



ConEst[®]

Software Systems



Estimating & Construction Management Software

for Electrical, Low Voltage
& Data Cabling
Contractors

one
source
one **solution**



ConEst®

Software Systems

Products Catalog

**From
Professional
Estimators
Come
Professional
Estimating
Tools**

Take control of your business with ConEst IntelliBid and our PowerSuite of dynamic, timesaving software tools for total management of your company's estimating, project management, design build and billing needs. Full integration of each program enables seamless data transfer, saving hours of redundant data entry. Each program is designed to run independently of the suite so you can start with one and add solutions as your estimating and project management needs and your business grow!

ESTIMATING

Electrical and Data contractors have four timesaving estimating tools to choose from – IntelliBid Lite, Plus, Pro & Design Build..... 3-11
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BID MANAGEMENT

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Use any of ConEst's dynamic, timesaving software tools as stand alone programs or integrated for a total estimating, project management, design build and billing solution

one
source
one **solution**

Smart Estimating Starts with *IntelliBid*[™]

The Estimator's Choice



IntelliBid provides all the technology tools you need to generate accurate, consistent, winning bids! Electrical and data cabling contractors have four estimating and design solutions to choose from – IntelliBid Lite, Plus, Pro and Design Build.

Each level of IntelliBid comes with an industry-smart database of over 100,000 electrical, low voltage and structured cabling material items with more than 50,000 prebuilt assemblies and over 500,000 prebuilt assembly options.

Solutions That Grow With Your Business

The Lite program is at the core of each level of IntelliBid, providing full-scale estimating for any type or size of electrical or data project...right out of the box! Advanced takeoff features that are included in the Plus, Pro and Design Build levels of IntelliBid can be individually added to the Lite program as your business and estimating needs grow.

Customize Your Database

Use IntelliBid's industry-smart database, or add material items and assemblies specific to your business and type of construction. The database is expandable to nearly one million items!

Online Material Pricing

Update your material prices instantly through the Internet. With the click of a button, you can update your bids and database with your prices from your supply house. (NetPricer[™] subscription required, sold separately. Available through NetPricer participating vendors.)

Built-in Training Videos

Learning software has never been easier! Each level of IntelliBid comes with built-in training videos for easy learning and quick reference.

*You'll
estimate
with
confidence
when
you
estimate
with
IntelliBid!*

1-800-662-7687 the smart choice for today's professional estimator! www.conest.com



IntelliBidTM Lite

Consistent winning bids

Easy Takeoff

Whether you're a small contractor or a large, multi-crew shop, IntelliBid Lite provides all the software tools you need to generate accurate, consistent estimates quickly and easily.

IntelliBid Lite offers more features than other software estimating programs at a fraction of the cost!

All the estimating tools you need are found on one, easy-to-navigate takeoff screen in IntelliBid. Assembly takeoff streamlines the estimating process with over 50,000 electrical, low voltage and structured cabling assemblies to choose from. Use the program's **keyword search** function to quickly locate material items! Search the database by item description, manufacturer, manufacturer's catalog number, stock number or IntelliBid's item number. Use the same dynamic search function to locate items that are already in your takeoff or to search comments that you've added to the estimate's file. With a detailed takeoff screen, you will see your material and labor extensions calculated instantly in real time!



Estimate with Confidence

Alerts for Missing Prices and Labor

How many times have you run the risk of missing prices or labor in an estimate? It can be pretty risky business unless you have the right tools to help you guard against potentially damaging oversights. IntelliBid delivers those safeguards with alerts that warn the estimator when prices or labor on an item or assembly are missing. A detailed, easy-to-read list of materials and labor in your estimate is clearly displayed on the screen where you can edit missing prices and labor before you go to bid!

Online Material Pricing Service

A web-enabled link connects IntelliBid to **NetPricerTM Service**, an Internet-based material pricing host, where participating supply houses post their material prices. With the click of a button you can connect to your favorite supplier's pricing and update your IntelliBid material database and the bid you are working on with your actual material prices from your favorite suppliers*. Bidding with real-time material pricing allows you to estimate with greater speed, accuracy and confidence!

*Available through NetPricer-participating suppliers

1-800-662-7687 the smart choice for today's professional estimator! www.conest.com

Automatic Labor Factoring

Another exclusive IntelliBid feature is Automatic Labor Factoring (ALF). With the ALF feature enabled, IntelliBid calculates the labor requirement for multiple installation conditions and applies the correct labor for each material item according to its specific difficulty. For example, when installing fixtures in a room with 8' ceiling height, the installation of 6 units may take 3.0 hours; but when installing the same 6 fixtures in a room with 18' ceilings, the installer's time will increase to 3.3 hours due to the additional 10' of mounting height. Additionally, if there were 50 fixtures being installed, the labor would be lowered by 15% to 2.8 hrs. Yet the switches to control the fixtures would not be adjusted. ALF eliminates the need to manually factor the labor requirements of each installation for accurate and labor-efficient bids.

For more examples of how the ALF feature adjusts an installation's labor, refer to the charts on page 24. No other system automatically adjusts labor.....why settle for work-arounds?

Job Spec

Entering specifications for your job allows for faster takeoff. You can also save your specifications as the default for all future jobs.

Job Settings - Set material and labor factors, installation sizes, and scaler settings by phase or for the entire job. For example, you set a higher labor factor on phases that represent upper floors and save the setting to apply to all future jobs.

Assembly Groups - Preselecting assembly group options reduces takeoff time. For example, you can preselect the specified conduit fittings (compression, set-screw, etc.), and IntelliBid will include those fittings automatically when you take off your runs, without prompting you to select them each time.

Takeoff Prompts - Entering takeoff values before you start the estimate cuts down on redundant data entry. For example, if all the fixtures are to be installed at the same mounting height, you can set that value in advance so you don't have to type it in for every fixture you take off.

Know Your Best Price

The **Quotation Analysis** and **Best Buy** features in IntelliBid automatically analyze each of your vendor quotes and prices to select the best quote to carry in your bid for aggressive pricing! View quote breakdowns by material, quotes, equipment and subcontractors.

