



InterAcct
SOFTWARE PTY LTD

InterAcct Quick Estimate & Quote


Highlights :

- ✓ InterAcct is integrated Job Costing, Estimating, Quoting and Accounting system.
- ✓ The “Quick” Estimating & Quoting system is a no charge software option to create an initial cost estimate and customer quote with the minimum of time & effort.
- ✓ You can then choose whether to prepare a more detailed Cost Estimate and Quotation.
- ✓ The “Quick” option is ideal in the Pre-Sales situation where you only want to give a price indication to a Prospect (without wasting a lot of time doing a detailed quote).

InterAcct Demo - [QUICK ESTIMATE TYPES - display]

File Record Edit View Go Advanced Menu Graph Design Help

Est Type **CARPORT.2**
Estimate Description **Double Carport**

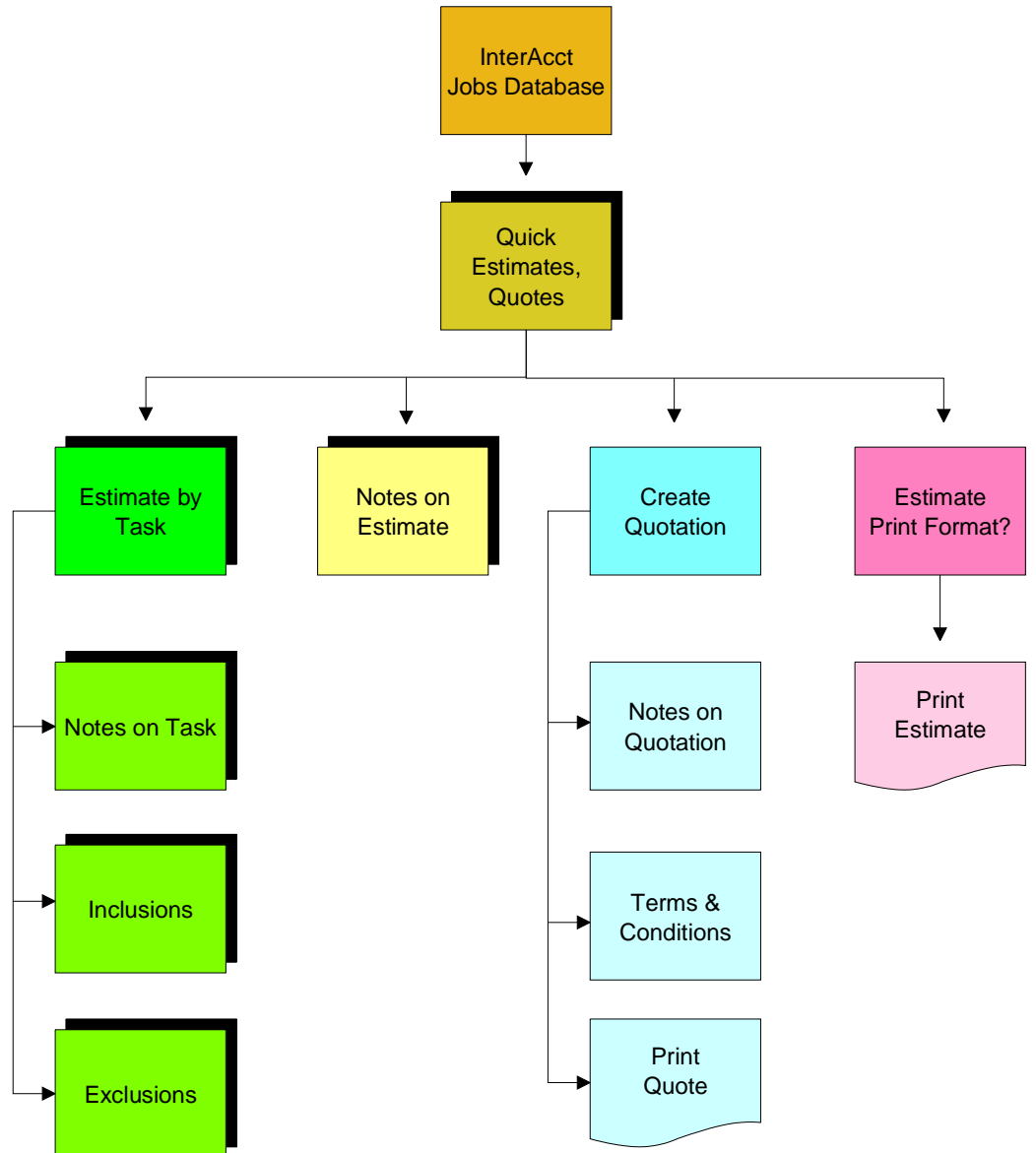
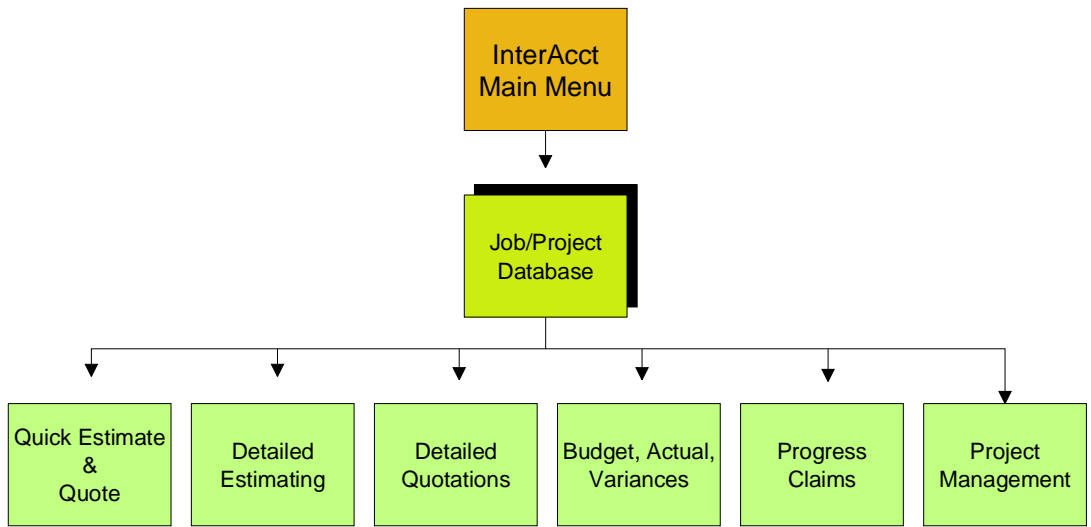


