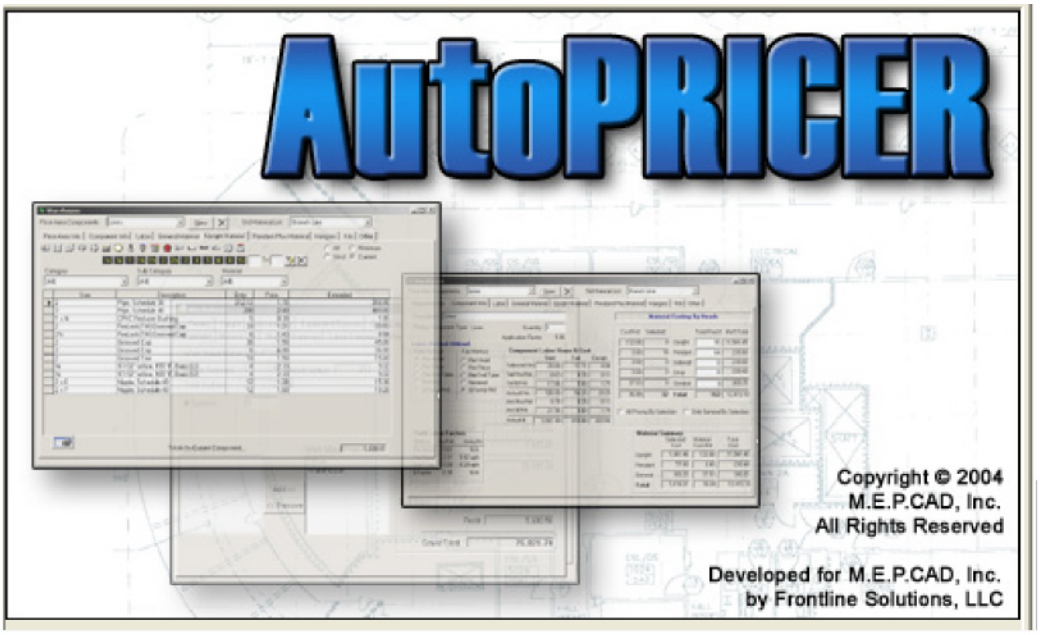
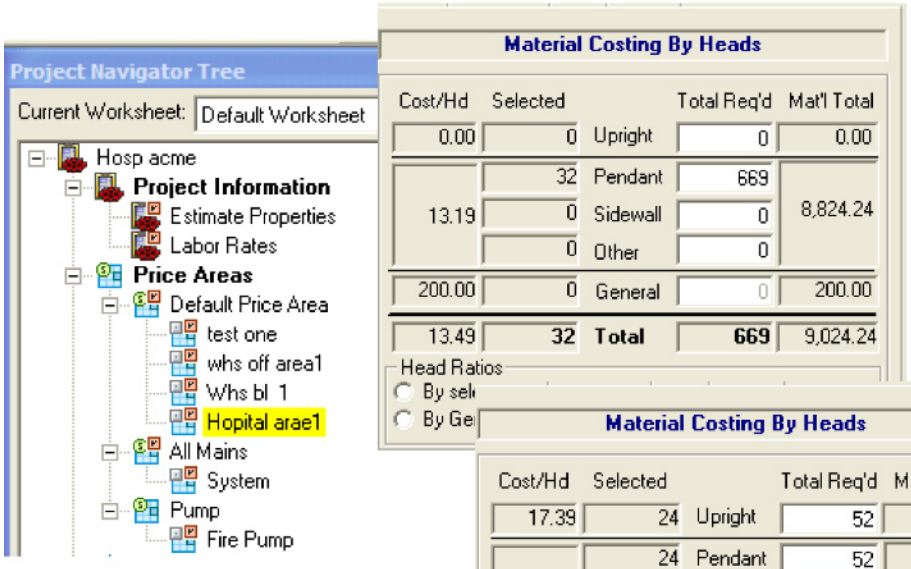


AutoPRICER is the most advanced fire sprinkler estimating program available today. It can perform completely automated "'takeoffs" or be used as a standalone program; or, anywhere in between. For the purpose of this presentation we will point out its features one by one to not only show you its incredible power but also to allow you determine what portions of the program you would be most interested in leaning more about. This document will either be sent to you along with a separate check off list so that we may provide a live web demo or if your viewing this on our website you can contact us at our home office to request a live presentation and check off sheet.