Item	Quantity	Unit Price	Total Price	Vendor	Material	Equipment	Subcontractor
1000000	1.00	100.00	100.00	Vendor 1			
1000001	1.00	100.00	100.00	Vendor 2			
1000002	1.00	100.00	100.00	Vendor 3			
1000003	1.00	100.00	100.00	Vendor 4			
1000004	1.00	100.00	100.00	Vendor 5			
1000005	1.00	100.00	100.00	Vendor 6			
1000006	1.00	100.00	100.00	Vendor 7			
1000007	1.00	100.00	100.00	Vendor 8			
1000008	1.00	100.00	100.00	Vendor 9			
1000009	1.00	100.00	100.00	Vendor 10			
1000010	1.00	100.00	100.00	Vendor 11			
1000011	1.00	100.00	100.00	Vendor 12			
1000012	1.00	100.00	100.00	Vendor 13			
1000013	1.00	100.00	100.00	Vendor 14			
1000014	1.00	100.00	100.00	Vendor 15			
1000015	1.00	100.00	100.00	Vendor 16			
1000016	1.00	100.00	100.00	Vendor 17			
1000017	1.00	100.00	100.00	Vendor 18			
1000018	1.00	100.00	100.00	Vendor 19			
1000019	1.00	100.00	100.00	Vendor 20			
1000020	1.00	100.00	100.00	Vendor 21			
1000021	1.00	100.00	100.00	Vendor 22			
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1000023	1.00	100.00	100.00	Vendor 24			
1000024	1.00	100.00	100.00	Vendor 25			
1000025	1.00	100.00	100.00	Vendor 26			
1000026	1.00	100.00	100.00	Vendor 27			
1000027	1.00	100.00	100.00	Vendor 28			
1000028	1.00	100.00	100.00	Vendor 29			
1000029	1.00	100.00	100.00	Vendor 30			
1000030	1.00	100.00	100.00	Vendor 31			
1000031	1.00	100.00	100.00	Vendor 32			
1000032	1.00	100.00	100.00	Vendor 33			
1000033	1.00	100.00	100.00	Vendor 34			
1000034	1.00	100.00	100.00	Vendor 35			
1000035	1.00	100.00	100.00	Vendor 36			
1000036	1.00	100.00	100.00	Vendor 37			
1000037	1.00	100.00	100.00	Vendor 38			
1000038	1.00	100.00	100.00	Vendor 39			
1000039	1.00	100.00	100.00	Vendor 40			
1000040	1.00	100.00	100.00	Vendor 41			
1000041	1.00	100.00	100.00	Vendor 42			
1000042	1.00	100.00	100.00	Vendor 43			
1000043	1.00	100.00	100.00	Vendor 44			
1000044	1.00	100.00	100.00	Vendor 45			
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1000067	1.00	100.00	100.00	Vendor 68			
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1000071	1.00	100.00	100.00	Vendor 72			
1000072	1.00	100.00	100.00	Vendor 73			
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1000075	1.00	100.00	100.00	Vendor 76			
1000076	1.00	100.00	100.00	Vendor 77			
1000077	1.00	100.00	100.00	Vendor 78			
1000078	1.00	100.00	100.00	Vendor 79			
1000079	1.00	100.00	100.00	Vendor 80			
1000080	1.00	100.00	100.00	Vendor 81			
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1000083	1.00	100.00	100.00	Vendor 84			
1000084	1.00	100.00	100.00	Vendor 85			
1000085	1.00	100.00	100.00	Vendor 86			
1000086	1.00	100.00	100.00	Vendor 87			
1000087	1.00	100.00	100.00	Vendor 88			
1000088	1.00	100.00	100.00	Vendor 89			
1000089	1.00	100.00	100.00	Vendor 90			
1000090	1.00	100.00	100.00	Vendor 91			
1000091	1.00	100.00	100.00	Vendor 92			
1000092	1.00	100.00	100.00	Vendor 93			
1000093	1.00	100.00	100.00	Vendor 94			
1000094	1.00	100.00	100.00	Vendor 95			
1000095	1.00	100.00	100.00	Vendor 96			
1000096	1.00	100.00	100.00	Vendor 97			
1000097	1.00	100.00	100.00	Vendor 98			
1000098	1.00	100.00	100.00	Vendor 99			
1000099	1.00	100.00	100.00	Vendor 100			

Job Cost Management

User-definable **Job Cost Codes** can be exported to major accounting programs, letting you easily set up job budgets without re-entering all your bid data. Transfer cost code budget information or changes in an estimate to ConEst JobTrac or to job cost modules in your accounting program using bid data from IntelliBid for integrated estimating, accounting and job costing.

Key Features

- 100,000 industry-smart materials database
- 50,000 prebuilt electrical and data assemblies
- 500,000 prebuilt assembly options
- Alerts for missing prices on labor and items
- Automatic factoring of labor units
- Job Spec
- Job Cost Codes
- Quotation Analysis
- Fully integrated with ConEst PowerSuite
- Link to NetPricer™ Service
- Link to EPIC™, TRA-SER® & Expert Estimator
- Use your own vendor's pricing!
- Built-in training videos

"...with built-in training videos, learning software has never been easier..."



IntelliBidTM Plus

Estimating at a whole new level!

Smart SystemTM Technology

Most estimating programs are basic data entry systems designed to sort and filter information entered by the user. **Smart SystemTM** technology in IntelliBid takes that same information and begins calculating and comparing data for accurate labor and material requirements. Built-in NEC tables with automatic adjustments to the labor units for changes in an installation's level of difficulty, a feature exclusive to IntelliBid, mean that your estimates are accurate as well as labor- and cost-efficient.

Building on the foundation of Lite, IntelliBid Plus offers Smart SystemTM technology found only in ConEst software. With features like Smart Substitution using built-in NEC tables, your estimators will work smarter, faster and with greater confidence to produce consistent, accurate, winning bids! With a detailed takeoff screen, every tool the estimator needs is clearly displayed for instant access. Perform takeoff functions without having to open and close multiple windows to perform a single task!

Smart Substitution with Built-In NEC Tables

Imagine converting your branch EMT takeoff to MC cable and getting a complete bill of material with the click of a button! IntelliBid's **Smart Substitution** feature is not just a simple find & replace tool. Smart Substitution will automatically resize conductors according to current NEC tables, will take the inside & outside diameters and compute the 40% fill, and then resize conduits, fittings and supports accordingly for accurate price, labor and material requirements. IntelliBid's database comes preloaded with more than 75 substitution groups that can be edited as required, or you can easily create your own groups.

