



Sage Timberline Office

Residential Builders

sage

SAGE AND SAGE TIMBERLINE OFFICE— HELPING YOUR BUSINESS SUCCEED

At Sage, one of our guiding principles is “customers for life.” We understand that the software you choose for your residential building 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.

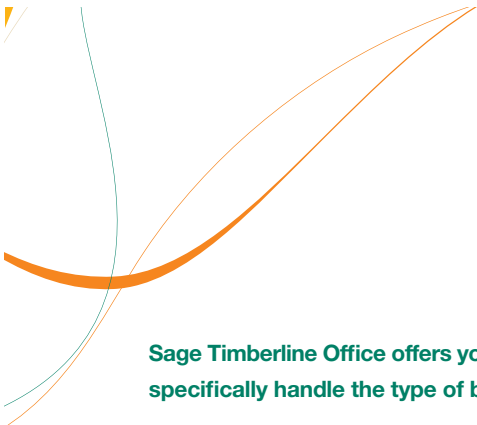
Sage’s allegiance to the construction and real estate industries runs deep, with more than 30 years of experience providing leading software solutions such as estimating, accounting, project management, document management, service management, reporting, and other productivity tools to firms of all sizes.

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 5.4 million satisfied Sage customers worldwide. When you choose Sage Timberline Office, you buy more than software. You get industry-focused business solutions backed by 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.

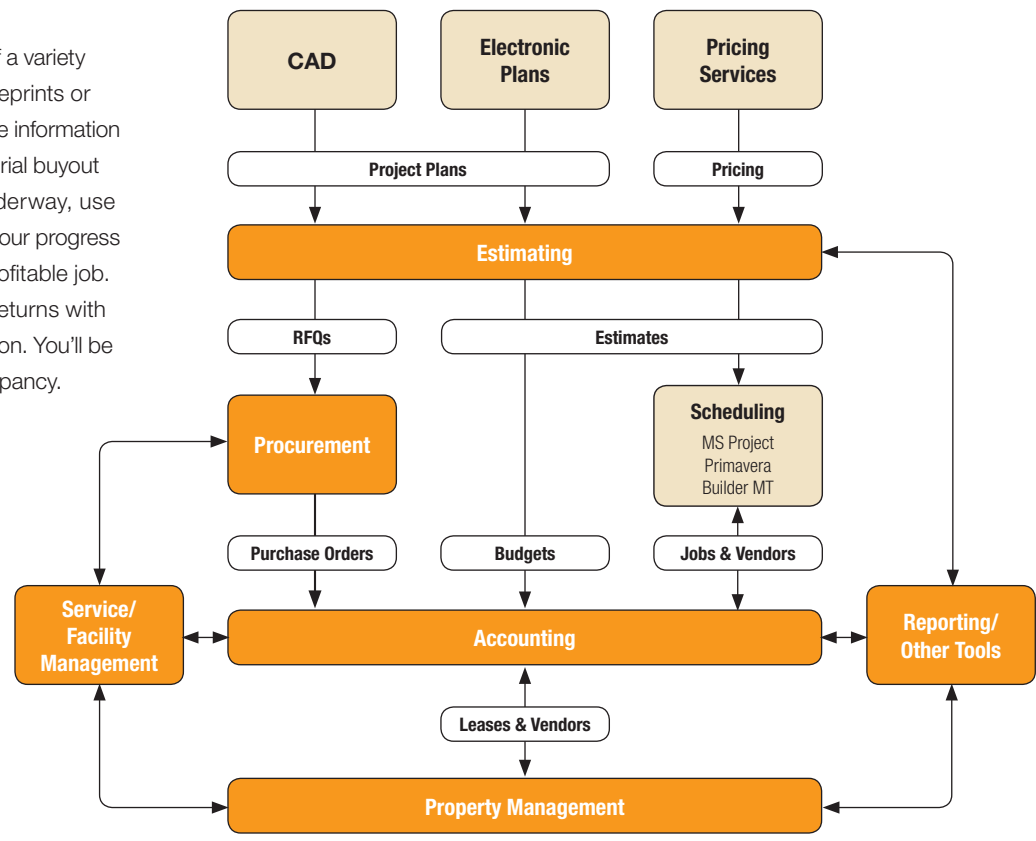
To learn more about Sage Timberline Office, read on. You’ll see why thousands of companies, including those involved in residential construction, are using our solutions to excel in today’s—and tomorrow’s—construction and real estate markets.



