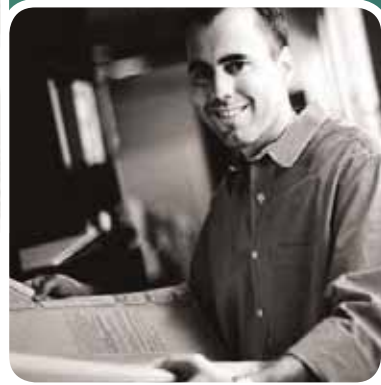




SAGE TIMBERLINE OFFICE

Commercial and Industrial Contractors



## SAGE TIMBERLINE OFFICE

### SAGE SOFTWARE AND SAGE TIMBERLINE OFFICE— HELPING YOUR COMMERCIAL AND INDUSTRIAL CONSTRUCTION BUSINESS SUCCEED

**At Sage Software, one of our guiding principles is “customers for life.” We understand that the software you choose for your business must help your company thrive, not merely survive. And so we build our products, such as Sage Timberline Office, to meet your unique business objectives and system requirements now, while adapting to changes so you can prosper and grow in the future.**

Sage Timberline Office is powerful financial and operations software for the construction industry—software designed to control costs and maximize revenues. With its integrated and scalable approach, Sage Timberline Office provides a modular and flexible solution with a robust feature set. Use just the applications you need now with the assurance that you can add greater depth and breadth should you require it.

Sage Software’s allegiance to the construction and real estate industries runs deep, with more than 30 years of experience providing leading software solutions such as estimating, accounting, project management, document management, service management, reporting, and other productivity tools to firms of all sizes.

More than 20,000 contractors have selected Sage Timberline Office since it was first developed. We offer our customers innovative software, outstanding service, and steadfast dedication to a long-term technology partnership. You, in turn, are able to use the latest tools to better serve your own clients now and for years to come.

Sage Timberline Office customers are part of more than 5.2 million satisfied Sage Software customers worldwide. When you choose Sage Timberline Office, you buy more than software. You get industry-focused business solutions backed a customer-care commitment that rates among the world’s premier organizations. We provide you with dependable, accessible, and reliable services and support to implement, deploy, and run the products that help you succeed.

To learn more about Sage Timberline Office, read on. You’ll see why thousands of companies are using our solutions to excel in today’s—and tomorrow’s—construction and real estate markets.





## SAGE TIMBERLINE OFFICE DESKTOP

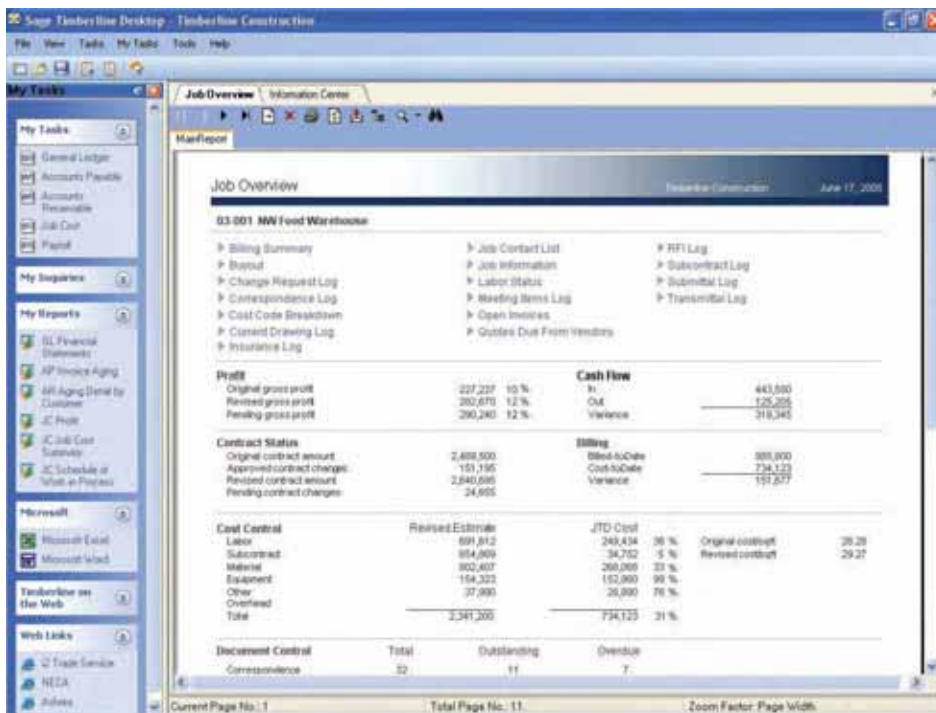
The Desktop application provides a central location to access the software capabilities and information that each person needs to do his or her job. Fully customizable by the user, Desktop acts as a personal home page so you can organize common tasks according to your unique requirements.

