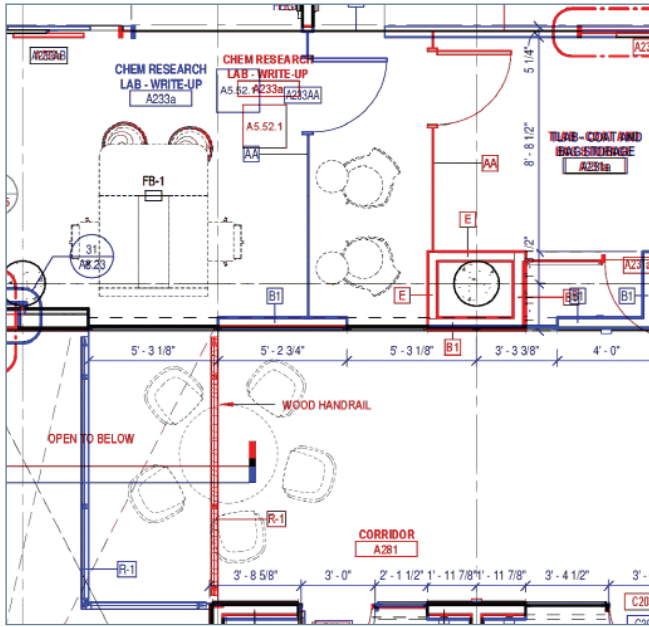
REPORTING

To help you communicate with all departments, with your vendors and with your customers, we've given you even more powerful reporting capabilities. What's new? Our standard reports are easier to customize and organize for maximum efficiency. With just one click, send your reports to PDF, Excel® or Microsoft® Word. Then, you can easily customize them for presentation, or email them right from The EDGE Estimator.

- For 30 years, America's best performing interior contractors have depended on The EDGE™ Estimator. We have helped them improve their flexibility, accuracy, consistency and efficiency. Their businesses have grown tremendously while depending on The EDGE Estimator. We want to help you do the same.
- Our fully integrated, customizable solution enables you to measure and price a job in just one place. Data moves seamlessly from the Takeoff screen to the estimate. This will increase your accuracy and efficiency, thereby improving your win rate.
- While our interior database is pre-loaded with manufacturer-specific systems and materials, you can further customize it to your specific needs in just minutes. Other solutions provide you with generic conditions only. We make it easy for you to be more productive in significantly less time.

COLLABORATION

Don't have enough time for one estimator to complete and submit a bid by the deadline? When you store your database(s) and jobs in the cloud, you can have different estimators working on different scenarios within the same job. And since management can review jobs more quickly and easily (without extensive training), you can get your bids in quicker!



DIGITAL MEASURING

Our new, best-in-class Takeoff screen is the most powerful we've ever offered. We listened to your suggestions and added things like an Undo button, performance settings, support for additional file types, Auto-Pan, tools to flip and mirror images and an image overlay tool to make change orders quicker and easier than ever!

Smart Labor™

Our **exclusive** Smart Labor feature represents a better way of handling labor costs. Smart Labor will analyze the job as you estimate it and automatically adjust labor production based on the difficulty level. Then, labor factors and production rates for crews can be modified to fit your needs.

ALL-IN-ONE PROGRAM

Are you using separate takeoff and estimating programs? How much time do you spend fixing errors that happen while you are transferring data from one to the other? Imagine how much more accurate and efficient you could be by using a solution where the takeoff and estimate are integrated into the same program. When you make the switch to The EDGE Estimator, any changes to the measurements are automatically updated in the estimate and vice versa. So, our solution provides you with a more accurate and more easily adjusted estimate. This enables you to greatly increase your productivity.

DATABASES CUSTOMIZED TO YOUR NEEDS

Some programs only offer you generic area, length and count conditions. And, you have to build your own formulas for these generic conditions and any other specific conditions you create. Do you have a lot of spare time, or are you busy bidding jobs? We have been told that other databases require up to 6 months of customization before they are ready to be used for live estimates. Our databases come pre-populated with specific conditions that are easily customized, and the math is already built into their properties. Once you customize your database, you can lock it down so the data will stay clean and consistent. Our databases are ready in days and require less ongoing maintenance. This is another way you can save more time and money, and to be more productive, much sooner!

WHAT ELSE SHOULD YOU KNOW?