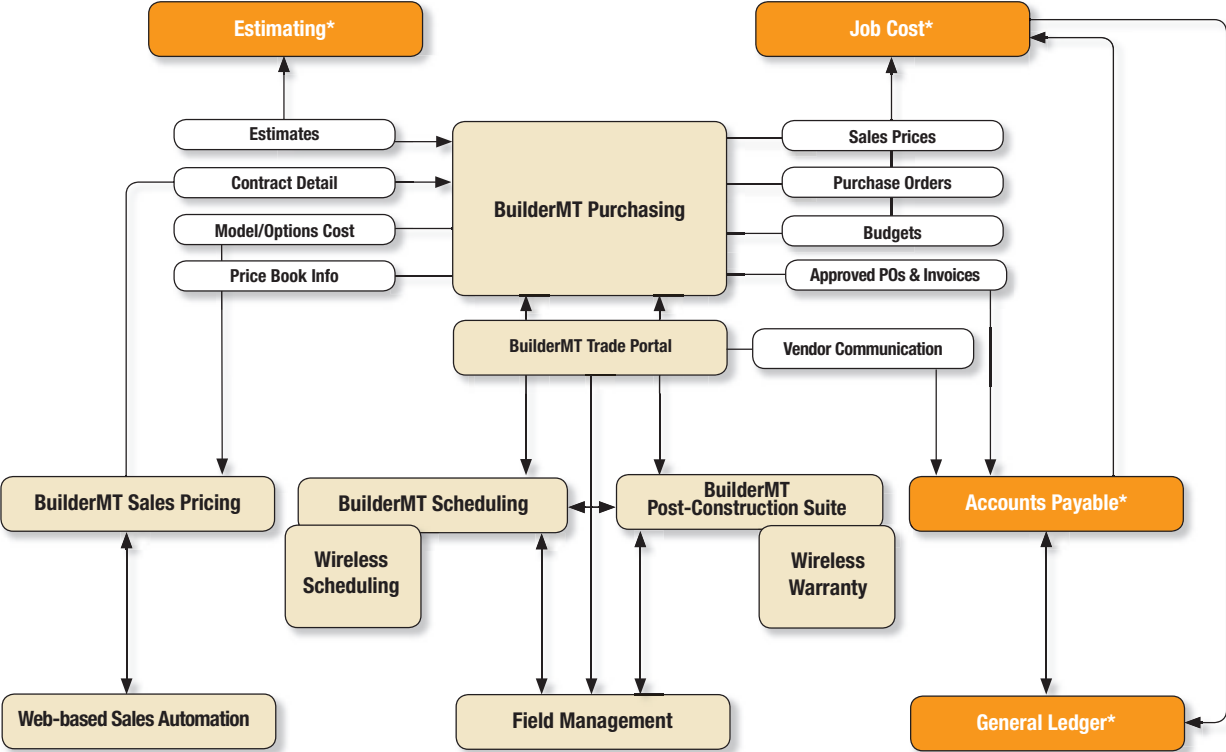
Sage Timberline Office offers you solutions designed to specifically handle the type of building you do.

If you're a custom or multifamily builder, take advantage of a variety of takeoff tools to efficiently generate estimates from blueprints or electronic plans. Once estimates are created, use estimate information to generate budgets, produce schedules, and begin material buyout and subcontract assignments. When the project is underway, use on-screen inquiries and solid reporting to stay on top of your progress and ensure that everything remains in line to deliver a profitable job. And if you manage the properties you build, maximize returns with Property Management, a Sage Timberline Office application. You'll be able to evaluate and report on costs as well as track occupancy.

WORKFLOW FOR CUSTOM AND MULTIFAMILY BUILDERS



WORKFLOW FOR PRODUCTION BUILDERS



* Sage Timberline Office module

The high volume of a production builder faces a different set of challenges.

Sage Timberline Office Production Management helps you streamline operations, better manage volume, keep a close eye on costs and pricing, and gives your back office the solid automation it needs.

Developed by BuilderMT in partnership with Sage, this innovative and total solutions has been embraced by hundreds of production builders.

With Production Management builders can quickly cost out and compare proposed models and options with Sage Timberline Office estimating. Integration with sales automation software helps you set prices, simplify the sales process, and improve communications between the office, your superintendents, and your trades. Once contracts are signed you're set to deliver schedules, generate purchase and change orders, and handle the never ending project notifications. An integrated accounting system means you've got instant access to all the information you need to assess job progress and profitability—everything necessary to ensure that you're optimizing your on-the-job efforts.