Menu
1. Input : Job Tasks
2. Estimate Type Description
3. View : Standard Phases

TASKS BY ESTIMATE TYPE list

File Record Edit View Go Advanced Graph Design Help

	*Description	Per	Quantities	Lab Hrs	Subbies \$	Materials \$	Sundries \$	Machines \$	Tot Cost \$	Tot Sell \$	Comments
1	Preliminaries	EACH	1	5.00	0.00	0.00	100.00	0.00	302.50	572.50	Plans, Fees, Council Atte
2	Demolition Work	M2	1	0.50	25.00	0.00	1.00	0.00	47.85	78.05	
3	Excavation	M2	1	0.10	50.00	0.00	0.00	0.00	58.85	73.85	Water Run-Off, Soft Soil,
4	Concreting	M3	1	1.00	0.00	122.00	1.00	25.00	201.30	317.50	
5	Structural Steel	M2	1	0.50	0.00	50.00	1.00	0.00	75.35	125.55	
6	Metalwork	M2	1	1.00	0.00	0.00	1.00	0.00	39.60	89.80	
7	Doors & Hardware	EACH	1	0.50	0.00	95.00	2.00	0.00	125.95	198.85	
8	Painting	M2	1	0.20	0.00	13.00	1.00	0.00	23.10	39.80	
9	Landscaping	M2	1	0.00	59.00	15.00	1.00	0.00	82.50	102.00	
10	Electrical	EACH	1	0.00	0.00	0.00	350.00	0.00	385.00	455.00	
11	Detailing, Contingen	EACH	1	0.00	0.00	0.00	200.00	0.00	220.00	260.00	
									1,562.00	2,312.90	



Software Features :