- Solutions for both commercial and residential needs
- Metal Framing, Insulation, Drywall, Finishing, Acoustical Ceilings, etc.
- Manufacturer specific products and specialty systems for: USG, Armstrong, Dryvit, Sto Products from Global Sto Suppliers
- U.S. based support; over one-third of the company are veterans.

Bid sharp. Build sharp.

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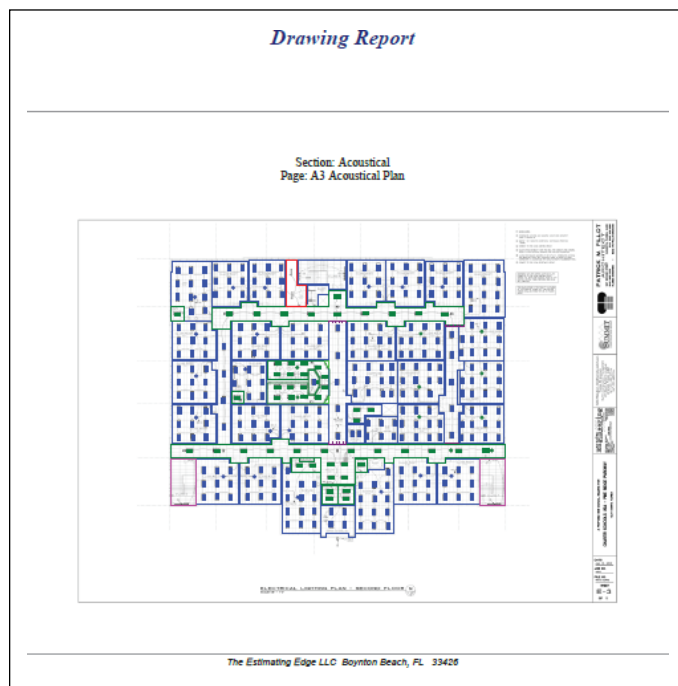
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Customizable Reports

The EDGE™ provides a complete list of easily generated default reports, and enables you to create a set of customized reports designed specifically for your company. These reports will not only help ensure your bid process runs more consistently and smoothly, but also will ensure you present the right image to your customers with each bid.

1. DRAWING REPORT

Our drawing report provides an accurate and visual representation of what you have measured and where each detail is located. This visual representation reduces the chance for miscommunication or misinterpretation in the field.



2. STOCKING REPORT

Review all the materials required for the job or isolate materials that are required for just a specific area. This helps your Project Managers know what is needed so they can pull the correct amount from inventory or know how to place an accurate order.

[illegible]

3. PRICING REQUEST FORM

Use this to get per-unit pricing from multiple suppliers. Shop around for the best prices.

Pricing - Fax Report				
Edge Estimating Job				
Description	Ord Qty	Ord Un	Unit Price	Pro Un
Ceramic Flooring (Subdivision 09-400-000)				
Ceramic Flooring Material (Category 09-400-100)				
Ceramic Type 1 1/8" x 1" 0" x 1" 0"	1,152.00	PCS	_____	SF
Ceramic Type 2 1/8" x 1" 0" x 1" 0"	603.00	PCS	_____	SF
Ceramic Type 3 1/8" x 1" 0" x 1" 0"	10,210.00	PCS	_____	SF
Ceramic Base Tile 1/8" x 6" x 12"	1,412.00	PCS	_____	LF
Ceramic Wall Tile 1/4" x 12" x 12"	2,045.00	PCS	_____	SF
Ceramic Cap Tile 3/4" x 4" x 6"	1,023.00	PCS	_____	LF
Thinset	60.00	PAILS	_____	PAIL
Grout	124.00	BAGS	_____	BAG
09-400-100 (Ceramic Flooring Material)				
09-400-000 (Ceramic Flooring)				
VCT Flooring (Subdivision 09-420-000)				
VCT Material (Category 09-420-100)				
Stair and Tread Risers Material	1,167.91	SF	_____	SF
VCT Type 1 1/8" x 1" 0" x 1" 0"	21,539.00	PCS	_____	SF
4" Vinyl Base	765.00	PCS	_____	LF
Mastic for VCT	76.00	PAILS	_____	PAIL
09-420-100 (VCT Material)				
09-420-000 (VCT Flooring)				
Wood Flooring (Subdivision 09-430-000)				
Wood Flooring Material (Category 09-430-100)				
Finish Nails	6.00	LBS	_____	LB
4" Wood Type 1	376.00	SF	_____	SF
Wood Base 1/2" x 3" x 120"	8.00	PCS	_____	LF
09-430-100 (Wood Flooring Material)				
09-430-000 (Wood Flooring)				
Carpeting (Subdivision 09-440-000)				
Carpeting Material (Category 09-440-100)				

4. LABOR REPORT

Field managers can use this report to determine how long each function should take to help keep the laborers on track. This report can also be used by managers to review labor on each job to better communicate with the field. This labor report can also be given to your subcontractors with pieces versus hours.