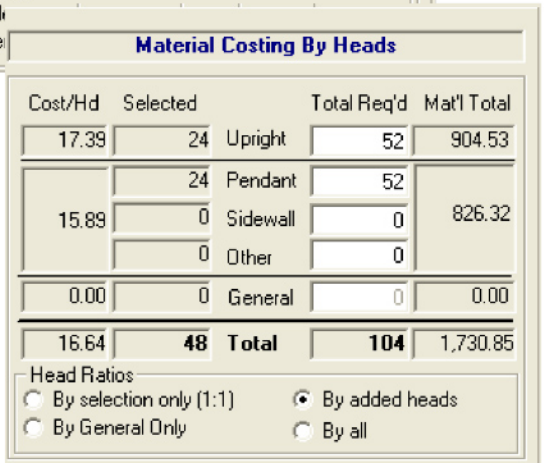
PROGRAM FEATURES

#1. Price Areas

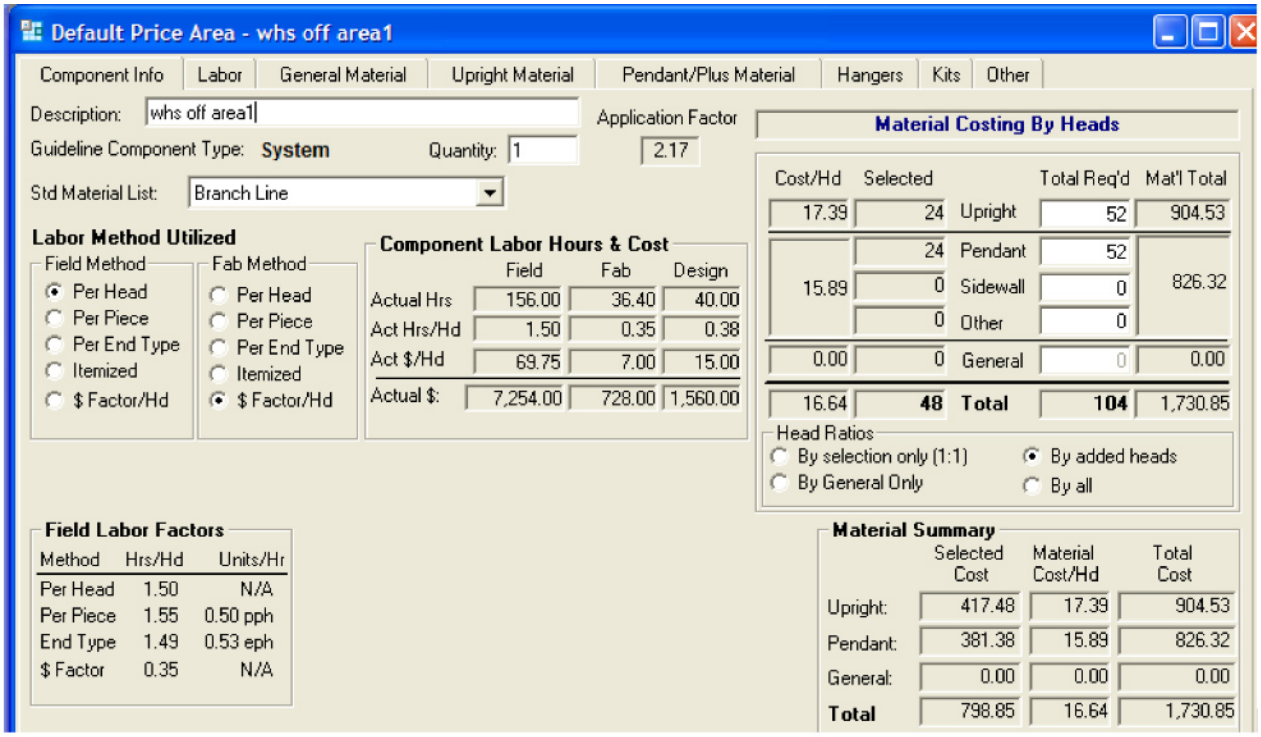
Price areas can be created manually or added to automatically created price areas establish by automated transfer from any AutoSPRINK program or from AutoPRICER's own built-in program AutoSPRINK pipe. There is no limit to the number of price areas allowed and each area has its own material and fabrication, design and installation labor applied separately. Pricing can be applied as shown or can be dynamically applied on a cost per head bases.



