

# BENEFITS of CONCERTO.

## WITH CONCERTO YOU GET ...

A success system that supports coordination between sales and operations

Better management review: know what's in the estimate, and what's NOT

Superior sales to operations turnover documentation

Success can be 'cloned'

Predictable, repeatable estimates based on your own database and standard factors

The ability to re-use work done in previous projects

Estimate data is entered into CONCERTO in a similar manner that projects are designed and installed.

Reduced estimating errors

Spend more productive time with the customer.

Regularly updated databases

Electronic product data sheets are available

Job planning made easier

Standard application pricing

## WHICH MEANS TO YOU ...

Information flows freely and accurately from sales (the estimate) to operations (designers, project managers, installers, technicians). Confusion and re-work is minimized.

Because the reports and breakouts are very clear, there is no guesswork about what has been estimated and margin decisions can be made with much more confidence than when the estimate is 'questionable'.

Often, the design and installation team has to re-interpret the documents because the information received is difficult to decipher. That is expensive because it takes extra time, but also because their interpretation may be more costly than the estimator's. CONCERTO's detail and summary reports provide a credible shortcut to get the job done right and 'as sold' the first time.

Experience gained by the company and senior employees can be 'canned' in the database and administrative factors, and junior personnel can be brought up to speed quicker and with fewer expensive learning-curve errors.

While the estimator can still make important adjustments and assumptions, they are fully documented and based on the standards built in by the CONCERTO program administrator. Excessive optimism and pessimism are refined to realism.

As a library of projects is built, subsequent estimates can be done with a high degree of accuracy, with less bid risk, in less time.

This means that estimate reports are immediately useful for detailed estimate review by management, and for many design and submittal tasks. Tasks already performed by an estimator do not have to be repeated.

Because all aspects of a CONCERTO estimate are clearly documented, errors can be avoided, or caught early by the clear screens and reports. Avoidable errors can cause significant profit erosion.

Salesmen/ estimators often spend 45-55% of their time in estimating activities, but only 8-15% in front of a customer where they can influence decisions. With creative use of CONCERTO a user can easily double the amount of "belly-to-belly" time with beneficial results.

New equipment can usually be added via electronic database downloads sooner than through paper based methods. Pricing, labor and other factors can be kept current more effectively.

Sales and technical data sheets can be printed directly from CONCERTO to prepare sales presentations or submittals. Data can be more current than paper versions because of the reduced file data refresh cycle.

Even good estimates can result in poor profitability if operations people don't create and use a solid execution plan. CONCERTO provides a labor detail report that presents the estimated labor in a planning-friendly format without extra work, thereby defusing the "I'm too busy to plan" argument.

Because complete systems (even complete estimates) can be copied and edited quickly, standard applications can be used to produce accurate and detailed estimates quickly.

## With CONCERTO you get ...

Standard assemblies can be created that represent complete systems or subassemblies.

Standard look and feel

Rapidly modify estimates

Standalone program can run on a notebook computer

Custom job factors

Valve Sizing utility

Product search features

## Which means to you ...

Estimates can be assembled with less risk because the kits can be assembled with input from experienced people. Kits can also provide estimates faster, and with the correct preselected products.

Consistency of estimates and estimating methodology between various estimators promotes cross training and gaining of experience.

When estimates need to be modified, often in the last minutes before a bid closes, math errors are often made. With CONCERTO, all changes are quick and clear. Product changes and margin changes are easily accomplished.

CONCERTO can operate on a desktop or notebook computer. Estimates and databases reside on the user's computer, but can be copied across networks.

CONCERTO allows users to make global changes based on building type, building height, and other factors that affect worker productivity.

CONCERTO allows a user to size control valves based on flow and other parameters, and to filter the database to show only the matches found.

With 'Target Search' a user can drill down into the (large) database and find products by type. The database is filtered in accordance with user selected criteria, and can be sorted quickly.