*“Access to real-time information means we can move more projects faster.”*

—Mike Fischer, PAVCO Corp.

Working directly from your Sage Timberline Office Desktop, for example, you can access advanced features such as Setup Wizards, Workflow Centers, and Job Central, which deliver unparalleled ease-of-use for a streamlined implementation, plus efficiencies that help optimize your business processes to increase profitability.

Create shortcuts to the applications you frequently use, highlight important inquiries and reports, and access other resources such as Microsoft Word documents, Microsoft Excel files, and favorite websites. Set up your Desktop to be your personal information dashboard and help you stay in touch with key business metrics.



◀ Sage Timberline Office Desktop acts as a personal home page to help you organize common tasks according to your unique requirements.

## ESTIMATING

Go from conceptual to detail to final estimates without having to start over—all while working from a single database. Quickly and easily provide owners with a variety of solid value engineering options. A number of takeoff methods are available to choose from that can actually double your estimating output with even more accurate results.

Accurate estimates are imperative. Sage Timberline Office gives you the tools to produce them quickly and efficiently. For courtesy and conceptual estimates, Model Estimating moves your project forward without delay. Just answer a series of general on-screen questions that relate to specifications known about the project at the time the conceptual or courtesy bid is being created. Once the questions are answered, the preliminary estimate is complete. Plus, you can explore value engineering options by identifying the cost impact of proposed changes.

Our core Estimating application gets extra muscle from a full range of comprehensive databases packed with thousands of standard industry items and assemblies you can use right away—or enhance with your own unique items, formulas, and factors. Easily maintain database pricing using a number of methods, including RS Means. Add Digitizer, or ePlan Takeoff, and it's a snap to increase your productivity even more.



And the first-of-its-kind Commercial Knowledgebase gives you ready-to-go models supported by RSMMeans pricing. You can re-price estimates based on location simply by selecting from 700 metro areas and allowing the City Cost Index feature to fill in the blanks.

- Create quick, accurate estimates backed by material, labor, subcontract, equipment, and other costs and details.
- Use multiple takeoff methods, including Smart Assemblies, digitizer, and on-screen electronic plan takeoff software integration to create precise, detailed estimates.
- Transfer estimates to Job Cost for budget vs. actual tracking comparisons and to scheduling software such as Microsoft Project or Primavera to jump-start your project schedules.
- Use Work Breakdown Structure (WBS) codes to sort and analyze estimates from a variety of user-defined angles, such as by floor or phase of work.
- Develop quick conceptual estimates and analyze cost options by dropping in your project assumptions using Model Estimating's fill-in-the-blank format.
- Compile, analyze and incorporate bids from subcontractors and suppliers.
- Deliver presentation-quality reports to upper management and clients using Sage Timberline Office built-in reporting capabilities or Crystal Reports.®

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*“Fast, accurate estimates has definitely meant increased profitability.”*

—Steve Harper, C. F. Jordan



## Estimating Modules

- Cut & Fill
- Database Editor
- Digitizer
- ePlan Takeoff
- Estimating
- Estimating Explorer
- Estimating Report Manager
- Estimating Viewer
- Model Estimating
- Scheduling Integrator

## Estimating Databases

- Commercial Concrete/Masonry Database
- Commercial GC Database
- Commercial Knowledgebase
- Commercial Site Utilities Database
- Commercial Steel Database
- Industrial Process & Plant Database
- RSMMeans Databases

The screenshot displays the Estimating software interface. The main window shows a table with columns: Group, Description, Labor Amount, Material Amount, Sub Amount, Equip Amount, Other Amount, and Total Amount. The 'Totals' window is overlaid on the bottom right, showing a breakdown of costs and hours.