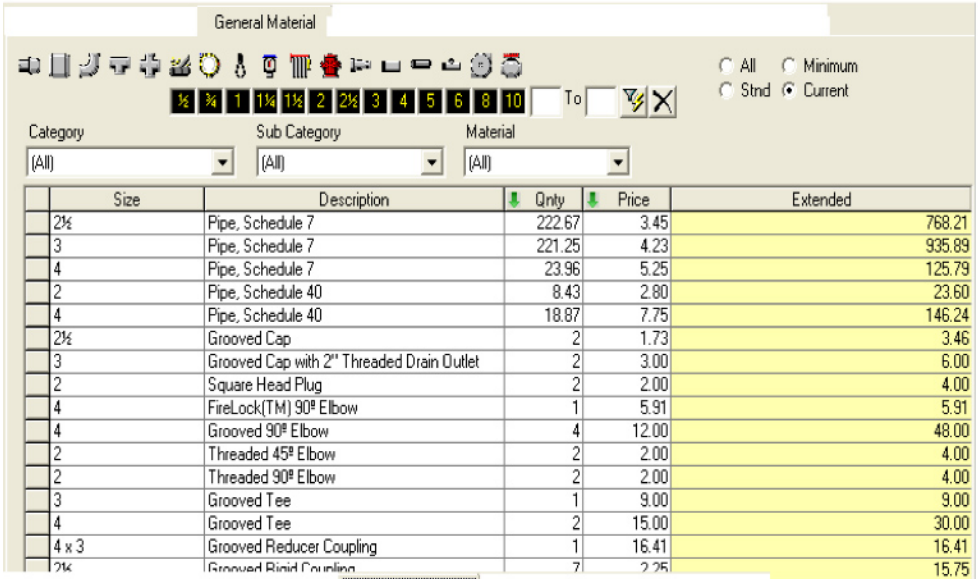
To keep from having to layout an entire project to price it AutoPRICER automatically calculates the cost per sprinkler for upright and pendent sprinklers separately.

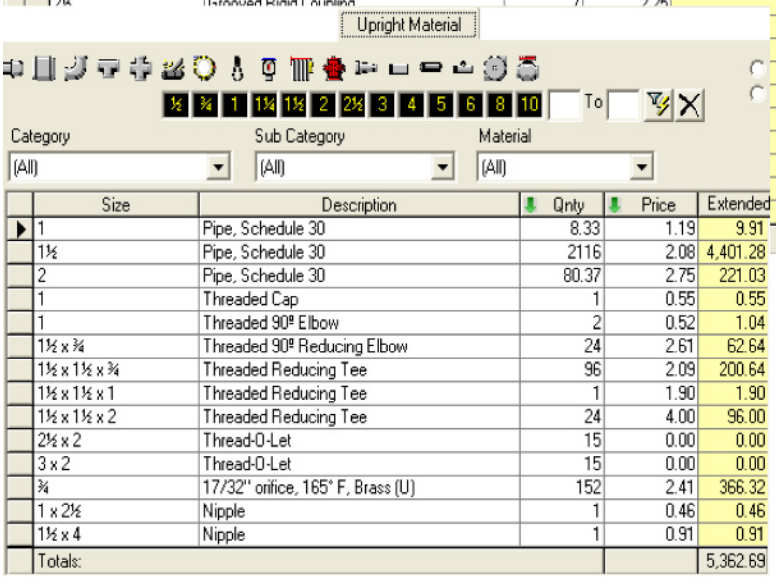


This allows smaller typical designs or areas to be priced that can be used to accurately price the entire project. In the two examples shown here notice 32 uprights were selected and 669 were priced. This factoring also applies all areas such as field labor and fabrication

