Estimating with spreadsheets. Break the habit.

It's time to move on… it's easy to postpone the inevitable….but you can't ignore the reasons for leaving spreadsheets behind anymore. They're error-prone. There's too much potential for costly mistakes. There's way too much onus on you to remember, update, check, concentrate…

Research has shown that 94% of spreadsheets are wrong. On average, every spreadsheet will contain 1 error for every 20 cells that contains data. That's because a number gets transposed, a copy and paste goes wrong, a link gets broken, the wrong formula is used. And then you rename the same incorrect document and use it for the next job and the mistakes are just duplicated…
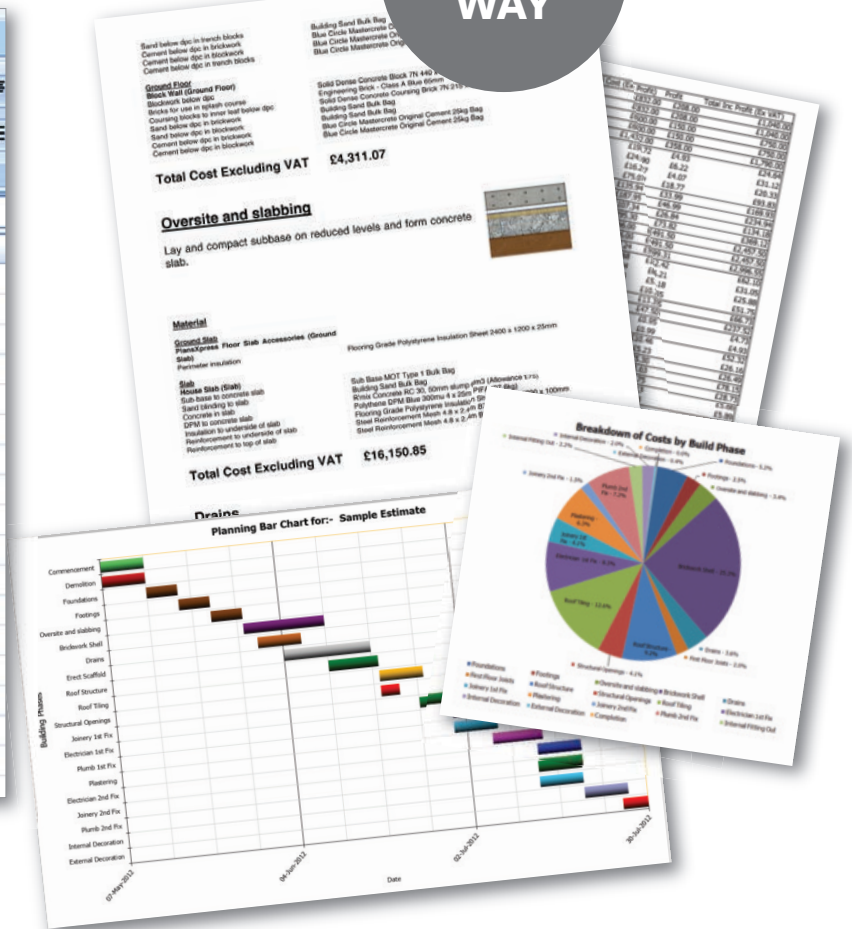
Shall we go on? Take a look at the reverse of this sheet and discover that for every fault in a spreadsheet, there's a positive reason for moving over to a construction-specific software program for both taking off and estimating. It'll help you win more work, make more money and save you more time.

You can do it!

THE WRONG WAY

THE RIGHT WAY

Constructive thinking from **HBXL BUILDING SOFTWARE**

Why estimating software is the way forward.

	Spreadsheet	Software
Simplicity	Certainly simple if all you're essentially doing is adding and subtracting but with simplicity comes reduced capabilities. And more complex building projects could push a spreadsheet to its limit. And the onus is on you to remember every last detail. The spreadsheet won't alert you, remind you, or automatically allow for things. If you don't think of it, it won't be in there.	Ask the building firms using EstimatorXpress software day-in day-out and they'll tell you that you'll be flying through your estimating in a matter of days. You'll soon enjoy the software calling the shots – with you simply doing what you're told. In fact 94% of our customers would recommend the software!
Time spent	To win more jobs you need to produce more estimates – not easy with this slow manual method. It takes ages building an estimate from scratch - and then there's all the material price sourcing as well - which could you force you to cut corners. Not forgetting the subsequent paperwork needed for material schedules, forecasts etc.	Create an estimate in a few quick steps AND you can copy existing estimates and amend basic dimensions to quote similar work in even less time. It'll even give you forecasts, material schedules and more automatically. EstimatorXpress is actually saving builders over 260 hours each year on estimating - cutting your estimating time by 39% every year.
Accuracy	Lurking inside just about every spreadsheet is an error that has eluded the creator. Formulae in spreadsheets are created manually. Human error is practically unavoidable and just one incorrect input can ripple across a spreadsheet and translate into a much bigger problem.	You can't beat 100s of in-built calculators thoroughly tested by us AND by 1000s of builders day-in-day out. You simply input dimensions and answer yes/no questions into onscreen drawings and the estimating calculators cost and itemise the job for you, from the nails and tape to the plaster and paint. 100% accuracy is automatic.
Customisation	Ok so you can tweak the spreadsheet to accommodate your own rates and so on – but can you keep track of the changes you make? And how easy is it to adapt? Suppose you want to consider 'what if' scenarios – changing a product or adjusting the size? Not easy.	EstimatorXpress has much built-in like all the labour and plant costs. But it's just a 10 minute job to update the prices to the rates you pay – and there's no mistaking where to find the data and then change it again. And that goes for any other refinements you want to make.
Up-to-date	A spreadsheet isn't aware of building reg changes. And if you don't know the latest rulings, you'll only find out when it's with the Building Inspector. As for costs, you need to keep pace with ever-increasing material prices, and then input them. If you don't you'll simply be funding the increases yourself.	Every time the building regulations are updated EstimatorXpress is updated to reflect the changes. And exclusive to EstimatorXpress you can link to 1000s of live building material prices using our Price Tracker™ service. And you can link up to our builders merchant partner trade accounts.
Winning work	Confident? Happy there's not a single mistake or anything missed out in your quote? Ok to be accountable? Do you whack on a provisional and hope for the best? If you overdo it then you could lose the job. If you underquote then it could be worse than if you'd actually lost out on the work.	They say 'be proud of your prices'. With EstimatorXpress, the price is right, and if someone can do it for less, they WILL lose out. On average our software users win 233% more business with our software thanks they say to the professional presentation and detail of the quotes and reports. We know they make customers feel confident about the builder.
After the win	Should you win the job you're on your own when it come to managing the work. There'll be nothing more you can extract from your spreadsheet. You've got to get your head back into the project and then from scratch produce your schedules, forecasts, analysis, build program etc. Ouch...	EstimatorXpress automatically produces 80+ reports direct from your estimate data. Just press the button. Cutting lists, material schedules, cashflow analysis etc. Plus the build program which when updated, will automatically revise all your other reports. You can even raise stage payments and invoice too.

We believe that manual calculations create huge obstacles for accountability, accuracy and efficiency. Software is the only way forward – it can be trusted, it instils confidence and it's entirely transparent. Whilst we can't speak for other software manufacturers, we know that HBXL's EstimatorXpress combines value for money, comprehensiveness and ease of use with an exceptional support service. Unbeatable! And you can assess its value by using our Return on Investment calculator at www.hbxl.co.uk/ROI or give us call – and let us help you break the habit – you can do it!

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