- ✓ InterAcct has a comprehensive Job Estimating system suitable for large Projects. It allows you to estimate to the lowest Cost Item level, and can later be used to create a detailed Customer Quotation, and upon winning the job, can be copied across as the new job's Budget.
- ✓ Detailed estimating can also be used to show net & gross materials requirements, and link to automatically create purchase orders for what is required. The release of materials required to be purchased (or made) can be on a controlled basis (rather than just in total).
- ✓ However, the "Quick" Estimating & Quotation system is not interested in the "detail" of individual cost items (materials, labour by classes, sundry cost items, etc.). Instead, it shows the costs of doing a job in summary. The focus is on speed of entry to provide what might be described as a "Pro Forma" quotation to a Prospect.
- ✓ The "Ready-Reckoner" method of quoting a job has been successfully used by trades people for hundreds of years. A certain "Type" of job is broken down into defined "Tasks".
- ✓ Through experience, a tradesperson would know the normal labour hours for a task, the approximate cost of materials, sundries, plant hire, and any Sub Contractors required.
- ✓ By applying the required markups, and nominating a "degree of difficulty" expected, InterAcct can estimate the likely cost of each task by a novice simply entering the "quantity" required for each task.
- ✓ A task may be measured in square metres, cubic, linear, per contract, or any other unit of measure.
- ✓ Several quantities can be entered at once, such as 2/3.5, 5/7, 12/7.5 being $(2 \times 3.5) + (5 \times 7) + (12 \times 7.5)$ to give a total of 132.0
- ✓ Attached to each Type of Job, and Task within that Type can be free format comments that can be used when printing the quotation to the Prospect. In addition, you can also attach to each Task lists of items Included, and Excluded for the quote.
- ✓ It would also be possible to attach a photo image to the 'printed' quote (possibly to be emailed).
- ✓ When preparing the printed quotation, you can decide on a summarised or detailed format. Additional comments can be printed, along with your standard Terms & Conditions.
- ✓ InterAcct will automatically update your Quotation Register to show the probability of closing the deal, and the date, plus the required by date (for Planning purposes).
- ✓ InterAcct's relational database design allows flexibility of software design – add/remove fields, files, menus to suit.

Quick Estimate – Cost Line Item

The screenshot displays the 'InterAcct Demo' software interface for estimating tasks. The main window shows details for a task named 'CARPORT.2' with a description of 'Concreting'. The quantity is set to 14.5 M3. The system has calculated various costs, including labor, materials, and overhead, and has applied a markup to determine the selling price. A menu is visible on the right side of the main window, listing options for task description, inclusions, exclusions, and notes.

Type	CARPORT.2	*Description	Concreting
Task	04.CONCR	Per	M3
		Diff %	1.00
Quantities	14.5		
		Size/Qty#	14.5000
		Cost \$ per	201.45

Lab Hrs #	14.500	Lab Sell \$	1,234
Lab Cost \$	508	Subbies \$	0
Subbies \$	0	Materials \$	2,654
Materials \$	1,769	Sundries \$	18
Sundries \$	15	Machines \$	436
Machines \$	363	Overhead \$	266
Overhead \$	266	Tot Sell \$	4,608
Tot Cost \$	2,921	GST \$	461
G/Profit \$	1,687	Inv For \$	5,069
Margin %	36.61 %		

Menu	
1.	Task Description
2.	Standard Inclusions
3.	Standard Exclusions
4.	Estimate Notes

Comments

PHASE INCLUSIONS list , Build A Standard Double Garage, CONSTRUCT, 3/556 Andrews, EST-01, ...

Inclusion	Description
IC	

This estimate line item automatically copies across from the Quick Estimate "Kit".

All that is required is to input the Quantities field (in this example = 14.5 M3).

From that input, the system calculates the Costs per Cost Group, applies, the Markup – to calculate the Selling Price.

At the lower menu you can record standard Inclusions & Exclusions, plus further notes on this aspect of the cost estimate.

Quick Estimate – Quotation

InterAcct Demo - [QUICK QUOTATION DETAILS - display , Build A Standard Double Garage, CONSTRUCT

File Record Edit View Go Advanced Menu Graph Design Help

Quoted	Tue 1-Jun-2010	<input type="button" value="Q"/>
Exp Close	Sat 5-Jun-2010	<input type="button" value="Q"/>
Reqd by	Tue 15-Jun-2010	<input type="button" value="Q"/>

Product
 Contact Dear ?

Trevor Jones		
General Manager		
Corporate Enterprises Pty Ltd		
3/556 Andrews Road		
Cnr Wetherill Street		
MOSMAN	NSW	2088

Quote, excl \$	19,857
GST Content \$	1,986
Quote Value \$	21,843
Probability %	50
Exp Sales \$	9,929
Format ?	<input type="button" value="D"/> <input type="button" value="Q"/> Detailed by Task
Quote by	Chris Gentials
Title	Technical Support

Menu		
1.	Quotation Text	
2.	View : Standard Description	
3.	View : Quoted Tasks	
4.	View : Terms & Conditions	
5.	Print Quotation	

Client Ref

Job Heading 1

Job Heading 2

Close Strategy

OPENING QUOTE TEXT (F9=Save Esc=Exit F6=Print F4=insert date/time)

This is a free format notes area on this Quick Estimate.