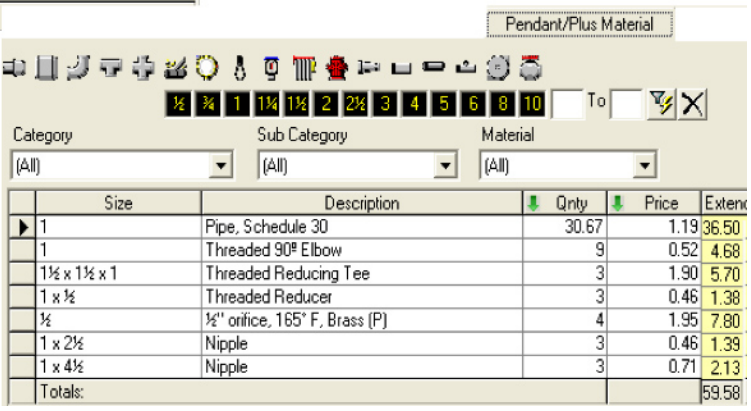


#2. Material Costs





Material is broken down into three main categories, GENERAL, which is usually larger piping including mains, risers and bulk piping. UPRIGHT, material includes all piping from the cross main including the riser nipple and the weld-o-let it's attached to up to and including the upright sprinkler. This allow the weld-o-let to be included in the upright head cost so when doing partial take off the user won't have to be concerned with determining the number of welded outlets needed. The third is PENDENT and SIDEWALL material. This includes all material from the tee on the upright line (or the entire branch line similar to upright pricing when no uprights are present) up to and including all armover and drop material up to and including the pendent and sidewall sprinklers. HANGERS are picked off and priced separately but are still compiled in all cost per head costing. KITS and OTHER are the remaining pricing categories.



#3. Field Labor

Labor Can be accomplished and analyzed four separate ways. Hours per head, Pieces per hour, End preps per hour and Itemized. The programs internal intelligence allows instantaneous analysis of the system to determine not only component pricing but it also knows the number of pieces of each type of pipe and the number of each type of end type preparation.

Even if you use only one method to determine labor costing it can be very beneficial to compare it against other methods to assure accuracy and instill confidence.

Field | Fab | Design

Field Labor - Per Head

Head Type	Phase	Qnty	Factor
General	Rough-In	0	0.5
Upright	Rough-In	24	1.0
Pendent			
Sidewall			
Other			
Pendent			
Sidewall			
Other			

Field Labor: (•) Per Head ( ) Per Piece ( ) Per End Type

Field | Fab | Design

Field Labor - Per Piece

Size	Source	Qnty	Factor
8	Lines	0.0	1.2
1¼	Mains	0.0	0.65
1½	Mains	0.0	0.65
2	Mains	0.0	0.65
2½	Mains	0.0	0.65
3	Mains	0.0	0.85
4	Mains	0.0	0.85
5	Mains	0.0	1.05
6	Mains		
8	Mains		
10	Mains		
12	Mains		
1	Drops		
1¼	Drops		

Field Labor: ( ) Per Head (•) Per Piece ( ) Per End Type ( ) Itemized ( ) $/Hd — Use this method

Field & Fab Summary - Actu

	Per Head Hrs
Field	156.00 hrs
Fab	78.00 hrs
Adj Factor	100 %
Field Diff Factor	0 %

Field & Fab Summary - Actual Hours

	Per Head Hrs	Per Piece Hrs	Per End T Hrs
Field	156.00 hrs	161.66 hrs	155.2
Fab	78.00 hrs	58.03 hrs	17.7
Adj Factor	100 %	90 %	1
Field Diff Factor	0 %	0 %	

Labor

Field

Field Labor

Size	Item	Qnty	Factor
1	Threaded	48.0	0.2
1¼	Threaded	0.0	0.22
1½	Threaded	12.0	0.3
2	Threaded	76.0	0.35
2½	Threaded	0.0	0.35
3	Threaded	0.0	0.4
4	Threaded	0.0	0.5
6	Threaded	0.0	0.6
8	Threaded	0.0	0.6
10	Threaded	0.0	0.6
12	Threaded	0.0	0.6
1	Grooved	0.0	0.2
1¼	Grooved	0.0	0.22
1½	Grooved	0.0	0.3

Field Labor: ( ) Per Head ( ) Per Piece (•) Per End Type ( ) Itemized ( ) $/Hd — Use this method

[x] Grooved
[ ] Plain End
[ ] Butt Weld
[ ] Buff/Polish
[ ] Braze
[ ] Bell
[ ] F-Propex

Field & Fab Summary - Actual Hours

	Per Head Hrs	Per Piece Hrs	Per End Type Hrs	Total Itemized Hrs	$/Hd (In Hours)	Currently In Use (Hrs)	
	156.00 hrs	161.66 hrs	155.22 hrs	1.30 hrs	0.00 hrs	156.00 hrs	
	78.00 hrs	58.03 hrs	17.71 hrs	12.81 hrs	**36.40 hrs**	36.40 hrs	
	100 %	90 %	180 %	100	%	(100% indicates no change)	
	0 %	0 %	0 %	0	%	(zero indicates no change)	