Labor Adjustments - Units							
Edge Estimating Job							
Description	Quantity	EU	CostEU	Per EU	Net Cost	EU/Hour	Hours
EIFS (Subdivision 09-300-000)							
EIFS Labor (Category 09-300-200)							
Labor - AquaFlash Mesh 9"	2,488.84	LF	\$0.150	Per LF	\$373.33	100.00	24.89
Labor - Control Joint	554.75	LF	\$0.750	Per LF	\$415.06	20.00	27.74
Labor - Control Vent Track	735.88	LF	\$0.500	Per LF	\$367.94	30.00	24.53
Labor - Starter Strip	735.88	LF	\$0.200	Per LF	\$147.20	75.00	9.81
Labor for Surface Prep Primer/Sealer	20,224.66	SF	\$0.150	SF	\$3,033.70	100.00	202.25
Labor for Surface Prep Adhesive	20,224.66	SF	\$0.150	SF	\$3,033.70	100.00	202.25
Labor to install EPS Insulation Board	20,224.66	SF	\$0.150	SF	\$3,033.70	100.00	202.25
Labor to install I.S. Board	516.00	SF	\$0.150	SF	\$77.40	100.00	5.16
Labor to Blank EPS Insulation Board	19,708.66	SF	\$0.150	SF	\$2,956.30	100.00	202.16
Labor to Blank I.S. Board	516.00	SF	\$0.150	SF	\$77.40	100.00	5.16
Labor for Base Coat Adhesive	20,885.33	SF	\$0.120	SF	\$2,506.20	125.00	183.11
Labor for Finish Coat	20,811.66	SF	\$0.120	SF	\$2,497.40	125.00	184.89
Labor for Primer 20	2,871.07	SF	\$0.150	SF	\$431.56	150.00	28.77
Labor for Standard 48	20,958.66	SF	\$0.150	SF	\$3,143.80	100.00	209.59
09-300-200 (EIFS Labor)					\$21,294.24		1,419.62
09-300-000 (EIFS)					\$21,294.24		1,419.62
Job Totals					\$21,294.24		1,419.62

5. RECAP REPORT

Use this to get per-unit pricing from multiple suppliers. Summarizes all costs—labor, materials, markups, etc. to help you create your proposal.

Recap Report				
Drywall				
Description	Net Cost	Markup	Gross Price	Cost/Unit
Material				
D/W Exterior Frame Material	\$1,124.56		\$0.290/LFFR	
D/W Interior Frame Material	\$15,543.58		\$4.012/LFFR	
D/W Insulation Material	\$7,876.24		\$0.253/SFIN	
D/W Exterior Gyp Material	\$475.20		\$0.007/SFOW	
D/W Interior Gyp Material	\$21,559.20		\$0.297/SFOW	
D/W Finish Material	\$4,086.40		\$0.060/SFIN	
D/W Fastener & Clip	\$2,429.55		\$0.033/SFOW	
D/W Misc Material	\$3,315.80		\$0.046/SFOW	
Tax		6.00%		
Total Material	\$59,797.71		\$0.823/SFOW	
Labor				
D/W Layout & Erect Labor	\$69.92		\$0.018/LFFR	4.59
D/W Exterior Frame Labor	\$516.89		\$0.133/LFFR	34.46
D/W Interior Frame Labor	\$10,610.71		\$0.755/LFFR	711.38
D/W Insulation Labor	\$7,277.98		\$0.233/SFIN	485.20
D/W Exterior Hang Labor	\$584.41		\$0.008/SFOW	38.96
D/W Interior Hang Labor	\$16,056.55		\$0.221/SFOW	1,070.44
D/W Interior Finish Labor	\$19,031.32		\$0.282/SFOW	1,268.75
D/W Misc Labor	\$13,053.25		\$0.370/LFFR	870.22
Burden		25.00%		
Total Labor	\$84,075.07		\$1.157/SFOW	
SubTotal	\$143,872.77		\$1.980/SFOW	
Overhead		10.00%	\$14,387.28	\$0.198/SFOW
SubTotal	\$158,260.05		\$2.178/SFOW	
Profit		15.00%	\$23,739.01	\$0.327/SFOW
Contract Amount	\$181,999.06		\$2.505/SFOW	

