

CUSTOMER SUCCESS



## Port Estimating Gets Done in a Fraction of the Time

Estimator Shane Peterson was skeptical when a salesman first pitched Sage Timberline Office estimating to him for the Port of San Diego. But he quickly changed his mind when given a real-time example of how the software could work for him.

Peterson was working on an estimate for a 25-acre grading project when he told his salesman the parameters of the project. “It took him three minutes, and he gave me an estimate I could use. That would have taken me at least six hours to do manually,” Peterson says.

“You still have to check it over so you’re not done in three minutes. But the hardest part in estimating is building the spreadsheet, and when you have a product that can build the spreadsheet for you, it saves time and effort.”

### Big Savings

Using the Estimating, a Sage Timberline Office applicaton, more than paid for itself when the software saved the Port of San Diego \$8 million on a single project in its first year of use.

A consultant gave the Port a budget of \$30 million for a parking structure. Peterson had only the sketchiest of parameters—2,000 spaces, six levels, and the location. With those three items, he opened Estimating and built a model for the parking structure that he could use in negotiations. By the time those negotiations were done, the price dipped to \$22 million.

“We were able to compare item for item, and it was incredible,” Peterson says. “Sage Timberline Office was an irreplaceable tool. There’s no way I could have done it without this software. I could have stood there and argued over the prices, but I wouldn’t have had a leg to stand on. The Sage Timberline Office estimate was the basis for everything.”

**Customer:**

**Port of San Diego**

**Location:**

San Diego, California

**System:**

**Sage Timberline Office**

- Estimating
- Reporting and Other Tools

**CHALLENGE**

For the Port of San Diego estimator, the hardest part of the job was building the spreadsheet.

**SOLUTION**

The Sage Timberline Office estimating software generates the spreadsheet for you. It does takeoffs and calculations in a fraction of the time of doing those tasks manually.

**RESULTS**

In the first year of using the software, the port saved millions on a parking structure thanks to the negotiating position that the Sage Timberline Office estimating solution provided.

### Speeding Up Estimates

Peterson says he saves time every time he uses Sage Timberline Office and the Estimating application. A recent estimate for a parking garage took about an hour total—20 minutes to build the model and the rest of the time for review.

“Without Sage Timberline Office, it would have taken me a week because I would have had to do takeoffs and calculations,” Peterson says. “With this software, it took a fraction of the time and I was ready to publish it in a booklet for the stakeholders. Sage Timberline Office saves me time, saves me money.”

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.

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*“Sage Timberline Office saves me time,  
saves me money.”*

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