#4. Design Labor

Design

Design Breakdown

Description	Hours	Quantity	Total
Drawing Procurement	0.00	0.00	**0.00**
Field Survey	0.00	0.00	**0.00**
Hydraulic Calculations	0.00	0.00	**0.00**
Meetings	0.00	0.00	**0.00**
Miscellaneous	0.00	0.00	**0.00**
O&M Manuals	0.00	0.00	**0.00**
Place Structural	0.00	0.00	**0.00**
Product Submittal	0.00	0.00	**0.00**
Project Management	0.00	0.00	**0.00**
Stock List	0.00	0.00	**0.00**
System Design	40.00	1.00	**40.00**
Travel	0.00	0.00	**0.00**
Total Breakdown Hours:			**40.00**

Note: Design Labor does not use the application factor (head ratio's or price area quantity)

Field & Fab Summary - Actual Hours

	Per Head Hrs	Per Piece Hrs	Per End Type Hrs	Total Itemized Hrs	$/Hd (In Hours)	Currently In Use (Hrs)	
Field	**156.00 hrs**	161.66 hrs	155.22 hrs	1.30 hrs	0.00 hrs	156.00 hrs	
Fab	78.00 hrs	58.03 hrs	17.71 hrs	12.81 hrs	**36.40 hrs**	36.40 hrs	
Adj Factor	100 %	90 %	180 %	100	%	(100% indicates no change)	
Field Diff Factor	0 %	0 %	0 %	0	%	(zero indicates no change)	

As shown below, Design Labor can be determined for each price area or determined globally for the entire project. Here engineering can also be calculated on a dollar-per-sprinkler basis or on an hour-per-head basis.

Design Labor Worksheet

Select Breakdown Cost Area: System

Design Breakdown

Description	Hours	Quantity	Total
Drawing Procurement	0.00	0.00	**0.00**
Blockout	0.00	0.00	**0.00**
Background Cleanup	0.00	0.00	**0.00**
Place Structural	0.00	0.00	**0.00**
Hydraulic Calculations	0.00	0.00	**0.00**
System Design	0.00	0.00	**0.00**
Field Survey	0.00	0.00	**0.00**
Stock List	0.00	0.00	**0.00**
Product Submittal	0.00	0.00	**0.00**
AHJ Submittal	0.00	0.00	**0.00**
Project Management	0.00	0.00	**0.00**
O&M Manuals	0.00	0.00	**0.00**
As Builts	0.00	0.00	**0.00**
Meetings	0.00	0.00	**0.00**
Total Breakdown Hours:			**0.0**