You can also "Cut & Paste" notes (text) into here from outside the InterAcct system.

This is the set up screen – prior to printing the Quick Estimate Quotation.

There are two options to consider in terms of the Quote Print Format. One “Detailed” which shows each of the Cost Items, and the other a “Summary” format.

You can add standard descriptions plus Terms & Conditions.



Automation Systems and Control Pty Ltd
PO Box 786
Manly NSW 1655
PH : (02) 9975 4653 FAX : (02) 9975 7269

Page : 1
Date : 14/08/2008
Ref : 100010
Your Ref : 5665

Mr Grant Johnson
Managing Director
Modcol Pty Ltd
1/80 Box Road
TAREN POINT NSW 2229

Dear Grant,

Re: Garage for Modcol - Double, Extra Length & Width
Double Carport

I enjoyed meeting up with you this week to discuss your plans for the new double carport.

This is our initial cost estimate for the job. If you wish us to proceed to the next step, we would need to do more detailed measurements and cost estimating.

This is the standard description and specifications for the product being estimated and quoted in this "Quick" quote.

Any number of lines can be added here :

- * Includes colour bond steel - finished in a colour to suit.
- * Flooring of Grade A100 concrete - to a standard depth of 150mm
- * Includes normal landscaping

PAYMENT TERMS

An initial deposit upon completion of the contract is required of 20%.

The first progress claim of a further 20% is payable after work commences on site.

At the point when the concrete floor is laid, and the walls/roof have been erected, a further 40% is required.

The final balance of 20% is payable once the final acceptance has been signed, and/or the garage become used by the customer.

WARRANTIES

All materials are covered by the original manufacturer's warranty for a period of ten years to be free from rust and corrosion.

Normal Builder's Insurance is taken to cover the quality of workmanship.



Automation Systems and Control Pty Ltd
PO Box 786
Manly NSW 1655
PH : (02) 9975 4653 FAX : (02) 9975 7269

Page : 2

INSURANCE

Workers compensation insurance is taken for all employees and sub contractors whilst working on the site.

The customer should take their own third party insurance.

Quotation	\$	32,930
GST	\$	3,293
Quote Total	\$	36,223

Regards,

Rex Harrison
Foreman



Automation Systems and Control Pty Ltd
 PO Box 786
 Manly NSW 1655
 PH : (02) 9975 4653 FAX : (02) 9975 7269

Job Tasks:	Per:	Page Quote \$: 3 GST \$	Total \$
Preliminaries	EACH	631	63	694
This is the standard description for this phase of work.				
Any number of comment lines can be added, per Phase.				
Inclusions:				
<i>Council Fees</i>		<i>submitting plans, attending council on your behalf</i>		
<i>Initial Floor Plans and Sketches</i>		<i>Includes a streetscape showing levels.</i>		
Exclusions:				
<i>Council Objections</i>		<i>If your request fall outside Council guidelines</i>		
Demolition Work	M2	2,578	258	2,836
Remove existing structure, and remove material from site.				
Requires site drainage plan to indicate existing underground services.				
Exclusions:				
<i>Requires Electrician to Disconnect Power</i>				
<i>Requires Plumber to Disconnect Water</i>				
Excavation	M2	2,030	203	2,233
To remove top soil in preparation for formwork and footings.				
Inclusions:				
<i>Top Soil Stock Piled</i>		<i>Suitable for garden top dressing</i>		
<i>Tree Roots, Loose Stones</i>		<i>Approx 150mm of depth removed</i>		
Exclusions:				
<i>Large Stones Extra</i>		<i>If requiring jack hammer to remove</i>		
<i>Removal of Debris</i>		<i>Excavated soil & material left on site</i>		
Concreting	M3	8,734	873	9,607
Inclusions:				
<i>Grade 200 Concrete Used</i>		<i>Average depth of 220mm</i>		
<i>Reinforcing Steel, 100mm Mesh</i>		<i>Steel rods at 1200mm centres</i>		
Structural Steel	M2	6,215	622	6,837
Metalwork	M2	4,447	445	4,892
Doors & Hardware	EACH	439	44	483
Painting	M2	1,973	197	2,170
Landscaping	M2	2,808	281	3,089
Electrical	EACH	2,503	250	2,753
Detailing, Contingency	EACH	572	57	629
Total \$		32,930	3,293	36,223



Automation Systems and Control Pty Ltd
 PO Box 786
 Manly NSW 1655
 PH : (02) 9975 4653 FAX : (02) 9975 7269