IntelliBid's unique ability to substitute a complete installation using the program's built-in NEC tables assures accurate, code compliant and precise material requirements with every substitution. Not just find & replace... it's **Smart Substitution!**

Takeoff Count Sheets

Part of the estimating process involves counting and measuring material requirements from project drawings. In the past, manual estimating using green takeoff sheets to gather bid data was the norm, and even today some estimators use customized spreadsheets to perform these takeoff functions. ConEst has incorporated this proven industry standard onscreen with IntelliBid's Count Sheets feature. Enter drawing and symbol information with quantities and lengths, or transfer the data seamlessly from SureCount digital plan takeoff software, for instant material requirements that are takeoff-ready. Count Sheets produces a bill of material that is broken down into specific project phases of your choice.



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Advanced Breakout

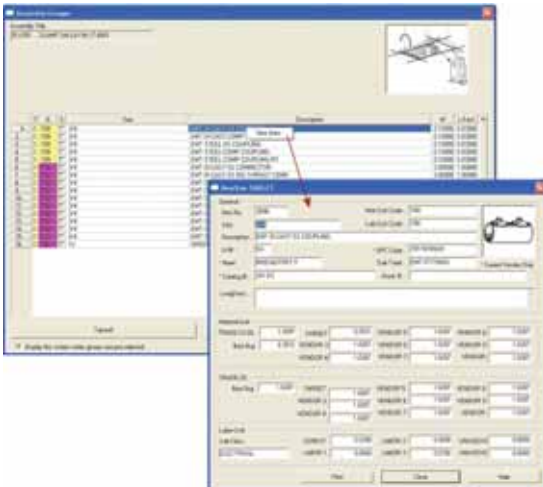
Easy & Accurate Add/Deduct Unit Pricing

Bid documents require that you provide unit prices for specific installations contained in your estimate. The owner wants these unit prices to be included in the contract and will use these prices for adding or deleting from the contract price when making changes during construction. With IntelliBid's **Advanced Breakout** feature, the user can easily identify in their estimate the items required in the requested unit price and provide detailed reports of selling prices and real costs. Knowing that installations can vary in difficulty based on the project, the most important feature of Advanced Breakout is that it will calculate precise unit prices to reflect the **real costs** for that project.

- Generate precise add/deduct prices for your breakouts
- Control the add/deduct percentage per job
- Create a quick mini-bid of an installation for comparison analysis

View Items, Assemblies & Jobs

View items and assemblies and digital images of your jobs onscreen during takeoff.



Key Features

- Backbone of IntelliBid Lite
- Smart Substitution with built-in NEC tables
- Takeoff Count Sheets
- Advanced Breakout
- JobVue (JPEG image viewer)
- ItemVue
- AssemblyVue
- Scaler and Digitizer Interfaces
- Fully integrated with PowerSuite
- Link to NetPricer™ Service
- Link to EPIC™, TRA-SER® & Expert Estimator

"...ConEst has the most advanced features and uses the latest technology available. They listen to their customers and respond quickly to implement requests..."



IntelliBidTM Pro

The estimator's choice!

With Lite and Plus at its core, IntelliBid Pro adds the security of controlling file and database access along with true networking functionality to support multiple users.

Put the power of IntelliBid Pro to work in your company, and watch your business take off!

True Networking

Imagine all your estimators working on the same bid at the same time without having to merge job files! The **Network Administrator** included in IntelliBid Pro (available as an add-on feature for Lite and Plus) allows multiple users to share job and database files over a local or wide area network environment. With estimators working on the same estimate simultaneously, you'll be able to generate twice as many bids with greater accuracy and in half the time it takes to estimate the old fashioned way!

With its networking ability, remote access to IntelliBid is easy using Citrix® or PCAnywhere™. With the ability to launch and deploy IntelliBid remotely, you don't have to go to the office to estimate the job...the office follows you!

True Networking - Users can work simultaneously on the same job without having to merge files!



File Security = Peace of Mind

Multi-user security in IntelliBid lets you set user passwords for controlling access to your valuable database. The Job Manager feature allows you to establish security at the user level on a per job basis. Control who can update pricing, delete jobs or freeze/unfreeze bids. You can relax with the peace of mind of knowing that your jobs and your database are secure with IntelliBid.



1-800-662-7687 the smart choice for today's professional estimator! www.conest.com

Temporary Assemblies

Create temporary job-specific assemblies on the fly! Some jobs require material assemblies that are specific to a particular installation type. With the Temporary Assemblies feature in IntelliBid, the estimator can create an assembly specific to any individual installation right in takeoff.

The user can then delete the assembly or add it to the permanent database for use with future bids. Quick, timesaving & efficient... **Temporary Assemblies!**

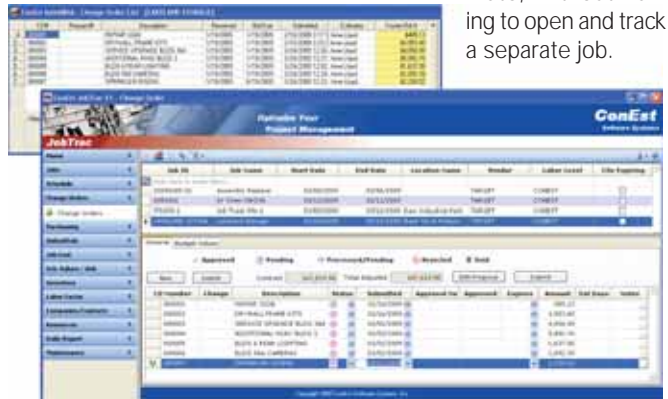


Change Orders

Generating change orders is easy in any level of IntelliBid, but with the **Change Order** feature you can create an estimate within the original estimate, without having to open and track a separate job.

Key Features

- IntelliBid Lite & Plus features
- Temporary Job-Specific Assemblies
- Change Order Feature
- Fully integrated with PowerSuite
- Link to NetPricer™ Service
- Link to EPIC™, TRA-SER® & Expert Estimator
- Network Administrator / Multi-User Support
- Job Security and Password Protection



Link the estimate & change order to ConEst's project management software, JobTrac, to track your project and changes to the original contract.

"...we have found ourselves bidding increasingly larger projects with greater confidence..."



IntelliBid™ Design Build

Complete electrical design at your fingertips

Design Build!