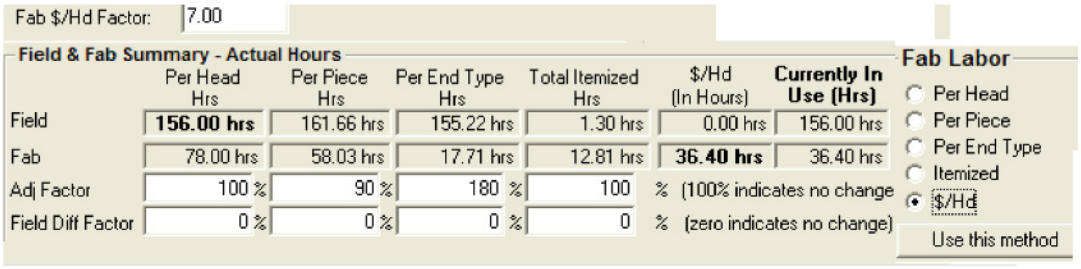
[x] **Use a Per Head Factor**

Mode: (•) Override all design ( ) Override all except guideline ( ) Add

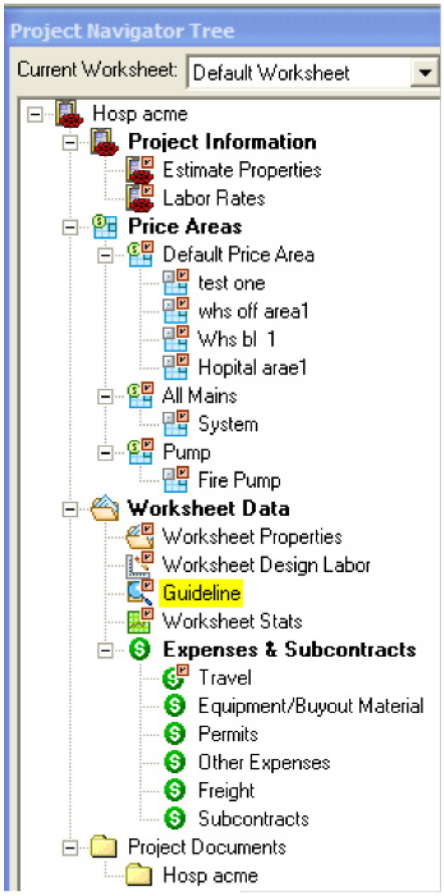
Units: ( ) $/Hd (•) Hrs/Hd 8 Hrs/Hd

Apply Factor To: System

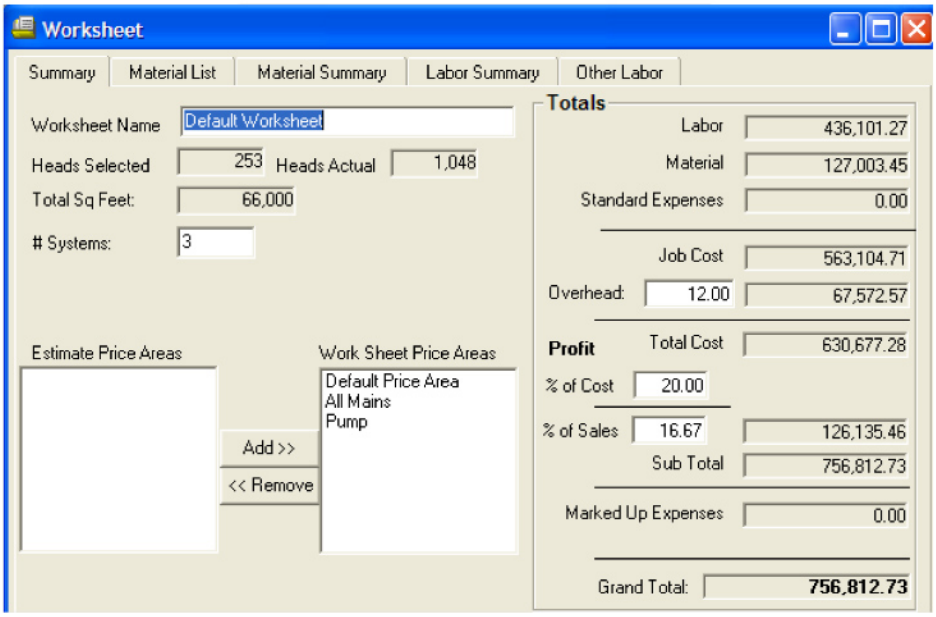
#5. Fabrication costs



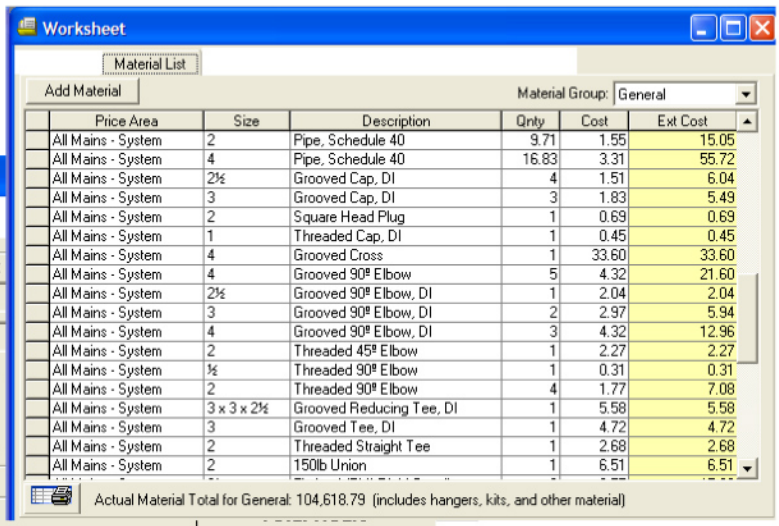
