



FREQUENTLY ASKED QUESTIONS

MR.ESTIMATOR® SOFTWARE PRODUCTS

- 1) What are some reasons I should consider to purchase your software? There are lots of different software packages on the market.

40 REASONS TO PURCHASE OUR SOFTWARE.

Generic Reasons Why This Product Will “Add Value” to your projects.

UNLOCK YOUR POTENTIAL AND LET OUR SOFTWARE WORK FOR YOU

- Easy to use.
- Simple interface.
- Very short learning curve.
- Easy Instructions.
- No training courses are required.
- Very Low Cost per project.
- Make ALL your money back with one or Two uses.
- No Spreadsheets and No 3rd Party software required.
- Reasonably accurate. Remember this is an “estimate”.
- **Checks** the **Ontario Building Code** for minimum requirements on some projects.
- Adaptable for other Codes. Input your own Live Load and Dead Load, as per your Codes.
- Uses both Metric and Imperial Units.
- You do not require a Plotter, or a Digitizer to use this.
- No Material Lists are required.
- No assembly of databases is required.
- Completely hassel free
- No dragging of items from databases.
- No E- Learning modules required.
- Easy to use while on the phone.
- Estimates in a few minutes.
- Simple drawings, or sketches in most versions.
- Conversions calculator comes with the Professional Version.
- Calculator And Paint Programs are ADDED to software and stay open AFTER you exit software.
- Excellent for many different projects,
- No expensive updates every few months.
- Don't have to pay for a years worth of Technical Support to get up to speed on the software.
- Why Pay For A Spreadsheet When You Can Build One Yourself?

- Simple View Data display and printout on most software versions.
- Much cheaper than using online estimation services [\$\$/Hr]...Save....Save....Save
- No quantities to enter. Software does it all for you.
- Improve your “Bottom Line” immediately with one use.
- Professional Version can be “customized” for your business, or projects.
- Has Many of The Same Features As Very Expensive Software.
- Very **AFFORDABLE** price compared to software using spreadsheets.
- Copy Protected so others cannot use your software for there own purposes.
- Allows for project flexibility.
- An estimate can be given without having to “import” quantities.
- Calculation ERROR is eliminated.
- We will MATCH the price of ANY software you can find that does what ours will do – LESS 10%
- Ideal For Small To Medium Sized Companies, or Individuals.

- **2) Are there job opportunities with your company? I have some spare time and would like to work at home from my own computer, is that OK?**

Yes, absolutely. We will be happy to add your name to our growing sales team. Send your resume to sapper1@sympatico.ca and we will get back to you with more information. You can earn as much as you want. The more you sell, the more you earn. If you find you are good at this, you may even consider it like a full time job. Many people find working at home to be a great benefit.

MOST POPULAR CONCERN

- **3) I Cannot See How This Software Can Help Me. I've been doing this for years without any complaints. I Guarentee My Work For ONE Year, like everyone else and don't deal with questions after that. Why is Your Software So Great?**

This is by far the **GREATEST** concern, after speaking with many contractors. When I ask them about the **Ontario Building Code**, they seem to indicate that it is not relavent with what they are doing. Most did not know that this “**minimum**” requirement is the law in Ontario. When I asked about **Permits**, many felt these were not relavent for small renovations. Many were aware that permits were required for structural changes, etc but did not really think they required them. Getting a permit would mean an inspection would take place to ensure compliance with the Ontario Building Code. Maybe that is why some never applied for them. How does this help the client? Should they not be concerned if they find out they should have had a permit, or permits for work being done?

I am assuming that the people reading this are aware of the **Ontario Building Code** and would like to check that they are doing their work, at least to the “**minimum**” requirements by law in Ontario. But what about those who are very proud of their work and want to provide their clients with a real “edge” - like a Guarentee of 20 years on their work. Is this possible? It sure is. Does this cost much more? Well, if you explain the “differences” in quality to your client, then they **WILL WANT** to pay the difference in material costs for this Guarentee. Think about it for a moment. The client may say what happens after the traditional ONE year Guarentee? Does this mean they have to rebuild their basement every year? Or build a new retaining wall, or fence every year?

[especially after spending “thousands of dollars” for this one year Guarantee“?] **Ask us about our seminars which focus on how to do this.....You will get a FREE copy of our software + Upgrade to use during the seminar.**

This software will **HELP** you in several ways: a) to do a “quick” estimate over the phone and “narrow the error in this estimate”. This is NOT based on a figure per Sq. Ft, but rather on the codes. b) to **CHECK** quickly if your work is below the “**minimum**” requirement in Ontario [in projects where the codes are relevant]. c) to CHECK the KL/R ratio, and deflections of beams and joists. d) to **CHECK** if footings are adequate for the soil conditions, etc... All of this, will affect your estimate **GREATLY** if you only rely on a price per Sq. Ft and NOT consider the codes [especially if you had to come back and correct this, or if someone was hurt, or killed].

