

# Top 10 Estimating Problems

Ask how takeoff™ can help avoid some of these common estimating issues.

1. Omissions	<ul style="list-style-type: none"> <li>• <i>Areas or items.</i></li> <li>• <i>Price quotes.</i></li> <li>• <i>Subtotals.</i></li> <li>• <i>Drawing sheets.</i></li> </ul>
2. Math Errors	<ul style="list-style-type: none"> <li>• <i>Not multiplying by quantity.</i></li> <li>• <i>Cost quantity extensions.</i></li> <li>• <i>Missing sheets.</i></li> </ul>
3. Measurements	<ul style="list-style-type: none"> <li>• <i>Incorrect scale.</i></li> <li>• <i>Conversion errors.</i></li> <li>• <i>Counting errors.</i></li> </ul>
4. Quantities	<ul style="list-style-type: none"> <li>• <i>Incorrect quantity calculations.</i></li> <li>• <i>Confusing purchase units with material quantities.</i></li> <li>• <i>Guessing.</i></li> </ul>
5. Material pricing	<ul style="list-style-type: none"> <li>• <i>Old price sheets</i></li> <li>• <i>Not reading Specifications.</i></li> <li>• <i>Unknown unit rates</i></li> </ul>
6. Shipping cost	<ul style="list-style-type: none"> <li>• <i>Forgetting about shipping</i></li> <li>• <i>Not judging logistics.</i></li> <li>• <i>Not anticipating multiple trips</i></li> </ul>
7. Shortcuts	<ul style="list-style-type: none"> <li>• <i>Too rushed.</i></li> <li>• <i>Revert to linear foot costing.</i></li> <li>• <i>Pro-rating.</i></li> <li>• <i>Simple unit pricing.</i></li> <li>• <i>Using percentages.</i></li> </ul>
8. Review	<ul style="list-style-type: none"> <li>• <i>Not reviewing before submission.</i></li> <li>• <i>Not double checking with others.</i></li> <li>• <i>Not counting rooms/ floors.</i></li> </ul>
9. Specifications	<ul style="list-style-type: none"> <li>• <i>Not reading specifications.</i></li> <li>• <i>Not checking required material.</i></li> <li>• <i>Not looking for addendums.</i></li> </ul>
10. Suitability	<ul style="list-style-type: none"> <li>• <i>Not considering project for <u>profitability</u>. Can we make money with this project and how much?</i></li> </ul>
11. Change	<ul style="list-style-type: none"> <li>• <i>No time to deal with alternates.</i></li> <li>• <i>Not able to re-cost material changes</i></li> <li>• <i>Unable to add/delete areas.</i></li> </ul> 