SUMMARYS AND ANALYSIS

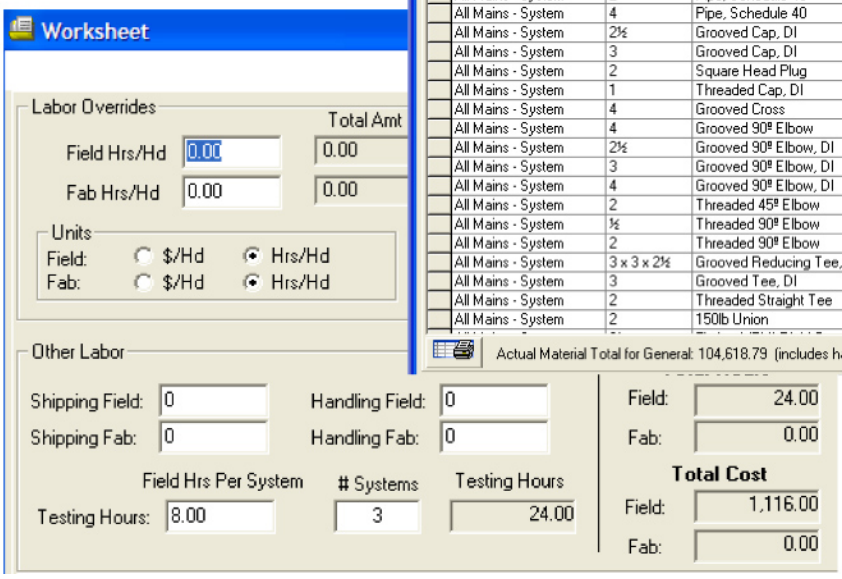


#6. Work Sheet data



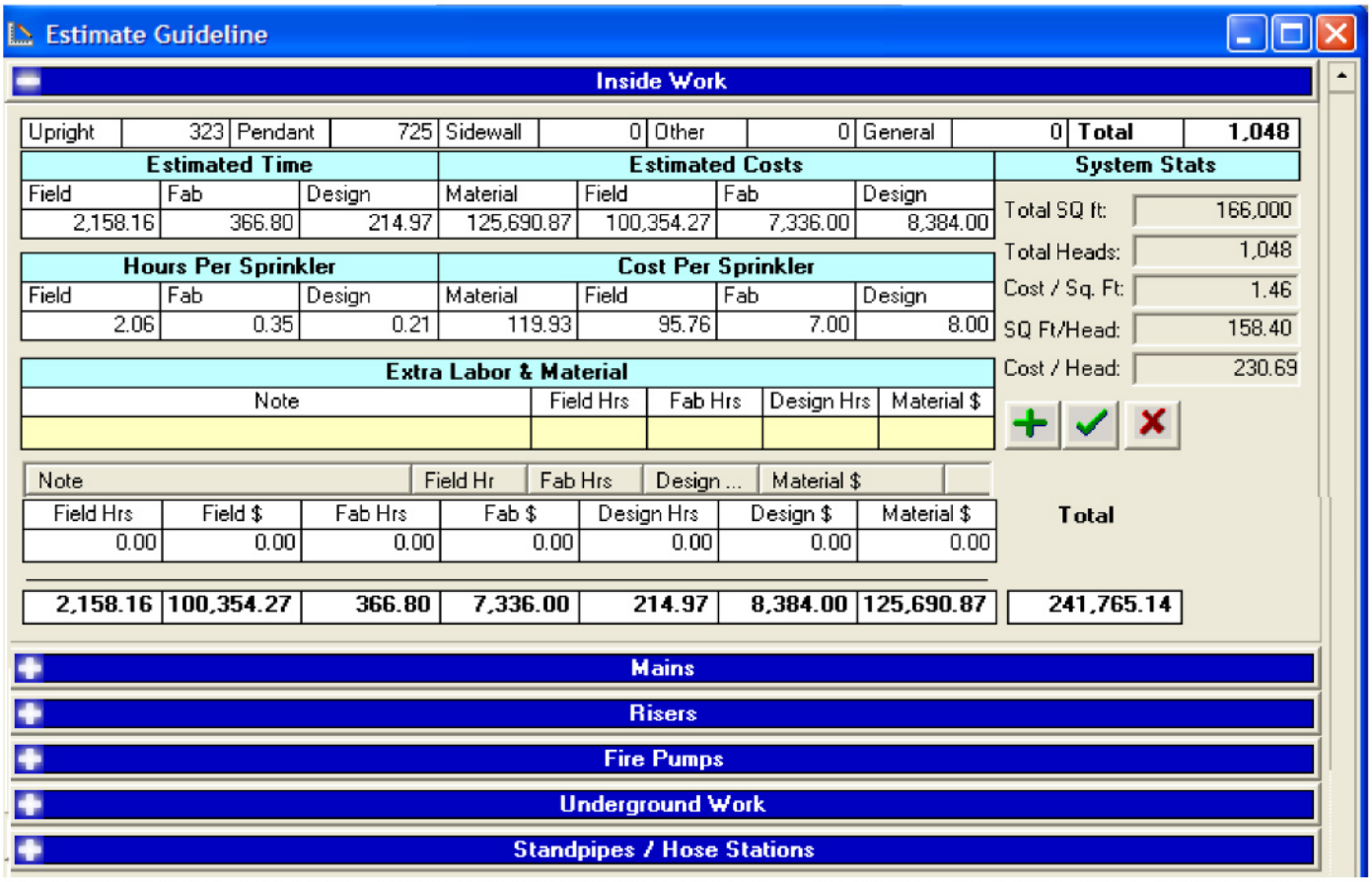
This section shows total material and labor summaries; and allows both material and labor editing. It is also for field labor override to analysis cost on an hours-per-head basis or a dollar-per-head basis.