With the combined power of Lite, Plus, and Pro, IntelliBid Design Build comes loaded with features for contractors to estimate in the design build arena with confidence. From lighting calculations and electrical formulas to multi-user support, Design Build delivers software solutions that let your estimators tackle any size or type of electrical and structured cabling project with confidence and proven superior performance.

70% of firms surveyed believe that design-build projects are more profitable than "traditional" projects.

80% of all firms surveyed predicted an increase in the use of design-build over the next five years.

Source: Design-Build Institute of America, 2007 (www.dbia.org)

ConEst Software Systems is the first and only construction software solutions provider to address the design-bid-build arena. IntelliBid Design Build incorporates the same built-in **Smart System™** technology found in all other levels of IntelliBid, *plus* the ability to calculate lighting requirements and electrical formulas including load, motor, voltage drop, service and feeder calculations and more. Tackle your design build projects and electrical calculations with confidence using IntelliBid Design Build and ConEst Electrical Formulas.



Electrical Formulas & Lighting Design

Perform electrical calculations and lighting design while simultaneously updating your estimate. Calculate series segment voltage drops, NEC Article 220 Services and Feeders, fault current, load calculations, conduit, box and wireway fill and more! Current NEC tables in the software ensure that your calculations are precise. Use the Zonal Cavity Lighting feature in ConEst Electrical Formulas to calculate lighting levels and lamp types based on room size, ceiling height and wall color.

No need to calculate then estimate – with ConEst Electrical Formulas and IntelliBid Design Build estimating software, you complete the task in one easy step!

"I'll never need to open the code book again... I love it (ConEst Electrical Formulas)!"



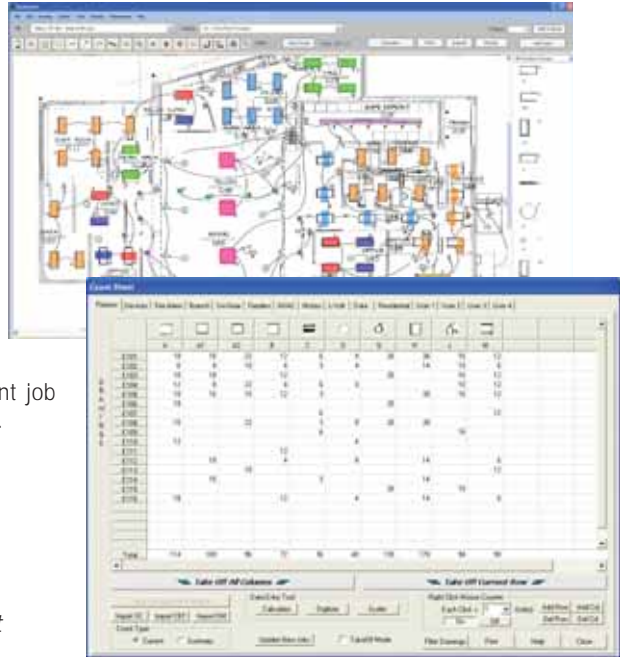
1-800-662-7687 the smart choice for today's professional estimator! www.conest.com

Digital Takeoff & Onscreen Estimating

Digital takeoff is here! SureCount Symbol Recognition Software (*sold separately*) gives estimators the ability to view electronic plans and perform takeoffs directly onscreen, significantly increasing takeoff speed and accuracy, virtually eliminating the time-consuming manual task of counting and measuring materials from hard copy plans.

SureCount organizes the material counts and measurements into separate data groups. An exclusive and seamless integration between IntelliBid and SureCount then pulls that data directly into IntelliBid's Count Sheets feature where the project's material requirements are ready for final takeoff including a complete bill of material.

Digital takeoff with SureCount combined with IntelliBid's Smart System Count Sheets feature offers estimators the latest technology tools for generating precise, cost-effective and labor-efficient job estimates with great speed and accuracy.



IntelliBid Design Build gives you complete onscreen electrical estimating and design power right at your fingertips!



Key Features

- Backbone of Lite, Plus & Pro
- Electrical Formulas
- Lighting Design
- Fully integrated with ConEst PowerSuite
- Link to SureCount™
- Link to NetPricer™ Service
- Link to EPIC™, TRA-SER® & Expert Estimator



Network Design and Cabling Solutions

Estimating with the speed of technology!

The data cabling and information transport systems industry has brought new challenges for contractors to keep up with rapidly changing technology. Meet those challenges with confidence when you estimate with IntelliBid using our comprehensive, industry-smart database for all your voice/data/video installations.

The installation accuracy of each cable, patch panel and backbone is critical, and that accuracy begins with designing and estimating the project, long before the installer lays the first cable.

Whether you're a design professional or contractor, ConEst can provide the estimating, design and project management solutions you need for all your low voltage, network infrastructure designs and installations.

For Contractors | Industry-Smart Estimating Tool

IntelliBid estimating software provides state-of-the-art tools for the contractor to effectively produce timely, consistent estimates. The IntelliBid database provides over 70,000 low voltage and structured cabling products including prebuilt assemblies for all the various subsystems in the network infrastructure. These assemblies provide complete groups of materials for common tasks, saving valuable time compiling the bill of material.

IntelliBid automatically adjusts the labor hours to suit each job condition making the contractor more competitive where possible or adding additional labor when needed. With IntelliBid, you can quickly and easily breakdown the project just as it is being constructed. This provides valuable information that can be used for submitting the proposal and also saves considerable project management time in purchasing materials and scheduling manpower.

For Design Professionals | Industry-Smart Network Design Tool

IntelliBid offers the ITS design professional the ability to produce more timely, cost-effective budgets using the same state-of-the-art tools offered to the contractor. The user can layout their initial network design into specific project tasks. Comprehensive bills of material can be generated for each task for both Inside and Outside network installations.

IntelliBid has the ability to create multiple variations to the design with ease and consistency. A detailed breakdown will help the ITS professional to isolate areas that are over budget and track changes from the initial design throughout the entire construction cycle.