Our software is very affordable and will pay for itself “generally” after one job – from the savings in not having to do the job again – should someone notice and complain that your work does not seem to meet the **Ontario Building Code** [if this happens to be the case] - [or local codes outside of Ontario – for work being completed outside of Ontario]. **Important Note:** The National Building Code and the Ontario Building Code are very “similar” in many areas. Many other codes outside of Canada also follow these “basic” minimums, so being ALERTED to these is much better than NOT knowing about them [allowing you the opportunity to check your own local codes].

If what I am saying seems to make sense to you, then all I suggest is that you **at least ask us some questions** about some of our software and HOW it might help you. What have you got to lose? You can do this at ANY time by e-mail – when you have a few moments. *Wouldn't it be great to have a “competative” edge and ensure your clients that ALL your work is at least up to the “minimum” requirements and even EXCEEDS them?*

- **4) I have been checking the prices of decks and found one contractor to ask \$18/ft² and another \$45/ft²; which price will get me the “better” deck? Some of these contractors have been around for many years. What can I do?**

Yes, this is a huge concern with many people. In general, many contractors will take whatever they can get from you. This price, most often, has nothing to do with their a) workmanship, or b) guarantee they give you on their work.

Let's consider a small example of a 10 ft x 10 ft deck – 3 feet off the ground. Contractor A might do this for \$18/ft, therefore costing \$1800 + Rails and steps. Contractor B might do this for \$45/ft², therefore costing \$4500 including the rails and steps. There is a **difference here of several thousand dollars**, with basically the same one year guarantee and workmanship on the job.

Now, let's assume you purchased our **Deck Check** software for **\$125.99 + taxes** (see current price list, as prices can change without warning). You would now **KNOW** several things about your proposed deck. **a) What it should cost [approximately], and**

b) If the beam, joists, or footing is adequate – based on what you were told by the contractor. You can now state what you want and point out what it should cost. You have a negotiating tool that you can use. You will also know that a “permit” is required and a city inspector will check your structure to ensure it meets the “**minimum**” requirements of the OBC by law.

So, purchasing this simple package will have saved you a) several thousands of dollars, b) made you aware of the laws regarding the OBC, c) made you aware if your deck would be safe, d) the time and frustration to have these errors fixed, etc... Think what you could save if renovating your house, or building a fence, or retaining wall, etc... This is what our software is for. The **average home owner**, or the **contractor** who wants to operate with integrity and charge a “fair” price for the tasks being performed.

There are contractors out there who will sign a contract and promise a) excellent workmanship that they will fix completely without any hassels, b) give you MORE than a one year guarentee, especially if you EXCEED the OBC., etc... Our software gives you the tools you require the know what to do. **Is this not worth the price of the software alone?**

- **5) How many versions of MR.ESTIMATOR® SOFTWARE are available at this time?**

There are **SEVENTEEN** versions available at this time. There are more versions in the works as well. We will shortly be releasing a) House Reno and b) Basement Reno.

For more information on each type: See www.ictpc.ca for more details.

- **6) What Information Is Required For The Software And Why?**

When you order your software and want to pay by certified cheque, or money order, then you will be **required to fill out the order** form given. You will have to ADD the 8% PST + **\$35** for the shipping and handling.

When you pay by **VISA** you don't have to pay the shipping and handling, as this is **FREE**. The following information will be requested via e-mail to prepare your software for shipping.

First Name Last Name

Home Address

.....

Phone Number E-mail

Business Name

Business Address

Business Phone Number E-mail

- **7) Who would use MR.ESTIMATOR® SOFTWARE products?**

Builders, Home Inspectors, Quantity Surveyors, Designers, Contractors, Engineers, Technologists, Technicians, Architects, Remodeling Companies, Lumber Yards, Fabricators, and Modular Companies, Conveyor Companies, University or College courses dealing in these topics, etc..

- **8) What Can MR.ESTIMATOR® SOFTWARE products do for me?**

Well, first of all, many other software developers will make claims about their products. Some will offer a 2D approach and others a 3D approach, etc... These products can start at approximately **\$US 1,000.00**. Many are designed to appeal to those that like graphics and games because the argument might be that we think and build in 3D. This is all correct, however, the test of the software would be it's purchase price compared to: a) it's ease of use, b) the training and tutorials required, c) it's accuracy – remembering that an “estimate” is only an approximation and d) it's dependence on spreadsheets, or other 3rd Party software, etc. to mention only a few items.