In addition to Production Management, Sage also offers additional production homebuilding solutions to ensure that your organizations specific needs are best addressed. See www.sagecre.com for additional details.



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 user, Desktop acts as a personal home page so you can organize common tasks according to your unique requirements. 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.

ESTIMATING

Respond to customers easier and sooner. Go from conceptual to detailed estimates while working in a single database. For production builders, determine what various models and options are going to cost in each community and analyze estimates from a variety of angles. Transfer estimates to accounting for budget-to-cost comparison and into Production Management's sales pricing software to set prices for sales centers.

Custom builders can quickly create conceptual estimates for their clients then turn them into detailed work estimates using the Model Estimating module. Just by answering a basic series of on-screen questions, you and your customer can quickly see the impact of proposed changes to a home. And semi-custom and production builders appreciate what Model Estimating can do when they create and evaluate standard models and options.

Do your estimates primarily consist of lump sum quotes from subs and suppliers? Or do they require a more detailed stick and brick takeoff? Either way, Estimating accommodates any level of detail. Plus, analysis options make it easy to see your work from all sorts of angles—for example, by unit or phase of work. You gain all kinds of flexibility.

- Use multiple takeoff methods to quickly create accurate estimates backed by materials costs and labor details or to develop and evaluate costs for standard models and options.
- Easily incorporate bids from subcontractors and suppliers in your estimates.
- Use a digitizer or onscreen takeoff tools to further streamline takeoff from house plans and capture an audit of takeoffs performed.

- Transfer estimates to accounting for budget-to-cost comparison and to industry standard scheduling software to jump-start projects.
- Analyze estimates from a variety of angles, such as by location or phase of work.
- At the lot-specific level, produce reports of material lists and subcontracts by lump sum, detailed bill of materials, or unit price.
- Deliver professional looking proposals using the software's reporting tools.

Estimating Modules

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

Estimating Databases

- RSMeans Database
- Residential Homebuilder Database
- Advanced Assembly Residential Database
- Residential Knowledgebase

Group	Phase	Description	Takeoff Quantity	Material Price	Material Cost Factor	Material Amount	Sub Price	Sub Amount	Sub Name	Eqdy PVI
40000		200 Concrete 2000 psi	18.00 SF	80.00 SF		1,440		6,250		
		MASONRY								
		Stone Veneer					12.00 SF	6,250		
		Stone Veneer	500.00 SF					6,250	R.S. Means, Inc.	
60000		LUMBER & FRAMING				1,582		36,900		
		Lapwood & Framing Posts	2,240.00 SF				1.50 SF	33,600	Con's Lumber	
		Planing Lumber	2,240.00 SF				8.00 SF	18,000	Con's Lumber	
		Plates 42								
		2x4 RL 06 Plate								
		Boards Plates								
		2x4 RL Truss Plate								
		Boards #1								
		2x4x6 #1 Stud								
		2x4x10 #1 Stud								
		2x6x12 #1 S&B								
80000		DOORS & WINDOWS								
		Window Sillcourse								
		Wood Sillcourse								
		Window Hardware								
		Hardware Allowance								
90000		DRYWALL/TRIMP/PAINT/FLOOR								
		Drywall								
		Drywall 1/2" x								
		Plank 1/2x2x4x8								
		Trim Casings								
		Millwork Allowance								
		Millwork Material								
		Stair								
		Cabinet Base Fx 3/4"								
		Painting								
		Painting 1/4" x 6"								
		Painting								
100000		BATH ACCESSORIES								
		Bathroom Accessories								
		Bathroom Accessories								
110000		CABINETS & APPLIANCES								

▲ Generate counts and quantity takeoffs directly from electronic drawings for instant use in your estimates