Online Material Pricing

Online material pricing through NetPricer™ Service guarantees accurate, up-to-date pricing of all your low voltage and structured cabling projects. (Available only through NetPricer participating vendors)

Contractor Types

ITS designers for inside and outside plant applications, structured cabling, low-voltage and electrical contractors

Installation Types

Voice • Data • Copper • Fiber • Surveillance • Card Access • CCTV
Fire Alarm • Audio/Video • Nurse Call • Public Access • Building Automation



OPTICAL FIBER

3M

ACA

ALCATEL

ALCOA FUJIKURA

COPPER COAX CABLE

AMERICABLE

AMP

APW ENCLOSURE

AVAYA

CORNING

SIEMON

BELDEN

MOHAWK/CDT

FIBER INTERFACE UNITS

OPTICAL CABLE

ORTRONICS

PANDUIT

SHAXON

WORKSTATION OUTLETS

RACK TECHNOLOGIES

CORNING

SIEMON

SNAKE TRAY

SUPPORTS

SPOVAL

SUPERIOR MODULAR PRODUCTS

SUPERIOR/ESSEX

WIREMOLD/INTERLINK

GENERAL CABLE

SYSTEMAX

3M

PANDUIT

CIRCA

COMMSCOPE

CSI SUTTLE

FLEXTRAY

TWISTED PAIR CABLE

GENESIS

LAKES CASE & CABINET

HELLERMANN/TYTON

HOMACO

RACKS

HUBBELL

LEVITON

AVAYA

FLEXTRAY

MOHAWK/CDT

FIBER INTERFACE UNITS

OPTICAL CABLE

ORTRONICS

PANDUIT

SHAXON

WORKSTATION OUTLETS

RACK TECHNOLOGIES

CORNING

SIEMON

SNAKE TRAY

SUPPORTS

SPOVAL

SUPERIOR MODULAR PRODUCTS

SUPERIOR/ESSEX

WIREMOLD/INTERLINK

GENERAL CABLE

FLEX

SIECOR

ORTRO

CORNING

SPOVAL

SUPERIOR/ESSEX

RACEWAYS

BEJED

BELDEN

BELKIN

BITRONICS

COPPER BLOCKS & PANELS

BERK-TEK

BRAND REX

CARLON

CHATSWORTH

CORDAGE

PANDUIT

TOOLS

OPTICAL FIBER

3M

ACA

ALCATEL

ALCOA FUJIKURA

COPPER COAX CABLE

AMERICABLE

CHATSWORTH

BELDEN

CIRCA

COMMSCOPE

CSI SUTTLE

FLEXTRAY

TWISTED PAIR CABLE

GENESIS

LAKES CASE & CABINET

HELLERMANN/TYTON

HOMACO

MOLEX

AVAYA

RACEWAYS

BEJED

BELDEN

BELKIN

ORTRONICS

PANDUIT

ORTRONICS

choose **you**re estimating **advantage**

IntelliBid™ FEATURE LIST

Lite Plus Pro Design Build

INDUSTRY SMART DATABASE

125,000 item material database for electrical-data-low voltage-high voltage	•	•	•	•
50,000 prebuilt assemblies for electrical, data, low voltage & high voltage installations.....	•	•	•	•
Assemblies with installation degree of difficulty on individual items	•	•	•	•
Links to supplier pricing through NetPricer™ Service	•	•	•	•
Links to price updates through major pricing services	•	•	•	•
Multiple pricing levels - store specific pricing for each vendor	•	•	•	•
Modify database and assemblies with cut, copy and paste	•	•	•	•
6 job levels of difficulty plus unlimited installation degrees of difficulty.....	•	•	•	•
Multiple Pricing Levels – store specific pricing for each contractor	•	•	•	•

EASY TAKEOFF

Cut, copy and paste between job estimates	•	•	•	•
Easy item search in takeoff.....	•	•	•	•
Takeoff with 4 levels of phase breakdown.....	•	•	•	•
Takeoff, material, labor and quantity adjustment controls	•	•	•	•
Alerts for missing price and/or labor on items.....	•	•	•	•
Onscreen editing of takeoff	•	•	•	•
Unlimited phasing.....	•	•	•	•
Modify assemblies after takeoff	•	•	•	•
Job Cost Codes	•	•	•	•
Search functions	•	•	•	•
Drawing reference numbers	•	•	•	•
Onscreen reference numbers.....	•	•	•	•
Onscreen calculator function	•	•	•	•
Export bid data quickly and easily to major accounting programs, MS Office & More!	•	•	•	•
Seamless integration with ConEst PowerSuite™	•	•	•	•
Multiple Document Interface – Work on more than one bid at the same time!	•	•	•	•

SMART SYSTEM™ TECHNOLOGY

JobSpec for spec-driven takeoff	•	•	•	•
Automatic labor factoring.....	•	•	•	•
Material vendor best buy analysis	•	•	•	•
Quotation Analysis – <i>Estimate with Confidence</i>	•	•	•	•
Smart Substitution with built-in NEC tables	OPTIONAL	•	•	•
Advanced Breakout.....	OPTIONAL	•	•	•
Count Sheets	OPTIONAL	•	•	•
AssemblyVue.....	OPTIONAL	•	•	•
ItemVue	OPTIONAL	•	•	•
JobVue.....	OPTIONAL	•	•	•
Scaler PC Interface	OPTIONAL	•	•	•
Temporary Job-Specific Assemblies	OPTIONAL	OPTIONAL	•	•
Change Orders	OPTIONAL	OPTIONAL	•	•
Network Administrator	OPTIONAL	OPTIONAL	•	•
Electrical Formulas (available as a stand alone program).....	OPTIONAL	OPTIONAL	OPTIONAL	•
SureCount Link	OPTIONAL	OPTIONAL	OPTIONAL	•
SureCount Symbol Recognition Software (available as a stand alone program).....	OPTIONAL	OPTIONAL	OPTIONAL	•
ConEst PermitTrac	•	•	•	•

BEST CUSTOMER SERVICE IN THE INDUSTRY!

Free start-up training.....	•	•	•	•
Built-in video training	•	•	•	•
First year upgrades & toll-free support	•	•	•	•

o n e s o u r c e • o n e s o l u t i o n

PowerSuite™

The right tools for the job



You've read about IntelliBid™ and how the software is designed with Smart System™ Technology – everything you need for an estimating advantage, right? But wait! There's even more...



IntelliBid and the PowerSuite of fully integrated bid, project management and billing solutions provide contractors with dynamic, timesaving software tools designed to help them manage information effectively, efficiently and thoroughly.



BidTrac™

Optimize Your Bid Management

JobTrac™

Total Project Management

T&M Billing Manager™

Complete Time and Billing Management

Electrical Formulas™

Complete Design Build Solution

Permit Trac™

Instant Permit Fee Applications

*Built to work together
to build your
business*



From smart estimating tools that monitor material installation and labor costs to managing every aspect of the project from contract to finish, the PowerSuite family of products gives you the confidence that your jobs are labor efficient, productivity enhanced and profit generating projects, bid after winning bid!