MR.ESTIMATOR® SOFTWARE was designed to be “affordable” without the need for 3D graphics and spreadsheets. As a matter of fact, the end user doesn't even have to do any take-offs. That's right, no take-offs. No quantities are required. ***The software does all the work for you.*** It calculates the quantities required, even down to the number of screws needed. **MR.ESTIMATOR® SOFTWARE** products a) reduce job waste, b) considers labor costs, c) considers expenses, like overhead costs, and contract costs, etc.. d) illustrates the required items that may be needed for a project, or you can enter your own. e) considers taxes added to the job, f) compares your design to a “minimum” code requirement, as a **CHECK** to alert the end user to utilize local codes, etc. g) estimates ball park figures BEFORE the engineering plans are produced. h) allows the end user to talk on the phone with a client about a “proposed” project and give a very good preliminary estimate. I) increases the productivity of your crew, j) reduces errors before the design is completed, k) increases your profits by greatly reducing the learning curve and training required. The end user can produce an accurate estimate within a few minutes, without modeling anything, or putting in any quantities.

- **9) Is MR.ESTIMATOR® SOFTWARE easy to use? Does it require tutorials, or training?**

Absolutely no tutorials and very little training. It's even designed for those “**without**” a

formal Quantity Take-Off background. So anyone can use it. The definitions for symbols are included with a very simple HELP setup. Many companies require this to be used by non technical people, or managers, etc..with good results.

- **10) Does MR.ESTIMATOR® SOFTWARE use a spreadsheet, or any other 3rd Party software?**

Absolutely not. Many estimation programs require a spreadsheet so one can add quantities from the plans used to develop the estimate. Estimators are required to calculate areas and volumes, etc., but **MR.ESTIMATOR® SOFTWARE** eliminates all of this by using “typical” projects that can be modified to suit your situation. So the software does ALL the work required. No calculations, or quantities are required. Many find this an “excellent” feature, because it can be used by anyone.

- **11) How accurate is MR.ESTIMATOR® SOFTWARE?**

It's as accurate as the End User information provided. Some software may claim to be within 1% of the actual cost. This may be true enough, but what price do you have to pay for this accuracy? **MR.ESTIMATOR® SOFTWARE** is a least 95% accurate, based on the input provided. Remember that prices change over time, and there is waste generated on the job. Crews may not follow the schedule, or errors could have been made on the development of the project. So there are literally hundreds of things that could affect your final estimate. If you were to get 5 estimates on a “typical” project, you would see that these may vary by literally thousands of dollars. With **MR.ESTIMATOR® SOFTWARE**, it will pay for itself the FIRST time it is used [or very soon after]. If the input data is accurate, then the output will be accurate. **MR.ESTIMATOR® SOFTWARE** costs MUCH less than most 3D programs and those using spreadsheets, or 3rd Party software, with a very low learning curve.

- **12) Does MR.ESTIMATOR® SOFTWARE use both Metric and Imperial Units?**

Yes, absolutely. The LITE versions use Imperial units only. Beam Diagrams can be purchased in both units as an upgrade.

- **13) What are the “main” differences between MR.ESTIMATOR® SOFTWARE and many other versions on the market now?**

- Much lower price with approximately the same accuracy. Also, our software is Copy Protected, High Security software.
- Does **NOT** use Spreadsheets, or 3rd Party software to complete estimate.

- Much cheaper than most other software.
No training required, No digitizers required.
- Very easy to use, with a very low learning curve.
Pays for itself with the first use.
- Easy HELP files.
- Uses both sets of units, except for LITE versions [Imperial only].
- Fast estimates, while on the phone with a client.
- No Quantities are required.
- Anyone in your company can use this without formal training in estimation, or design. (*see the 40 reasons given above*).

Professional versions are **customizable** to add your own frequent projects, or designs. Customization is **NOT** as expensive as you might think and will still be **LESS** expensive than purchasing higher priced software.

● **14) Do I require a plotter to use MR.ESTIMATOR® SOFTWARE?**

Absolutely not. The printouts are simple.

● **15) Is support available?**

Absolutely. **30 – Day Limited E- Mail Support** is available to all people who purchase this software.

The HELP screens are self explanatory and easy to use. Definitions are added in some versions.