Job: 100010		Client: Modcol Pty Ltd, Grant Johnson			Ph: 9987 6655		Mob:		Site: 0413 445 666		
Address: Unit 7, 565 Military Road MOSMAN NSW 2088						Description: Includes Auto Door, with Workshop Space					
Project: Garage for Modcol - Double, Extra Length & Width						Date 14/08/2008 Initial Cost Estimate Double Carport					
Est By: REX.H											
Tasks	Per:	Diff%	Qty:	Hrs#	Labour \$	Subbies \$	Materials \$	Sundries \$	Machines \$	O/H \$	Total \$
Preliminaries	EACH	1.10	1	5.50	469	0	0	132	0	30	631
Demolition Work	M2	1.10	30	16.50	1,404	990	0	40	0	144	2,578
Excavation	M2	1.10	25	2.75	233	1,650	0	0	0	147	2,030
Concreting	M3	1.10	25	27.50	2,339	0	5,033	34	825	503	8,734
Structural Steel	M2	1.10	45	24.75	2,103	0	3,713	60	0	339	6,215
Metalwork	M2	1.10	45	49.50	4,209	0	0	60	0	178	4,447
Doors & Hardware	EACH	1.10	2	1.10	95	0	314	5	0	25	439
Painting	M2	1.10	45	9.90	843	0	966	60	0	104	1,973
Landscaping	M2	1.10	25	0.00	0	1,948	620	34	0	206	2,808
Electrical	EACH	1.10	5	0.00	0	0	0	2,310	0	193	2,503
Detailing, Contingency	EACH	1.10	2	0.00	0	0	0	528	0	44	572
Totals				137.50	11,695	4,588	10,646	3,263	825	1,913	32,930
										+GST	3,293
										Quote \$	36,223



Automation Systems and Control Pty Ltd
 PO Box 786
 Manly NSW 1655
 PH : (02) 9975 4653 FAX : (02) 9975 7269

Job: 100010		Client: Modcol Pty Ltd, Grant Johnson			Ph: 9987 6655		Mob:		Site: 0413 445 666			
Address: Unit 7, 565 Military Road MOSMAN NSW 2088						Description: Includes Auto Door, with Workshop Space						
Project: Garage for Modcol - Double, Extra Length & Width						Date 14/08/2008 Initial Cost Estimate Double Carport						
Est By: REX.H												
Tasks	Per:	Diff%	Qty:	Hrs#	Labour \$	Subbies \$	Materials \$	Sundries \$	Machines \$	O/H \$	Total \$	
Preliminaries	Cost	EACH	1.10	1	5.50	193	0	0	110	0	30	333
	Revenue				469	0	0	0	0	0	631	
Demolition Work	Cost	M2	1.10	30	16.50	578	825	0	33	0	144	1,580
	Revenue				1,404	990	0	144	0	0	2,578	
Excavation	Cost	M2	1.10	25	2.75	96	1,375	0	0	0	147	1,618
	Revenue				233	1,650	0	147	0	0	2,030	
Concreting	Cost	M3	1.10	25	27.50	963	0	3,355	28	688	5,033	5,537
	Revenue				2,339	0	5,033	503	825	0	8,734	
Structural Steel	Cost	M2	1.10	45	24.75	866	0	2,475	50	0	339	3,730
	Revenue				2,103	0	3,713	339	0	0	6,215	
Metalwork	Cost	M2	1.10	45	49.50	1,733	0	0	50	0	178	1,961
	Revenue				4,209	0	0	178	0	0	4,447	
Doors & Hardware	Cost	EACH	1.10	2	1.10	39	0	209	4	0	25	277
	Revenue				95	0	314	25	0	0	439	
Painting	Cost	M2	1.10	45	9.90	347	0	644	50	0	104	1,145
	Revenue				843	0	966	104	0	0	1,973	
Landscaping	Cost	M2	1.10	25	0.00	0	1,623	413	28	0	206	2,270
	Revenue				0	1,948	620	206	0	0	2,808	
Electrical	Cost	EACH	1.10	5	0.00	0	0	0	1,925	0	193	2,118
	Revenue				0	0	0	193	0	0	2,503	
Detailing, Contingency	Cost	EACH	1.10	2	0.00	0	0	0	440	0	44	484
	Revenue				0	0	0	44	0	0	572	
Totals	Cost				137.50	4,815	3,823	7,096	2,718	688	1,913	21,053
	Revenue					11,695	4,588	10,646	3,263	825	1,913	32,930
	Profit					6,880	765	3,550	545	137	0	11,877
	Margin %					58.83	16.67	33.35	16.70	16.61	0.00	36.07