Proven performance from ConEst software products is giving contractors around the world the estimating and project management advantage they need to compete in the bidding arena with confidence!



1-800-662-7687 the smart choice for today's professional estimator! www.conest.com



BidTrac™

Optimize your estimating

BidTrac provides all the management tools you need to increase efficiency and profits from your estimates.

BidTrac stores historical bid data to track your competitors' order of finish so you can predict your probability of success.

Integrated with IntelliBid and the PowerSuite line of products, BidTrac keeps your bid data centralized for increased productivity and bidding success!

Track Your Estimate

BidTrac centrally stores all of your bid data including requests for information (RFIs), proposals and telephone memos. You can also store job specification data for quick reference any time during the estimating process.



Predefined Contractor Pricing

Merge predefined pricing from IntelliBid into one standard template, eliminating the need to create separate proposals for each contractor or bid submittal.

Attach Electronic Files to Each Job

Scan letters and attach electronic files, i.e. JPEG files, Word documents, and Excel files, to each project for complete bid history, documentation and quick reference.

Contact Database

No more searching through pages of notes, scratch paper, business and Rolodex cards. BidTrac keeps address, phone and email information for all your contacts including GC's, architects, engineers, owners and subcontractors at your fingertips for instant faxing, phoning and emailing.

Broadcast Your Bids

BidTrac eliminates the tedious task of preparing bid documents for each bidding contractor. Broadcast your bid instantly to all bidding parties using the program's built-in email and fax utilities. A date stamp of each transmission keeps track of when each of bid was submitted!

Detailed Proposals

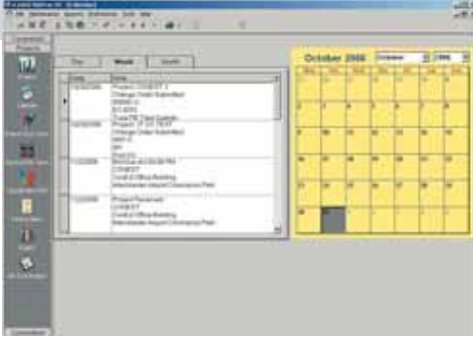
Use BidTrac's built-in, user definable templates for accurate, detailed, easy-to-read proposals, letters and memos. Import your company's logo for a customized, professional proposal that will be noticed on bid day!

When Is that Bid Due?!

Answer the question instantly without having to dig through sheets of job specifications or bid documents. BidTrac's built-in calendar keeps your bid schedule organized and lets you view bid due dates and events at a glance!

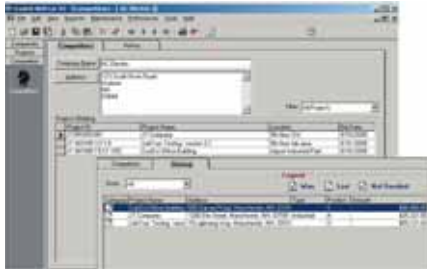
1-800-662-7687 the smart choice for today's professional estimator! **www.conest.com**

bid management



Forecast Your Success!

Tracking historical bid data is a critical element of the estimating process. Knowing your competitors' order of finish can actually enable you to forecast your opportunity ratio before you begin that next estimate. BidTrac stores historical bid data to give you that competitive edge and helps you predict your probability of success!



"...a great tool that keeps my bids organized. Thank you, ConEst, for knowing what contractors need..."

Efficiently Manage Your Bids

Track and Submit Your Estimates

Forecast Your Success

Increase Your Profits



**Complete
Bid Management**

Key Features

- Store contractor proposals
- Print custom proposals
- Broadcast fax and email bids
- Store predefined contractor prices
- Create budget or conceptual estimates
- Track order of finish
- Track historical bid data
- Forecast opportunity ratio
- Fully integrated with IntelliBid and PowerSuite



JobTrac™

Optimize your project management

Track Changes to Your Jobs With Complete Project Management

JobTrac gives you full control of your projects by tracking changes to the job's original contract. Track the status of change orders, alternates, submittals and all correspondence, daily logs and documentation related to each project.

On-time and on-budget completion of all your projects is ensured through JobTrac's contract change order management and communication control system. JobTrac keeps you in full control of your projects by tracking budgeted and completed labor, material, equipment and subcontracts, including all modifications to the original contract. Track change orders, alternates, submittals and all correspondence, daily logs and documentation related to each project. Manage project costs and requests for payment with detailed Requests for Quotes (RFQs), purchase orders, submittals, timecards and Applications for Payment.

Know whose court the ball is in at all times with ConEst's JobTrac.

Complete Project Management

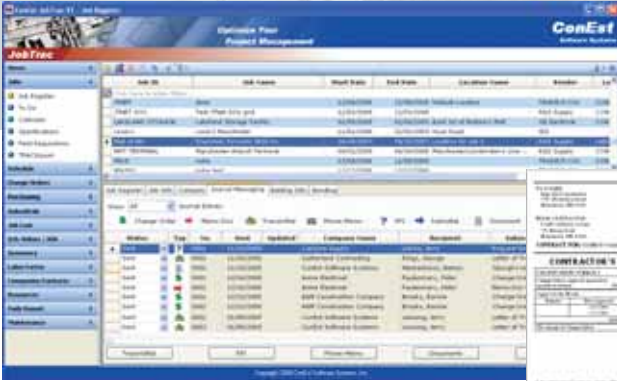
Full integration with IntelliBid and PowerSuite data tracking software allows for a seamless transfer of project information.