● **16) What is the approximate cost per project for each version of MR.ESTIMATOR® SOFTWARE? Is it affordable for a small firm?**

This question seems very common for small firms, or individuals wanting to purchase the software [all prices are in **\$CAN**]. You can easily figure this out. Take the number of projects x two sets of units in most cases and divide the cost of the software by this “general number”. However, this still **DOES NOT** account for the **Ontario Building Code** being placed in many packages and the fact that the software CHECKS if the beams and footings are OK. Also there are 48 categories of timber placed in some versions, so the cost per project is **REALLY LOW**, so the software is a bargain. Some projects have an **UPGRADE** of \$250 for a “detailed” numerical solution for EACH project. Where can you find that?

All prices include a **\$35** postage + handling fee. Bulk orders of 6000 or more LITE versions are available at **LOW** price to distributors, or buyers for large stores.

·So basically this software is very “affordable” for an individual, or small firm to purchase. These prices are based on using the software on ONE computer. A corporate license is available.

- **17) Some Estimation Software Can Cost \$US 7,000 To Approx \$US \$12,000. How does this expensive software do with a project like estimating all of the steel in a 250,000 Sq Ft Warehouse For Example?**

Well this is a good question. For the price of some of the high end software it seems reasonable to assume it should be FASTER and much more accurate. [see question 3 above]. This software will generally look “great” with lots of fancy colorful sections, etc. The “bottom line” is can it estimate this type of structure faster and more accurately? The answer is NO. Why? Because this type of software requires databases to be updated. It may require separate software to do a “take – off” from your drawings and then use this information in other software. This takes time. All of this can only be completed once the software is understood and this may take several weeks. It may take another week, or so to build, or update your database.

The **MR.ESTIMATOR® SOFTWARE Gerber Girder Version** is LESS THAN 5% [CAN \$] of this cost and can estimate this type of structure in minutes while you are talking with a client on the telephone. It requires NO drawings, No digitizers, and No quantities [ie: 25 Link beams, 250 OWSJ's, or 30 Wind Columns at given lengths]. All you enter is approx 10 numbers into the text boxes. The software does the rest and is fairly accurate. It eliminates mistaken quantities, or errors on the drawings. Isn't it worth trying, if only to complement some of your higher priced systems? Many people look for a **cost effective solution**. The Gerber Girder software will pay for itself the FIRST time it is used, while the high priced software may take several years to break even on. Which would you choose.

- **18) Can I ask further technical questions about the software?**

Absolutely. You may contact Sapper Software LTD. with specific technical questions and we will be very happy to answer them for you. Our Professional versions are also “customizable” at a very reasonable rate [ie: at approximately the same rate you would pay to hire a professional to come to your firm on a contract to perform a specific task]. Please feel free to ask any questions on this, should you decide to “automate” your design/estimation process.

- **19) What About Your Seminars? What Do You Do There?**

The seminars are for people wanting “**HANDS ON**” instruction about completing an estimate using **MR.ESTIMATOR® SOFTWARE** [using Backyard Projects Professional + Upgrade, as one example, or any of our other software]. This software is given out **FREE** to everyone who comes to the seminar. So when you compare the cost of one of our seminars, to others running for one day, you will see the “actual” cost is very low, since the software is given **FREE** to use on your laptop during the seminar and at any other time. Should you wish to purchase “more copies” of CD ROM, to use with another computers, then you can place your order at the seminar at a “reduced rate”. You also get a Certificate for completing the seminar. So, it's a great deal.

- **20) What If I Find OTHER Software On The Internet Like Yours At A Cheaper Price? Will You Match It?**

Absolutely. We will even go one better, and give it to you **10% cheaper + Taxes + \$35 Shipping and handling** added, of course. The software **MUST** be just like the one you are purchasing, meaning: a) must do the same number of projects, or beams, etc. b) must be using the same units, c) must be able to **CHECK** the **Ontario Building Code** . d) must be able to **CHECK** the **KL/R ratio**, and the deflection of the beams, etc..., e) must be able to **CHECK** if the footing is adequate, f) must allow for the same species of timber, etc... In other words, it **MUST BE ABLE TO DO** all that the software you intend to purchase can do [with the flexibilities built into our software]. If it does, send us a copy of that web page + description and we will verify what it can do.

Please note: there is software out there much cheaper, that will do drawings, etc, but these do not estimate and work with the codes. This is a huge factor to consider, as a drawing may NOT be adequate in your area and may not meet your code requirements, etc.... Another thing to remember is that a drawing means very little **UNLESS** it is verified and clarified by a **Licensed Professional** that finds it to meet the “**minimum**” loading requirements in your area.