PROCUREMENT

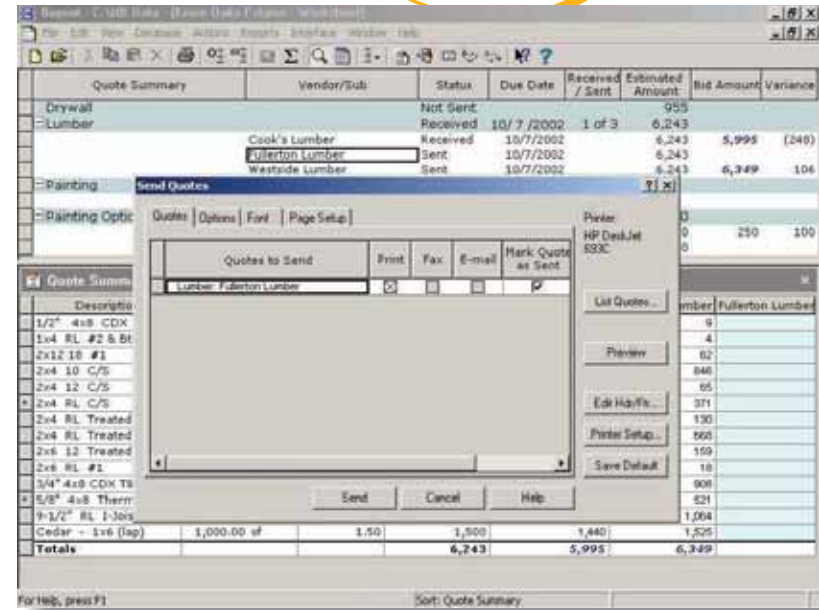
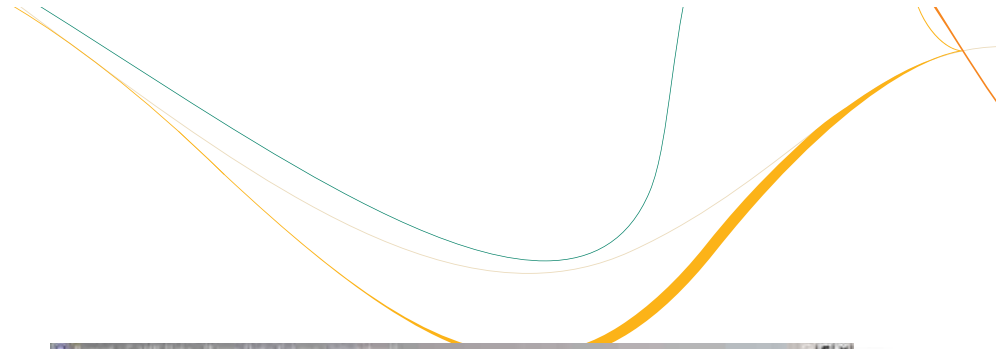
Use data already in estimates to streamline purchasing, create RFQs, and issue purchase orders. Know precisely when materials will get to the job site and what you still need.

Custom and multifamily builders get more from detailed estimates by letting Sage Timberline Office procurement software do the legwork. Send RFQs, record quotes, select vendors, and start the purchasing process without delay. You're able to generate purchase orders, track change orders, and enter receipts and invoices all from Sage Timberline Office. To top it off, the data in your procurement applications flows to the rest of your Sage Timberline Office software so you can access it from key accounting applications such as Job Cost and Accounts Payable.

- Organize the items in an estimate into desired groups of materials, produce RFQs, and perform the tasks necessary to buy out your job.
- Generate requisitions and purchase orders, track change orders, issue receipts, return authorizations, invoices, and more.

Procurement Modules

- Buyout
- Purchasing



▲ Set up the preferred communication method with each of your subs and suppliers. Do some vendors prefer e-mail while others prefer fax? Not a problem. Buyout sorts it out for you.

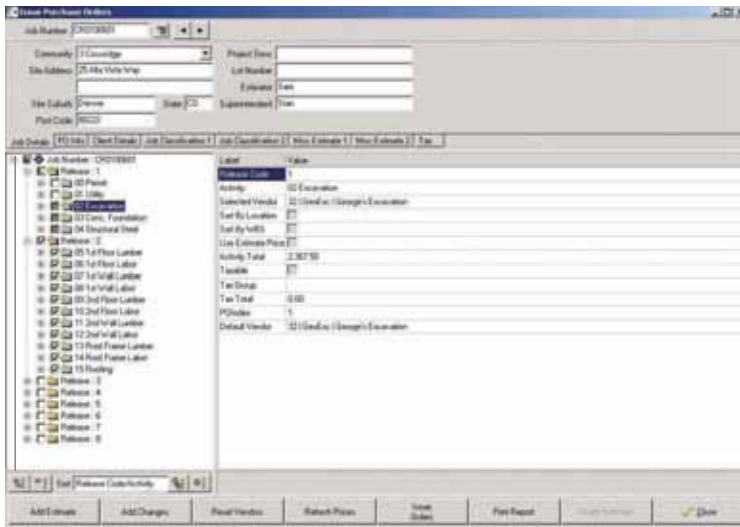
“Streamlines the connection between estimating and buying out bid packages. It makes it seamless.” Christopher Bedenkop, Vujovich Design Build Inc.