- Schedule & monitor labor and material progress of the full project by task
- Track change orders & contract related documentation, maintaining a record of all contract negotiations
 - Receive alerts for expiring change orders
 - View status of project events at a glance with built-in calendar
 - Generate RFQs for pricing from vendors
 - View status of perpetual (reserved & available) inventory materials by quantity & location
 - Create & track detailed purchase orders and field/inventory requisitions
 - Produce Daily Work Reports to monitor resources, disruptions, accidents, etc.
 - Manage your Applications for Payment with flexible Schedule of Values recalculation
- Track expenses incurred against the revenue produced with complete job costing
- Use historical job costing data by job type to create a true labor factoring adjustment % calculation based on your company's past performance
- Track & store all project related information required by the insurance company to process bonds including the bond amount, project start date, liquidated damages amount & project duration



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project management



Application for Payment

Based on AIA billing methods, create your Application for Payment using information stored in JobTrac as well as your project manager's visual assessment of the job's progress

- Full edit control of the amounts for material, labor, subcontracts, equipment and DJC by task
- Manage totals out of balance with the negotiated contract amount
- Maintain change order and alternate costing
- Track each task's current balance, stored amount, retainage and previous payments

Project Scheduler

- Schedule and track crews, equipment, material and subcontractors by job task
- Monitor milestones for each job and task
- Track the progress and job cost of each project and task
- Reschedule predecessors automatically
- Monitor slack to utilize lead/lag days more efficiently



Communication Management

Use the email and print utilities in the Journal Message Center repository to send RFIs, transmittals and memos.

- Email your change orders, addenda, alternates, submittals, memos and breakout add/deduct quotes instantly
- Send and store messages in PDF format

Total Project Management

"...our project managers have the information they need right at their fingertips... JobTrac's a great timesaver"



Key Features

- Fully integrated with IntelliBid
- Labor Factoring adjustment by Job Type
- Daily Work Reports
- Track change orders
- Alerts for expiring change orders
- Project Scheduler
- Daily work reports
- Purchase orders
- Inventory management

Inventory Management

- Complete inventory control
- Maintain total visibility of all perpetual inventories - warehouse & at all job sites

- Schedule of Values
- Application for Payment
- Store and track bonding information
- Built-in print and email utilities



T&M Manager™ Billing

Manage your assets, measure your success!

T&M Billing Manager is a powerful, easy-to-use billing management tool for scheduling work crews and equipment, generating detailed work orders and processing accurate invoices for all your jobs. Field technicians begin the billing process by filling out the work order to provide office personnel with a checklist of commonly used materials, each with a 5-digit code. Your billing clerk simply fills in the quantity of each item listed to generate accurate, detailed invoices instantly!

Track unbilled work orders and monitor not-to-exceed costs by establishing credit limits for each customer. With seamless integration to IntelliBid and the PowerSuite of software products, T&M Billing Manager completes the bidding and project management process for total cost management, improved cash flow and increased profits!

Accurate Pricing

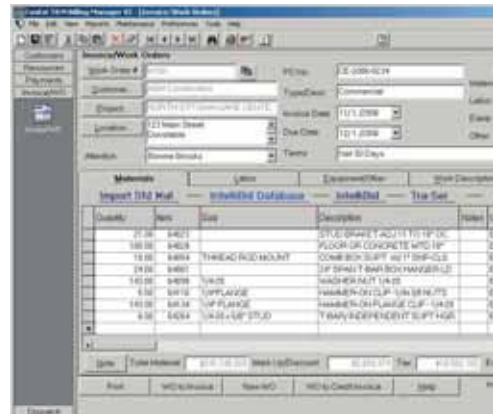
- Link with the IntelliBid, EPIC™ and TRA-SER® database for accurate pricing
- Convert your estimate in IntelliBid to work orders instantly

Work Orders

- Generate work orders quickly and easily with a list of frequently used materials
- Monitor Not-to-Exceed costs by establishing credit limits for each customer
- Track unbilled work orders

Easy Data Entry

- Intuitive user interface and 5-digit material codes for easy-to-use data entry
- Detailed customer & job identification with expanded data field lengths
- Easy look-up by customer or job ID and invoice or work number



Complete Invoicing

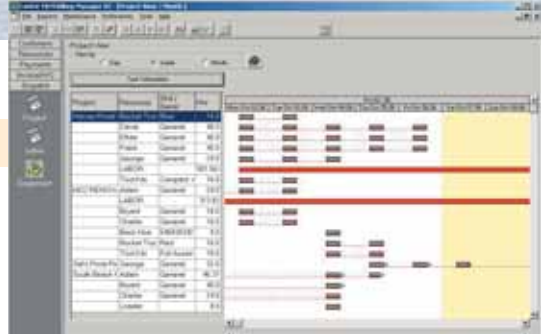
- Convert your work orders quickly and easily to invoices
- Automatic posting and tracking of invoice totals
- Itemized material and labor listings
- Invoices provide detailed information or material and labor totals-only scheduling
- Generate detailed invoices right from your work orders
- Track your customers by project
- Track payments
- Archive and retrieve invoices

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time and material billing

Dispatch Manager

- Schedule your crews, equipment and subcontractors
- Colors on the task bar let you easily identify the priority level of each job
- Reschedule or re-route crews & equipment using T&M Billing's built-in Gantt chart
- Automatically displays work orders created in T&M Billing Manager
 - Track the progress of each job
 - Prevent over allocations of labor, equipment materials and subcontractors
 - Print out schedules for distribution to your crews



Key Features

- Generate detailed work orders
- Track unbilled work orders
- Monitor not-to-exceed costs
- Create accurate invoices
- Dispatch Manager
- Track payments
- Archive and retrieve invoices
- Fully integrated with IntelliBid and PowerSuite

"...at last, a user friendly billing program... being able to import our bid information (from IntelliBid) is great... work orders and invoices are a snap..."



**Complete
Time and Billing
Management**

Two great time-saving tools



Electrical Formulas™

Calculate electrical formulas and lighting designs while updating your estimate simultaneously with ConEst Electrical Formulas

Calculate series segment voltage drops, NEC Article 220 Services and Feeders, fault current, load calculations, motor calculations, conduit fill, box fill and wireway fill. Current NEC tables in the software ensure that your calculations are precise! Use the Zonal Cavity Lighting function to combine the task of lighting design with the takeoff process. Calculate lighting requirements based on room dimensions and floor and ceiling colors with the built-in Zonal Cavity Lighting feature while completing the estimate simultaneously. No need to calculate, then estimate - with ConEst Electrical Formulas you complete the task in one easy step - the answer for all your design build projects.



Electrical calculations are fast, easy & accurate with ConEst Electrical Formulas!

(ConEst Electrical Formulas is included with IntelliBid Design Build... requires the Count Sheets feature to link with IntelliBid Lite)



PermitTrac™

PermitTrac stores an entire permit schedule for any city or state. Enter contact information for the city's municipal offices, the town inspector and the local utility company using the program's built-in user definable templates.

