



product overview

Highlights

- Intuitive and easy to use
- A true multi-user system
- Integration with your existing Accounting solution
- eEnquiry – Email enquiries to subcontractors in an Excel format directly from the system
- Flexible rate build up
- Subcontract and Material Enquiries
- Unique Electronic pre-enquiry facility
- Direct output in Excel format
- Extensive export facilities
- Powerful Search facilities
- Industry Standard Databases
- Powerful Reporting

estimating

For companies bidding for work who are under pressure to win more profitable work, manage costs and reduce risk, Causeway Estimating delivers accurate bids fast. We provide Estimating as part of an integrated supply chain management suite, unlike other Estimating systems which are stand alone pricing tools.

Causeway Estimating provides clear visibility of risk, net cost information, value engineering opportunities and reliable, accurate and up to date information about your subcontractors and suppliers.

The challenge

Winning work, so they say, is relatively easy, winning more profitable work and doing so on a regular basis is the tricky bit. With the increasing demands for improved project delivery, there is a growing need to effectively manage the tendering process in order to win work and achieve profitability.

The cost of each bid is significant and win rates are therefore critical. According to research undertaken by Reading University, small to medium sized contractors spend an average of 100 hours on each bid and win 1 in 8. They state that the average cost per bid is £10,000, therefore resulting in a scaling cost of £80,000 per contract won. For medium to large sized contractors, corresponding figures are 547 hours per bid costing £23,000 resulting in a scaled cost of £184,000 per contract won.

Overall, the average cost of 'win work' activity is estimated to be 4% of turnover, which in an industry with an average profit margin of 3.4% demonstrates that Estimating, Tendering and effective Bid Management are subjects of fundamental importance that have the potential to impact your bottom line.

To increase the profitability of your business you are relying on your ability to accurately manage estimates, remove the uncertainty within the project supply chain and the wasted cost from the tendering process.



Win more profitable work

Causeway Estimating will empower your estimating team providing easy access to your pricing models and cost data. Through clear visibility of high value items and under/over measure item rates, you will ensure your business is able to return its estimated margins.

With the ability to easily compare your own analytical rates against those of subcontractors in a clear and simple format, you will ensure your bids always remain competitive.

Through the ability to value engineer an estimate you have the potential to increase customer satisfaction by providing and highlighting potential cost saving opportunities, essential in an industry that is progressively moving towards partnering and long term relationships.

Tenders are no longer awarded on price alone, quality is now essential and Causeway Estimating provides you with the potential to significantly improve your quality submission.

Through seamless integration with the Building Register, the industries largest and most comprehensive database of independently verified subcontractors and suppliers, you are able to demonstrate to your clients that you are serious about rationalising your supply chain. Through selecting an accredited supply chain you can be confident your business is delivering best value based on adopting best practice procedures throughout the estimating process.

Manage cost

Your ability to effectively manage cost on a corporate basis will undoubtedly significantly impact the profitability of your business and the estimating process has a vital role to play.

The average cost of the pre-tender qualification process can be as high as 1.5% of project value. Industry estimates the cost of issuing pre-tender enquiry packages to subcontractors at between £50 and £100 each, with a quarter never being returned. The wastage associated with tender production can therefore be significant and in

many cases is simply written off as an overhead, an unavoidable cost associated with bidding for work.

Causeway Estimating will significantly reduce the costs of sending pre-tender enquiries through the use of its unique Enquiry Alert feature. Once you have identified your pre-tender enquiry shortlist, the Enquiry Alert service enables you to send an electronic pre-tender enquiry to your selected supply chain partners. Subcontractors are then able to reply electronically in a very quick and simple format indicating their intention to price the work. You can now be confident that every enquiry package you issued will be priced. There is no longer a need for the massive wastage associated with sending out numerous tenders and getting the traditionally poor response

In addition, Causeway Estimating ensures you are able to allocate margin across the project in a quick and simple fashion thereby optimising your business's cash flow. You will now be empowered to make better business decisions through the use of accurate net cost information to target better buying, cost management and change control throughout the project life cycle.

Causeway Estimating will provide your business with the baseline cost and value data you need to manage project change and earned value.

Reduce risk

Through using Causeway Estimating you are able to ensure your business carries out due diligence on each and every tender you receive.

By taking advantage of the integrated Building Register and Supply Chain Online services, you are able to view your supply chain partners SHE Policies which have been verified by independent UKAS assessors. You will also have access to additional vendors always in the confidence that they meet the Health and Safety standards of your business, as well as those of your customers.

Causeway Estimating is a secure and reliable system. The simple and easy to use yet sophisticated pricing tools will ensure consistency of calculations, eliminating the

potential for errors within your tender submissions and ensuring all items in the estimate are accurately priced.

Built on Industry Best Practice, Causeway Estimating will ensure consistently high standards of estimate production, helping you build and maintain a knowledge base of pricing information that can be shared and adopted throughout your business.

Summary

Using Causeway Estimating will help your business log, assess and properly evaluate bid risks. It will improve your quality bid by demonstrating you are serious about rationalising your supply chain to deliver best value and continuous improvement to your clients and cut traditional tender enquiry costs by up to 50%.

The Causeway Estimating sophisticated pricing tools ensure consistency of calculations and eliminate errors, significantly improving tender throughput and resulting in an improved tender win rate.

To find out how Causeway
can help *your* business
please call us today on

01628 552000



Causeway Technologies Ltd

Comino House, Furlong Road, Bourne End,
Buckinghamshire SL8 5AQ

t: +44 (0)1628 552000 f: +44 (0)1628 552001

e: marketing@causeway.com

www.causeway.com