- **21) What is the basic purpose of your “estimation” software? Is it unique?**

The basic idea is to “narrow the gap” with your estimate on a project that is based on the “**minimum**” requirements of the **Ontario Building Code**. For example: You may call up a decking contractor and find out his quote is \$18 Ft² + the skirt + the rail. Is this a “**FAIR**” price? Is this the **LOWEST** price for the same quality of materials, etc.... Using Deck Check Professional for example you can *EASILY* check this. The software will calculate the material costs, labor + Expenses, etc in minutes. You do NOT have to count the number of joists, etc....the software does it all, right down to the number of screws required. You can then find out if \$18 Ft² + the skirt + rail is FARE, or if its too LOW, or too HIGH. Now you can make an informed decision, because the guy on the phone will not be able to tell you if your *beam, joists and footings will be OK* at your deck specifications. This is a “real PLUS” with this software + it will let you know if you violated the code. So now, you will know EXACTLY what the correct estimate ball park should be, without any supprises when the deck is designed to be built. Your estimate will stand. You will now be a) competative, and b) provide the best price.

The software will pay for itself very quickly and you will be known for your FAST and

ACCURATE estimates over the phone. Anyone can quote a price per Ft², but how competitive is it? Will it increase when the deck is designed based on your codes, etc... These are the things you will most likely **NOT GET**, when you call for that estimate. This is what makes it unique to most packages out there. Also, it is not a spreadsheet, or based on spreadsheet entries.

- **22) You say your software is High Security and Copy Protected. What does that mean? How can I benefit from that?**

Yes. Our software has this “**unique feature**”. This means you must use your CD – ROM to use the software. If you try to use the software without the CD – ROM, it will ask for the CD – ROM.

This is an “important” feature for the small business owner who purchases the software to better this/her competitive edge. Sometimes, employees like to make copies of the software to use for their own purposes. This cannot be done with this software. They can copy it all they want, but cannot use it without the initial CD – ROM in the drive. Think about it. How many times have you purchased software of any kind to be used by your business only and find out that it has been copied and used by others when they leave your firm, etc... This keeps the competitive edge with you.

- **23) How do programs like MATH PRO and MATH MAT help me? Can't I just go out and buy a text book, or hire a tutor?**

These are mathematics programs. They are designed to HELP an individual attain and understand the “basics” of pre – technical and technical math. **MATH PRO** has 12 modules and will allow you to use **ANY** text book and comes with 115 solved problems. **MATH MAT** has 10 modules and will allow you to use **ANY** text book and comes with 100 solved problems and 66 Quiz questions that are **TIMED** to help you become fast enough to do very well on the SAT, LSAT, or GMAT exams.

You can certainly go out and purchase text books cheaper than this software, but remember these texts have a “limited” number of problems. Our software will allow you to solve thousands of problems, even ones you create yourself.

Hiring a tutor is certainly possible as well. Since we are speaking about pre – technical and technical math here, you will require a Licensed Professional [namely, an engineer, or mathematics professor, etc..] for best results in this area. This can cost you anywhere from \$30/hr to \$75/hr, or more. If you do the math, you will see that our software will pay for itself in a very few hours and you will still be able to use it as long as you want. So our software can “act” as your tutor. An ADDED bonus is that this software comes with a 30 – Day Limited E – Mail support, which can take the place of your tutor as well. So, all in all, our software is very cost effective, as well as giving you

the basics in mathematics, the language of technology.

- **24) What about this 30 – Day Limited E – Mail Support you offer? How will this benefit me?**

If you have any questions, we encourage you to contact Sapper Software LTD – within 30 days of the time of purchase. This will not only give you technical support, but also provide you with opportunities to ask how the software might be “customized” to include common jobs that you normally do. Most people do not require much time at all to become familiar with the software.

When using the math software, this time is beneficial with problems that relate to the module being used. This will save a lot of money [especially if you were considering a tutor].

- **25) Some of your MR.ESTIMATOR® SOFTWARE has an UPGRADE of solved problems. What is that all about?**

Yes, that is correct. This upgrade gives a complete breakdown of how a “typical” estimate is calculated. This is an excellent tool for you to become much more proficient with the estimation process and how some projects are handled. This works out to be about \$10/project. A cost that is much LESS than hiring a tutor, since these types of problems are NOT generally found in any one given text. To take a college, or university course in this subject would be much more costly. So, all in all this upgrade is very cost effective and will “add value” to your knowledge base on this subject.

Thank You for considering **MR.ESTIMATOR® SOFTWARE**. We will be very pleased to answer any of your questions, or HELP you with any concerns on the topics covered by our software.