The next time you have a job in that location, simply launch the city or state's template and plug in the quantities—PermitTrac software calculates the fee automatically!

- Link Permit Trac to any level of IntelliBid and transfer the calculated permit fee directly into your estimate.
- Print copies of your permit fee applications for mailing, filing or attaching to your bids.



Permit applications are easy with Permit Trac!

Our Promise To You

ConEst Software Systems is committed to exploring and integrating new technology with software products that are powerful, intuitive and easy to use. This commitment provides our customers and contractors worldwide with the estimating and business management tools they need to compete in the bidding arena with confidence and success.

We are dedicated to continuing our commitment of prompt, professional service for our customers worldwide and to ensuring that the products they use to build their business are designed to exceed their expectations. Customers rely on ConEst to provide software solutions that streamline their estimating and project management for increased productivity and profits on every job!

Multiple decades spent in the electrical industry have taught us valuable lessons about running a contracting business. Perhaps one of the most fundamental of those lessons is this - to achieve maximum efficiency and profits, you need the right tools, both in the field and in the office.

While the term 'tools' conjures up images of power drills, pullers and bucket trucks, software has become one of the most important office tools that contractors can have today to successfully run their business. As professional estimators, we have learned that the right software tools can make the difference between an estimate that just wins the job and an estimate that wins the job and increases bottom-line profits and productivity.

Since 1989, ConEst has delivered smart and robust electrical estimating and management software tools that help our customers save time and work smarter while increasing profits and productivity, in the office as well as in the field. The design and power of our products rests on a strong foundation of experience in the electrical industry. Our staff of former electrical estimators and contractors apply their knowledge and experience to develop time-saving features that automate the bidding and project management process while providing the accuracy and simplicity you expect from today's software technology.

ConEst Software Systems offers smart choices for growing businesses. Together with our customers, we're Helping the Electrical and Data Industries TAKE OFF!

With our compliments!

Here are a couple of useful labor factoring charts for your estimators to help them calculate accurate labor requirements. The calculations found in these charts are performed automatically with IntelliBid's Automatic Labor Factoring feature!

FACTORING LABOR UNITS

Labor Unit Make-up

1. Actual Installation	69%
2. Non-Productive	2.5%
3. Study Plans	2.5%
4. Material Procurement	2.5%
5. Receiving & Storage	2.0%
6. Mobilization	5.0%
7. Layout	6.0%
8. Clean-up	2.0%
9. Punch List	5.0%
10. Coffee Breaks	3.5%

Factor for Building Height

Add 1% to 2% per floor

Breakers in the Same Distribution Equipment

	DEDUCT	MULT
3 > 5	10%	.90
6 > 10	20%	.80
over 10	25%	.75

Fixtures in Same Concentrated Area

	DEDUCT	MULT
25 > 50	15%	.85
51 > 75	20%	.80
76 > 100	25%	.75
over 100	30%	.70

Bus Duct in One Area

	DEDUCT	MULT
100' > 200'	10%	.90
201' > 300'	15%	.85
301' > 500'	20%	.80
over 500'	25%	.75

Parallel Conduit Runs

	DEDUCT	MULT
2-cond	10%	.90
3-cond	15%	.85
4-cond	20%	.80
5-cond	25%	.75
over 5-cond	30%	.70

Conductors in a Raceway

	DEDUCT	MULT
2 > 3	20%	.80
4 > 5	35%	.65
6 > 7	45%	.55
over 7	50%	.50

Deduct from above Labor

	DEDUCT	MULT
over 100 g	10%	.90
over 200 g	15%	.85
over 300 g	20%	.80

Devices, Boxes & Equipment in Same Concentrated Area

	DEDUCT	MULT
10 > 25	20%	.80
26 > 50	25%	.75
51 > 100	30%	.70
over 100	35%	.65

Fixtures, Conduit & Equipment Elevations

	ADD	MULT
10' > 15'	5%	1.05
15' > 20'	10%	1.10
21' > 25'	20%	1.20
26' > 30'	25%	1.25
31' > 35'	30%	1.30
36' > 40'	40%	1.40
over 40'	50%	1.50

The right tools for the job



DECIMAL EQUIVALENTS OF MINUTES

MINUTES	100THS	1000THS
0	.00	.000
1	.02	.017
2	.03	.033
3	.05	.050
4	.07	.067
5	.08	.083
6	.10	.100
7	.12	.117
8	.13	.133
9	.15	.150
10	.17	.167
11	.18	.183
12	.20	.200
13	.22	.217
14	.23	.233
15	.25	.250
16	.27	.267
17	.28	.283
18	.30	.300
19	.32	.317
20	.33	.333
21	.35	.350
22	.37	.367
23	.38	.383
24	.40	.400
25	.42	.417
26	.43	.433
27	.45	.450
28	.47	.467
29	.48	.483

MINUTES	100THS	1000THS
30	.50	.500
31	.52	.517
32	.53	.533
33	.55	.550
34	.57	.567
35	.58	.583
36	.60	.600
37	.62	.617
38	.63	.633
39	.65	.650
40	.67	.667
41	.68	.683
42	.70	.700
43	.72	.717
44	.73	.733
45	.75	.750
46	.77	.767
47	.78	.783
48	.80	.800
49	.82	.817
50	.83	.833
51	.85	.850
52	.87	.867
53	.88	.883
54	.90	.900
55	.92	.917
56	.93	.933
57	.95	.950
58	.97	.967
59	.98	.983



The Best Service Plan Available



The ConEst Value Added Service Plan is designed to encompass all the services, support, training and quality products that our customers have come to expect from ConEst Software Systems. The Plan ensures that you continue receiving all that ConEst offers by providing the latest product upgrades and prompt, professional support.

The Value Added Service Plan includes

- The latest product upgrades
- Fast, courteous toll-free support
- Live! Online support
- Free email support
- Free support by fax
- Free online training

On the rare occasion that you might have to leave a message for our support staff, your call is returned within 45 minutes, guaranteed!

Available Services

- Database consulting and onsite, custom design
- Custom report design

"Your people are outstanding! I don't believe anyone else in the business can, or will, match the level of support and sincere effort to help their customers that ConEst folks have demonstrated to us..."

" Mike Melton, Union City GA

INDUSTRY PARTNERS



one
source
one **solution**

ConEst Software Systems

Helping the Electrical & Data Industries TAKE OFF!

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Manchester NH 03103

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