Consolidated Report							
Edge Estimating Job							
Description	Quantity	EU	Ord Qty	Ord Un	Unit Price	Pro Un	Net Cost
Drywall (Subdivision 09-100-000)							
D/W Interior Frame Material (Category 09-100-120)							
20 Ga. 2-1/2" x 12" 0" 1200	290.88	LF	29.08	PCS	\$0.290	LF	\$85.26
20 Ga. 3-5/8" x 12" 0" 1200	76.50	LF	8.07	PCS	\$0.340	LF	\$27.45
20 Ga. 3-5/8" x 12" 0" 1200	76.50	LF	8.07	PCS	\$0.290	LF	\$24.60
1-3/8" 12" 0" DSG Main Tee	7.00	EA	7.00	PCS	\$1.150	LF	\$8.05
1-1/2" 4" x 12" DSG Main Tee	13.00	EA	13.00	PCS	\$1.150	LF	\$15.05
5 Ga. 12" 0" Wire out for 0"	13.00	EA	13.00	PCS	\$0.120	PCS	\$1.56
200 PSI CIP	12.00	EA	1.00	C	\$20.000	C	\$20.00
09-100-120 (D/W Interior Frame Material)							\$491.11
D/W Interior Gyp Material (Category 09-100-150)							
5/8" 4" x 12" 0" PC Board	10.83	SF	0.27	PCS	\$0.300	SF	\$3.25
5/8" 4" x 12" 0" PC Board	497.00	SF	49.70	PCS	\$0.300	SF	\$149.10
09-100-150 (D/W Interior Gyp Material)							\$152.35
D/W Finish Material (Category 09-100-160)							
5/8" 12" 0" Galvanized Corner Bead	39.25	LF	4.00	PCS	\$0.150	LF	\$7.20
5 Ga. Roll Trade Wire Compound	419.38	SF	1.11	PAILO	\$10.000	PAILO	\$11.33
250 PSI Roll Perforated Tape	419.38	SF	0.82	ROLLS	\$3.000	ROLLS	\$1.86
09-100-160 (D/W Finish Material)							\$22.39
D/W Fastener & Clip (Category 09-100-170)							
3/8" Pan Head Screw	124.83	EA	0.07	S M	\$50.000	S M	\$3.26
3/8" Pan Head Self Drilling Screw	200.00	EA	0.06	S M	\$60.000	S M	\$3.61
1-1/8" Bugle Head Self Drilling Screw	419.38	EA	0.42	M	\$7.000	M	\$2.93
Shot & Pin	39.25	EA	39.25	EA	\$0.150	EA	\$5.89
09-100-170 (D/W Fastener & Clip)							\$15.75
D/W Interior Frame Labor (Category 09-100-200)							
Frame Interior 2 LxS Soffit @ 12" 0"	39.25	LF	10.47	HOURS	\$15.000	HOUR	\$157.00
Frame D/W Ceiling @ 48" 0" @ 9" 6"	251.55	SF	7.55	HOURS	\$15.000	HOUR	\$113.20
09-100-200 (D/W Interior Frame Labor)							\$270.20
D/W Interior Hang Labor (Category 09-100-260)							
Hang 6/8" x 12" 0" PC @ 0" 0" Ceiling	10.83	SF	0.27	HOURS	\$15.000	HOUR	\$3.26
Hang 5/8" x 12" 0" PC @ 9" 6" Ceiling	251.55	SF	0.03	HOURS	\$15.000	HOUR	\$75.46
Hang 6/8" x 12" 0" PC @ 9" 6" Ceiling	157.00	SF	0.16	HOURS	\$15.000	HOUR	\$24.55
Hang Corner Bead (Horizontal)	39.25	LF	0.31	HOURS	\$15.000	HOUR	\$4.71
09-100-260 (D/W Interior Hang Labor)							\$111.82
D/W Interior Finish Labor (Category 09-100-370)							
Finish Ceiling @ 0" 0"	10.83	SF	0.09	HOURS	\$15.000	HOUR	\$1.30

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