PRODUCTION MANAGEMENT

As a production builder, with the number of trades and suppliers you work with, a single misstep could set your schedule way back. Few things impact efficiency and workflow more than clear and timely communications with the people you depend on to get the work done.

Developed by BuilderMT in partnership with Sage, Production Management includes applications designed specifically to help production builders control construction costs, efficiently produce and manage high volumes of purchase orders and subcontracts, coordinate job site activity, and share information easily with sales centers and others in your organization.



▲ Issue purchase orders drawing from information in the models and options database and send to the Job Cost application.

With Production Management, you can:

- Define which plans and options are available by community and determine markups using percentages, lump sum, and market values.
- Efficiently generate, track, and streamline the approval of all purchase orders, change orders, and payments.
- Develop and update project schedules in the office and in the field via a handheld device.
- Send project notifications to subs and suppliers automatically via fax or e-mail.
- Monitor all construction costs, analyze profits and variances, and identify models and options needing adjustment through inquiries and reporting.
- Set and maintain sales model and option pricing. Evaluate costs, projected growth, and net margin by plan, elevation, and option.
- Integrate with third-party software to address warranty tracking and sales automation needs.

In addition to Production Management, Sage also offers additional production homebuilding solutions to ensure that your organizations specific needs are best addressed. For more details, see www.sagecre.com.

ACCOUNTING

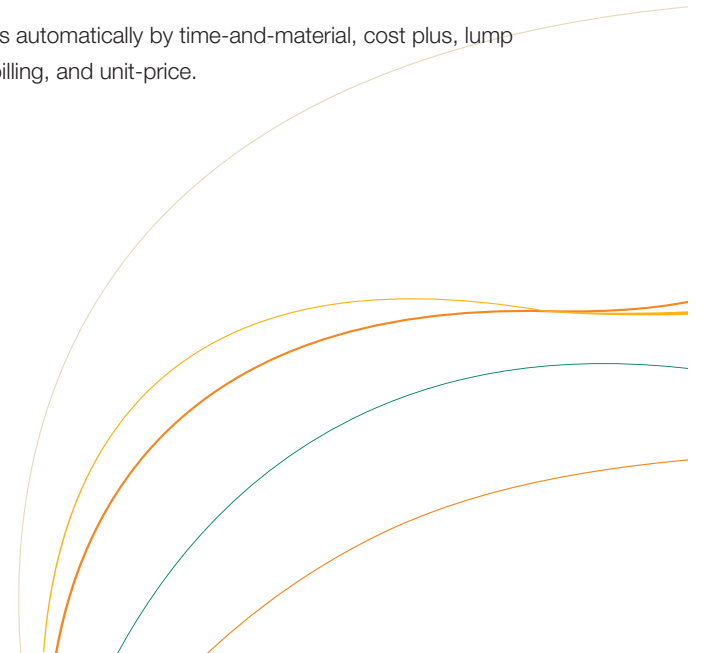
Stay on top of costs and revenue, take charge of the entire payables process beginning with invoice entry through payment selection, check printing, and expense analysis.

Let's sum it up: What do you need to know, and when do you need to have it? With Sage Timberline Office you get accurate answers in a hurry. Interactive inquiries and reports allow you to view data how and when you want it. And the software makes data entry simple and efficient. From subcontract control and job costing, to variance tracking, and profit analysis.

Accounting Modules

- Accounts Payable
- Accounts Receivable
- Billing
- Cash Management
- Contracts
- Financial Statement Designer
- General Ledger
- Job Cost

- Track costs and revenue, purchase orders, change orders, and all the rest to identify the variables that impact the bottom line.
- Take charge of the entire payables process beginning with invoice entry through payment selection, check printing, and expense analysis.
- Simplify how you manage worker's comp, insurance expirations, and retainage.
- Easily generate professional-looking reports, such as draw requests, in any format required.
- Keep in touch with clients and on top of billings and receivables to proactively manage your cash position.
- Create free-form customer invoices at any time.
- Produce invoices automatically by time-and-material, cost plus, lump sum, progress billing, and unit-price.