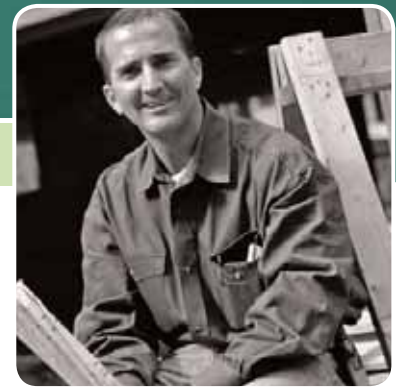
Group	Description	Labor Amount	Material Amount	Sub Amount	Equip Amount	Other Amount	Total Amount
102100.00	COMPARTMENTS AND CUBICLES	3,953	39,726				43,679
102800.00	TLT,BATH,AND LNDRY ACCSSR	4,948	32,598				37,546
142100.00	ELECTRC TRACTN ELEVATORS	150,506	503,852				654,358
142400.00	HYDRAULIC ELEVATORS	25,809	89,460				115,269
142700.00	CUSTOM ELEVATOR CABS		44,200				44,200
142800.00	ELEVTR EQPMNT AND CONTRLS	26,349	131,043		1,898	17,495	176,785
211200.00	FIRE-SUPPRESSN STANDPIPES	3,130	6,225				9,355
211300.00	FIRE-SUPPR SPRNKL SYSTEMS						
213100.00	CENTRIFUGAL FIRE PUMPS						
220500.00	COMM WORK RSLT FOR PLMBNG						
220700.00	PLUMBING INSULATION						
221100.00	FACILITY WATER DISTRIBUTN						
221300.00	FACILITY SANITARY SEWERAGE						
221400.00	FACILITY STORM DRAINAGE						
223300.00	ELCTR DMSTC WATER HEATERS						
224100.00	RESDNLT PLUMBING FIXTURES						
224200.00	COMMRC PLUMBING FIXTURES						
224700.00	DRNK FNTN AND WATR COOLRS						
230500.00	COMMN WORK RSLTS FOR HVAC						
230700.00	HVAC INSULATION						
230900.00	INSTR AND CONTRL FOR HVAC						
231300.00	FACLT Y FUEL-STORAGE TANKS						
232100.00	HYDRONIC PIPING AND PUMPS						
233100.00	HVAC DUCTS AND CASINGS						
233300.00	AIR DUCT ACCESSORIES						
233400.00	HVAC FANS						

Description	Amount	Totals	Hours	Rate
Labor	7,168,860		170,765.754 hrs	
Material	14,387,769			
Subcontract	448,000			
Equipment	683,586		9,162.961 hrs	
Other	17,466			
	22,703,760	22,703,760		
Estimate Contingency	1,293,399			0.000 %
<b>Total</b>		<b>23,997,159</b>		

▲ Create quick, accurate estimates backed by material, labor, subcontractor, equipment and other costs and details.





## PROJECT MANAGEMENT

Manage all the facts and minimize unknowns. Check the status of subcontracts and effectively manage change orders. Simplify project documentation such as RFIs, submittals, transmittals, correspondence, meeting minutes, and more.

See exactly where you stand on every job with Project Management software. With inquiries and reports that are easy to customize and all the facts accessible from one central location, you can quickly get to details that let you identify issues before they grow into problems.

Monitor performance and effectively manage change orders and all project documentation. Compare real-time costs from accounting and committed costs against budgets. Speed the flow of information between accounting and project managers.

