



# HD Estimating

In today's competitive marketplace, project-driven companies must leverage the best possible tools to overcome key project challenges, including slow estimating, disorganized bidding and an inability to benchmark estimates.

With HD Estimating, project cost managers can use a unified cost estimation platform with proven features to quickly and easily create more accurate estimates.

## Benchmark Against Historical Performance

Use an innovative benchmarking option that proactively risk-ranks estimates based on as-built data from similar historical projects. Streamline estimate reviews by instantly spotting variances from previous performance. Centralize estimates and as-built data in cost libraries to create more accurate templates and reduce the time spent creating new estimates. Reference previous estimates by activity, resource type, location, geography, discipline or work package.

## Integrate Primavera P6 and Microsoft Project Schedules

Available integration with Oracle Primavera P6, Microsoft Project and CAE Studio 5D Planner can help estimators create time-based cost estimates and resource-loaded schedules.

With this integration, estimators can quickly create cost-loaded schedules; run "what if" scenarios across budget and schedule; keep work plans, budgets and schedules in sync; and streamline analysis of cash flow, earned value and resource utilization.

## Link to Microsoft Excel

Direct integration with Microsoft Excel allows users to leverage existing custom calculations to build more accurate estimates. Excel integration also facilitates the flow of takeoff quantities and data from outside vendors. When values are updated in an Excel workbook, HD Estimating detects the change and updates the cost model with new quantities and costs. Excel workbooks are stored in the HD Estimating database for unified data and version control.

## Import Takeoff Quantities

Quantity estimates can be created via connectivity with quantity takeoff systems, design systems and Microsoft Excel. Available integration with systems such as On Center On-Screen Takeoff (OST) can bring assemblies, quantities and components directly into new estimates.

## Leverage Industry Data Libraries

HD Estimating supports a wide range of norms data, and includes, at no extra cost, the RSMeans industry standard construction cost library with more than 78,000 items and 5,800 assemblies. It also supports Richardson Database and CostMine for mining cost estimating and can use other proprietary or industry-specific cost and productivity libraries.

“

**Using INEIGHT software has been a tremendous help....We've won 3 out of 4 bids since starting with HD Estimating.”**

— Rod Brown  
Superintendent, Kemi Construction Co., Inc.

## Allocate Costs Throughout the Estimate

Create costs in one part of the estimate and spread those costs to other areas to create a more accurate cost-loaded view of a job. Quickly understand the impact of self-performing a portion of the work versus utilizing a subcontractor or supplier.

## Estimate Top-Down or Bottom-Up

Quickly build conceptual estimates with high-level scope and norms data, or create a fully detailed estimate using a rich set of features and functionality to establish accurate resource rates, define crew compositions, establish productivity rates and factor production for job-specific reasons.

## Create Period-Driven Cost Estimates

Estimate resource quantities based on schedule durations, production rates or both. Spread the quantity of a resource across the periods in which it will be consumed to drive cost-loaded schedules and generate more accurate cash flow forecasts.

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## Create Alternate Scenarios

Estimators can evaluate and compare pricing for different base-plus-alternate scope combinations with just a few mouse clicks. This feature can also be used to explore different approaches to work: Users can simply toggle between scenarios to activate or deactivate all the corresponding estimate items. Going one step further, estimators can use the functionality to toggle between different risk profiles or even different quantity or productivity assumptions.

“[HD Estimating] seems to have been written by estimators for estimators, not programmers for estimators. So they know what we’re trying to achieve.”

— Mike Albani  
Estimating Manager, Aecon

## Automate Resource Rate Updates

Keep your cost estimates accurate by maintaining a library of master resource rates and then updating any estimate with the information from that library while also maintaining the integrity of how those resources are employed in the estimate. Prevailing wage rates, union wage rates and a company’s own equipment charge rates are examples of the types of data that can be easily updated in any estimate.

## Apply Attributes to Resource Rates

Simplify the process of categorizing resources by geographic areas, wage zones and organizational category. Simply change an attribute of the job, such as location, and automatically update the cost estimate with resource rates appropriate to that new area.

## Manage Cash Flow

Run cash projections on a project to more clearly anticipate expenditures relative to revenue. Ensure cash flow is effectively managed throughout the execution of a project.

## Standardize WBS

Create standard template projects with similar work types to establish a common work breakdown structure (WBS). Apply cost and productivity by factors, including geography, labor rates, rental rates, wage zones, tax zones, resource production factors, equipment rates or craft types, on top of established work types, to create detailed cost estimates.

## Structure the Cost Estimate by WBS and Account Code

Structure an estimate based on the way an owner needs to see the WBS and then toggle the view to see the estimate organized by account codes. This permits the tracking of jobs across a consistent coding structure to more easily compare performance from one job to the next despite having work estimated in a variety of different WBS formats. Account codes also facilitate integration with various enterprise resource planning and accounting systems that require the use of a unified coding format.

## Request and Manage Quotes

Analyze multiple quotes simultaneously to select and award vendors at the activity or resource level. Estimators can more effectively evaluate and compare subcontractor bids by identifying and quantifying inclusions and exclusions. Create requests for quotes from scope items in the estimate and automatically distribute to groups of vendors. Track minority participation goals to ensure targets are met. Review and compare received quotes and simply award to a supplier to update the cost estimate.

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