

Sage Estimating helps Pinnacle/CSG win one-third of its bids

Contractor can bid more projects in less time



Customer

Pinnacle Construction Support Group, Inc.

Industry

Commercial construction

Location

Tallahassee, Florida

System

Sage Estimating
On-Screen Takeoff®
Sage 300 Construction
and Real Estate



Pinnacle Construction Support Group, Inc. (Pinnacle/CSG) is a full-service general contracting, design/build, and construction management firm headquartered in Tallahassee with projects throughout the southeast and in California. Pinnacle/CSG's clients range from Fortune 500 companies to local and regional governments, and its projects include schools, highway construction, and commercial facilities.

In a continual effort to deliver measurable value to its clients, the company has chosen to invest in technology tools that streamline operations, boost efficiencies, facilitate communication, and increase productivity. Sage Estimating and Sage 300 Construction and Real Estate (formerly Sage Timberline Office) are at the foundation of that technology tool set.

The end-all, be-all

"I sometimes say that Sage Estimating is our end-all/be-all," notes Cory

McFarlane, chief visionary at Pinnacle/CSG. "It has made that significant of a difference in our operations."

Win one-third of bids

"We purchased Sage Estimating with the Advanced Assembly Database that includes more than 50,000 items," explains McFarlane. "That gave us a good jump start."

Sage Estimating with the Advanced Assembly Database significantly reduces the time Pinnacle/CSG's estimators spend creating accurate, complete bid packages. It guides estimators through the takeoff process, allowing them to quickly populate bid worksheets, while costs are calculated instantly.

"Sage Estimating helps us to win about one-third of the projects we bid on," says Jude Rosilien, estimator for Pinnacle/CSG. "We know, and the customer knows, that we are delivering a complete bid."

"When a contractor can win one-third of their bids, it's showtime. We attribute much of our bidding success to Sage Estimating."

Cory McFarlane
Chief Visionary, Pinnacle Construction Support Group, Inc.

Challenge

As a busy general contracting firm with projects in multiple states, Pinnacle/CSG needs effective tools to help decrease the amount of time spent on bidding projects, without jeopardizing accuracy.

Solution

Sage Estimating, Sage 300 Construction and Real Estate, and integrated applications have contributed to Pinnacle/CSG's significant growth.

Results

The company wins nearly one-third of the projects it bids on. Bid production capability has doubled.

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Jude Rosilien
Estimator, Pinnacle Construction Support
Group, Inc.

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Take time off takeoffs

On-Screen® Takeoff is an electronic plan takeoff solution that integrates with Sage Estimating. “The On-Screen Takeoff integration allows us to pull up a plan, do takeoffs, and then bring that data directly into Sage Estimating,” explains McFarlane.

“We’re able to estimate a project in about a week, rather than two or three weeks of constant effort,” says Jude Rosilien, estimator for Pinnacle/CSG. “Using the assemblies and On-Screen Takeoff really speeds up the estimating process. We just remove the items we don’t need.”

More bids, more accuracy

Previously, the company could effectively work on two bids concurrently. Now, they have doubled that capacity. “We are able to bid on more projects, and we can make sure that they are the right projects,” says McFarlane. “We can realistically produce a new complete project estimate every two days. And we’re talking about projects involving 30,000 square foot buildings and similar structures.”

Sage Estimating allows the company to have tighter control of its estimating process and provide better, faster service. For example, a client might ask what the cost difference would be between the eight-foot wall specified, and a 10-foot wall. “We can give them the answer in seconds,” says McFarlane.

SQL database powers operations

For many years, Pinnacle/CSG utilized the original Sage Estimating Pervasive database, which performed flawlessly for the company. However, when given the opportunity to migrate to the newer SQL database, McFarlane jumped at the opportunity. “We like the new interface,

the faster speeds, and the ease of report sharing. In addition, because of the open architecture, we can tap into the database to feed other programs that we simply couldn’t do before. Overall, the SQL database helps promote an all-inclusive estimating model for the company.”

Turn technology into competitive advantage

The company has seen tremendous growth over the past several years, and McFarlane attributes that growth to a number of factors: “Our success is due to hard work and skill, the ability to think differently and challenge industry trends, and our ability to turn the technology provided by Sage into a true competitive advantage.”

About Sage Construction and Real Estate Solutions

With more than 40 years of industry experience, Sage keeps projects moving with the most job-ready and people-connected solutions for construction and real estate. Its 40,000 customers use Sage to manage more than 400,000 jobs, 5.7 million subcontracts, and 622,000 rental units each year. To learn how Sage can help your organization, visit www.sagecre.com, call 1-800-628-6583 or contact a Sage Business Partner.

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