- Integrate construction estimating, accounting, and project management for improved data-sharing and communications between departments. Team members stay well-informed and up-to-date with this easy access to real-time information.

- Ensure project managers have up-to-the-minute cost and project detail for solid decision making.
- Manage contracts, subcontracts, purchase orders, change orders, submittals, transmittals, RFIs, meeting minutes, and other project documentation all in one location.
- Identify change requests, solicit quotes, price out changes, and issue commitment change orders to accounting quickly and easily.
- Log all project-related Microsoft Outlook e-mail, Word documents, and Excel files in Project Management to ensure quick reference by all project members.
- Eliminate workflow redundancies to save time, simplify, and tie together processes and communication between accounting and project teams.

The image displays three overlapping screenshots of the Project Management software interface. The top-left window shows a 'Job Overview' table with columns for Job, Description, Original Contract, Pending Changes, Approved Changes, Revised Contract, Total Estimate, and Total Committed. The bottom-left window shows a 'Pending Contract Changes' table with columns for CO#, Description, Estimate Amount, Potential CO Price, CO Request Price, and Verbal Okay Price. The right window shows an 'RFI' (Request for Information) form for 'Underground storage tank' with fields for Job, To, Cc, Subject, Urgency, Question, Submitted by, Received from, Answer, and Answered by.

▲ With all accounting and project management information stored in one place, you can quickly and easily check on project status as well as "drill down" to the level of detail needed

▲ All information needed to create an RFI is entered onto one screen. Nothing complicated.

## ACCOUNTING

Count on an integrated accounting system to automate, streamline, and extend your control across payables, payroll, job costing, profit analysis, variance tracking, and more.

No matter what size of operation, Sage Timberline Office accounting software is designed to work the way you work. From the smallest detail to the big picture, the adaptable General Ledger lets you track your financials the way you want regardless of how your are organized.

Access current facts in the office—and in the field. From payroll and job costing to receivables and cash flow, Sage Timberline Office software automatically tracks the facts and provides hundreds of online inquiries and reports for fast access to what you want to know.

- Keep tabs on costs and revenue, subcontracts, purchase orders and all the rest to identify the variables that impact your bottom line.
- Take charge of the entire payables process beginning with invoice entry through payment selection, check printing, and expense analysis.
- Keep in touch with customers and on top of receivables to proactively manage your cash position.

- Manage the details of your customer agreements from one convenient location to more efficiently drive billings, receivables processing, and commitment change orders.
- Create free-form customer invoices at any time, and automatically produce time-and-material, cost plus, lump sum, progress billing, and unit-priced invoices.
- Process even the most complex construction payrolls for quick and accurate cost analysis by utilizing the tight integration linking your entire system.
- Enhance payroll productivity and labor cost management by entering information directly at the job site.
- Manage the details of equipment cost, revenue, and usage to help you maximize the return on your assets.
- View and track all your cash transactions and easily reconcile them with your company's bank statements and general ledger.

### Accounting Modules

- Accounts Payable
- Accounts Receivable
- Billing
- Cash Management
- Contracts
- Equipment Cost
- Financial Statement Designer
- General Ledger
- Job Cost
- Payroll
- Remote Time Entry



Choose invoices to pay manually or automatically based on the criteria you select. Make partial payments, create joint checks, and manage retainage and lien waivers.



## REPORTING AND PRODUCTIVITY TOOLS

Cut through the clutter. Run real-time reports the way you want to see them. By combining the power of reports, inquiries, and other access tools, teams across your company are able to work more efficiently, make better decisions, and stay informed.

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*“Not only does it take 30% less time to enter information, we’re always up to date.”*

—Sheila Werren, CDI

Want access to accounting data without having to actually use the Accounting and Project Management applications? Get access to online inquiries and reports with Information Assistant, a tool that puts reports and inquiries in front of everyone that needs them. Other efficiency tools include Address Book, (a centralized corporate contact database), Document Management (an electronic document storage and retrieval system), MyAssistant (task monitoring and notification system), and ODBC (Open Database Connectivity), software that enables you to interact with just about any application.