Accounts Payable - Comm-Spec

File Edit Tasks Setup Inquiry Reports Tools Window Help

Payment Selection

201 Best Painting

Invoice	Pmt date	Description	Amount	Net To Pay
001598	2-07-03	Fencing	50.15	
001723		Fencing	50.15	
201 Becker Roofing Company				
✓ 0021354	7-13-03	Roofing Material	11,750.00	10,575.00m
0022553	8-14-03	Roofing Material	11,750.00	
203 Barth Electric				
H 100574	6-30-03	Fire Alarm Materials	476.06	
301 Cook's Lumber				
✓ CL400135	7-10-03	Framing Materials	13,600.00	13,600.00d
CL401678	8-12-03	Framing Materials	13,600.00	
1000 Jackson Heating & A/C				
H 30012	4-25-03	HVAC	2,000.50	
✓ 31001	7-15-03	Condensor/Heat Pump	5,000.00	4,500.00m
32235	8-15-03	Roof Top Unit	5,000.00	

OK Cancel Pay Don't Pay Partial... Hold Find... Display...

Distributions Detail on Attachments... Other... Help

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

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.

Does management need access only to inquiries and reports? Information Assistant delivers data on demand. Other tools include Address Book, a centralized corporate contact database, and Open Database Connectivity (ODBC) software that enables Sage Timberline Office to interact with just about any application.

- Strengthen relationships with subs and suppliers through instant access to outstanding purchase orders, invoices, and change orders through onscreen inquiry tools.
- Secure working capital with financial statements customized how you want them.
- Customize reports and add fingertip access to information to track customers, vendors, cash flow, and to coordinate operations.
- Transform your information into presentation-quality reports with Crystal Reports® easy-to-use design tools that guide you through flexible formatting features for a professional look to call your own.
- Use Information Assistant to place accounting reports and inquiries on any employee's desktop.

- Give your team the ability to create new reports and inquiries or customize the more than 700 standard ones.
- Easily exchange information between Sage Timberline Office software and most other commonly used programs with ODBC.
- Electronically organize documents for fast, easy routing and retrieval.



“More than a homebuilder management solution, it’s also a way to form a lasting relationship with our clients.” Shane Pittman, Lowder New Homes

Job Cost - Timberline Homes, Inc. - [Inquiry - Contracts by Vendor - Vendor list]

Vendor	Name	Contact	Phone
100	A-1 Electrical	Rob Carlton	(503)744-3200
101	Alpha Insulation	Collin Elliott	(503)821-1176
102	Acme Doors & Glass	Bill Johnson	(503)245-8162
103	Ace Drywall	Paul Ryan	(503)858-3838
104	AAA Quality Framing	William Harris	(503)242-5859
200	Becker Roofing	Steve Becker	(503)675-3200
201	Best Painting	Sally Garner	(503)626-8484
202	Bowman Surveying	Steve Hale	(503)650-8454
203	Beaverton Concrete	Betsy Rogers	
204	Bridgetown Building Materials	Steve Sherman	
300	Crocker Siding & Gutters	Bryant Crocker	
301	Commercial Pest Control	Penny Watson	
400	Dallas Tile & Carpet	Jim Smith	
401	Detail Carpentry	Billie Smith	
402	Designer Ceramic Tiles	Barbara Richardson	
500	Earhart, Garcia & Associates	Ben Earhart	

Reporting and Productivity Tools

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

Job Cost - Timberline Homes, Inc. - [Inquiry - Contracts by Vendor - Commitment Invoices]

Item Number 1 Rough Electrical

Vendor	Invoice	Description	Amount	Amount Paid	Retainage
100	29012	Rough-in electrical	2,990.00	2,691.00	299.00


Quickly drill down to specific information, for example to answer questions about the payment of an invoice.

“We now truly understand what our gross margin is on every job.” John Siamos, Georgiou Group





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 or call 800-760-7929.

CUSTOMERS FOR LIFE

Sage 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 size or needs of your company are, one of our construction solutions is right for you.

SUPPORT YOU CAN COUNT ON

Sage Construction & Real Estate customer support has garnered numerous prestigious awards such as the SSPA STAR Award for Most Improved Software Support Organization, the SSPA STAR Award for Service Excellence in the High Case volume category, and five consecutive Support Center Practices certifications for excellence. In addition, the Sage Construction & Real Estate customer support center has been one of a select few support centers selected internationally as a 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.sagecre.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.



“If it weren’t for Sage Timberline Office, I’d be working 80 hours a week.” Frank Richardson, Turner Heritage Homes

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions 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 North America employs more than 5,000 people and supports nearly 2.9 million small and medium-size business customers. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 14,800 people and supports 5.7 million customers worldwide.

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