

Estimating & Bidding

“I have had lots of time to evaluate our system and would like to express my thanks to all of the team at FabTrol Systems for making estimating life easier here at XL. The consistency, accuracy, and ease of producing an estimate, which is difficult in our industry, is of great benefit”

John Lake
Owner

XL Quality Industrial Services
Trail, BC, Canada



Improve the speed, accuracy, and consistency of your project bidding

“FabTrol enables us to focus on high-speed estimating. We now win more jobs from prompt response and greater accuracy and detail in our bids.”

Jack Sanderson
Cairnhill Structures Ltd.
Coatbridge, Scotland

OUR INDUSTRY-STANDARD FabTrol software debuted 20 years ago as a simple automated tool for estimating steelwork. Our company founder used it in his own fabrication shop, then recognized its usefulness for others and spun it off as a new business.

The system has grown exponentially since then. Today, we are proud to offer FabTrol MRP, which combines the original estimating and material management features with integrated drawing management, production control, advanced shipping capabilities, and more. For all that's changed over the years, though, we remain as committed as ever to providing the industry's best estimating software.

Faster bid preparation

FabTrol MRP provides an arsenal of tools for reducing bidding time. That translates into more opportunities to win jobs. Get instant extensions based on your company standards. Prepare takeoffs faster with coded parts and labor entry. Store common assemblies for instant addition to future bids. New users often report doubling their bid preparation speed with FabTrol.

More accurate estimates

The next challenge is to improve the precision of your bids. FabTrol MRP offers pinpoint control over your fixed and variable costs, using your company's established rates. You can adjust the bid's selling price with full knowledge of your true hard costs—and ensure an acceptable profit.

Reduced staffing requirements

FabTrol MRP can also help make up for the shortage of qualified estimators. Preparing an accurate takeoff by hand requires a tremendous amount of knowledge—of material availability, labor rates, waste factors, etc. Finding people with those skills is not easy.

Our software offers an alternative. By capturing the knowledge of your senior staff in the software's data tables, it limits the expertise required to prepare accurate takeoffs. Working from your company's rates, even the greenest apprentice can be trained to produce reliable bids. This allows senior estimators to focus on adjusting the details to ensure a winning, profitable final bid price.

Estimating features

FabTrol MRP offers the most trusted estimating system in the industry, which delivers:

- Enable apprentice estimators to prepare accurate bids, based on the rates set by your senior staff.
- Free your senior estimators from simple tasks like entering materials.
- Centralize bid specifications in a common area to avoid interruptions.

Faster bid preparation

- Prepare accurate, reliable bids in half the time.
- Get instant extensions of all weights, lengths, costs, surface areas, and labor rates.
- Customize the material database (which comes with 100,000+ items) to reflect your usage and pricing.
- Take off and store common assemblies—such as stair systems and handrail sections—for instant inclusion in future jobs.
- Organize projects into subsections, sequences, phases, or bid items.
- Import or export data in Microsoft Excel®, KISS, or plain text formats.
- Switch between imperial and metric units on the fly.

Bid proposals and other reports

- Produce ready-to-fax RFQs.
- Prepare bid proposals using your own standard text.
- Prepare and manage multiple quotes for the same project.
- Choose from dozens of material and labor recap reports.
- Use powerful filters to break down any report by sequence, subsection, phase, material type or size, etc.

Coded parts and labor entry

- Cut your takeoff entry time.
- Quickly add detail parts to any main member, automatically sized for proper fit.
- Use custom codes to instantly add combinations of labor operations and detail parts to main members.

Accurate estimating

- Know your true hard costs.
- Estimate labor by individual operation or using lump sums by subsection or phase.
- Use the nesting system to quickly calculate drop percentages and include them in the bottom line.
- Calculate realistic paint and freight costs, based on custom codes.
- Mass reprice your estimates to reflect your suppliers' latest quotes.

Advanced labor estimating

- Estimate labor by specific operation, rather than just lump sums.
- Set up different labor rates for each operation and piece of equipment.
- Build depreciation into your labor rates to amortize equipment costs.
- Calculate accurate welding rates based on the weld size, length, type, process, and position.
- Add preprocessing operations and handling labor automatically.
- Ensure that your labor estimates match your actual performance.

Pinpoint bottom-line control

- Get a complete breakdown of all costs in your estimate.
- Manage buyouts, subouts, and installed items.
- Drill down to see details of labor costs, paint costs, etc.
- Adjust your selling price with precise control of variable costs.

Flexible labor reports

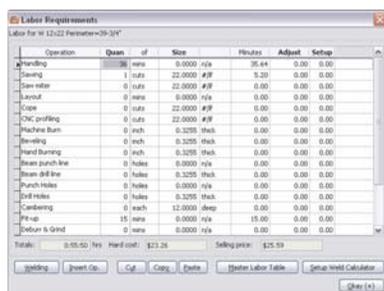
- Get a complete breakdown of labor times and costs.
- Use labor recap and comparison reports to analyze your bids.
- Use powerful filtering options or flexible labor departments for custom labor breakdowns.

Accessible company-defined rates

- Translate the industry knowledge of your senior staff into accessible company-defined data tables.



With the **Takeoff Entry** window's coded labor and parts entry and ready-to-paste assemblies, you can prepare accurate bids with twice the speed of spreadsheets.



With the **LaborMate** functions, you can estimate labor times and costs by operation, based on your actual shop performance.



The **Project Summary** window enables you to fine-tune the bottom line of your bids with pinpoint cost control.



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