- For presentation-quality reports, transform your information with easy-to-use tools from Crystal Reports.
- Have Information Assistant put accounting and project management reports and inquiries on any desktop.
- Customize from hundreds of report options and inquiries with drill-down capability.
- Use Inquiry Designer to create your own custom inquiries.
- Manage all vendor and customer contacts from one central location with Address Book.
- Easily exchange information between SageTimberline Office software and other commonly used programs with ODBC.
- Electronically organize documents for fast, easy routing and retrieval.
- Control, monitor, and quickly respond to important events in your business.

### Reporting and Productivity Tools

- Address Book
- Crystal Reports
- Document Management
- Information Assistant
- Inquiry Designer
- ODBC
- Report Designer
- MyAssistant

### SAGE CONSTRUCTION AND REAL ESTATE FORMS

For high-quality checks, forms, paper supplies and promotional items Sage Construction and Real Estate Forms is the one-stop source you can depend on. This excellent service is backed by a 100% customer satisfaction guarantee. You can visit them at [www.sagecreforms.com](http://www.sagecreforms.com) or call 800-760-7929.

### PROVEN DEPENDABILITY

Since being developed in 1971, more than 40% of the Engineering News-Record Top 400 contractors have selected Sage Timberline Office. And according to the *CFMA 2004 Information Technology Survey* for the Construction Industry, Sage Timberline Office is the most widely used software in the industry for accounting and estimating.

### CUSTOMERS FOR LIFE

Sage Software has a long-term relationship with and commitment to the construction industry. Our portfolio of products such as Sage Timberline Office, Sage Master Builder, and Peachtree by Sage for Construction, demonstrates our close technology alignment and the intent to be an important part of our customers' business for many years to come. And our ongoing product development and clear migration path ensure that no matter what the stage of your company's lifecycle, one of our construction solutions is right for you.

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*"By gauging project status in real-time, we're responding to changes when they happen."*

—Don Green, Heery International





## SUPPORT YOU CAN COUNT ON

In 2000, we received the prestigious SSPA STAR Award for Most Improved Software Support Organization, then again in 2005 for Service Excellence in the High Case volume category. Also in 2005, we received our fifth consecutive Support Center Practices certification for excellence. In addition, the Sage Timberline Office customer support center was one of nine winners selected internationally by the 2004 Global Call Center of the Year. The award recognized overall commitment to improving customer service and providing consistent performance in the delivery of technical support services. This performance reflects our dedication to providing customers with a level of support that is second to none.

**For more information about Sage Timberline Office, visit [www.sagetimberlineoffice.com](http://www.sagetimberlineoffice.com), call 800-628-6583 or contact your local Sage Timberline Office Business Partner.** They are specially trained to serve your needs—from software demonstrations through installation and training.

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*“Bottom line? Sage Timberline Office software helps us be more productive without adding more staff.”*

—John Mayo, BFW Construction

## ABOUT SAGE SOFTWARE

Sage Software supports the needs, challenges, and dreams of more than 2.8 million small and mid-sized business customers in North America through easy-to-use, scalable and customizable software and services. Our products support accounting, operations, customer relationship management, human resources, time tracking, merchant services and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit and real estate industries. Sage Software is a subsidiary of The Sage Group plc, a leading international supplier of accounting and business management software solutions and related products and services for small and mid-sized businesses. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and the Group now has 5.4 million customers and employs over 13,000 people worldwide. **For more information, please visit the Web site at [www.sagesoftware.com/moreinfo](http://www.sagesoftware.com/moreinfo) or call 866-308-2378.**



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**Photos:** Sites pictured are projects by Sage Timberline Office clients.



Alliance Solutions Group  
1210 Millennium Parkway  
Suite 1045  
Brandon, FL 33511  
888.559.9540  
info@alliance-sg.com  
www.alliance-sg.com