Extra material can be added at any time.

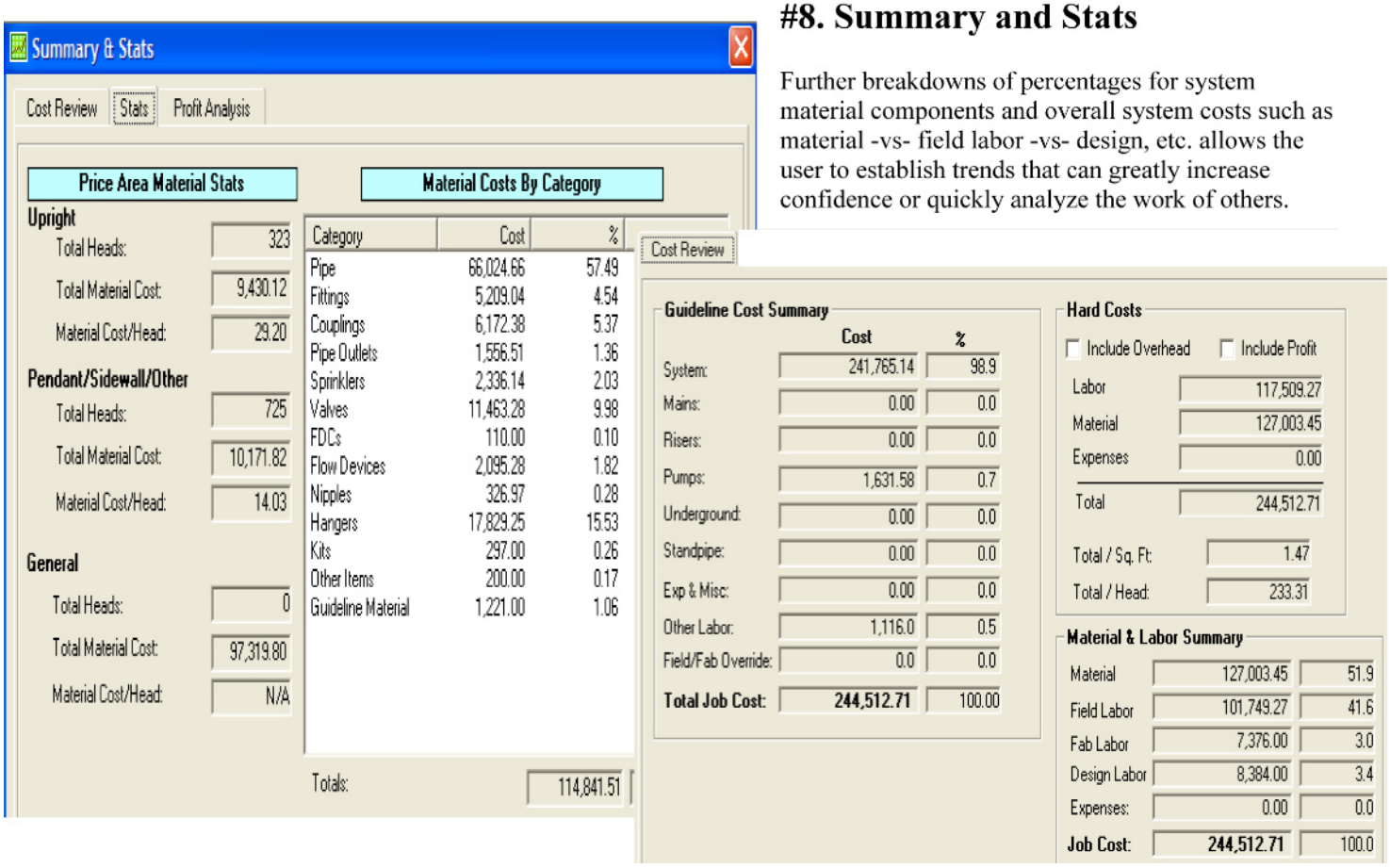
#7. Estimate Guideline



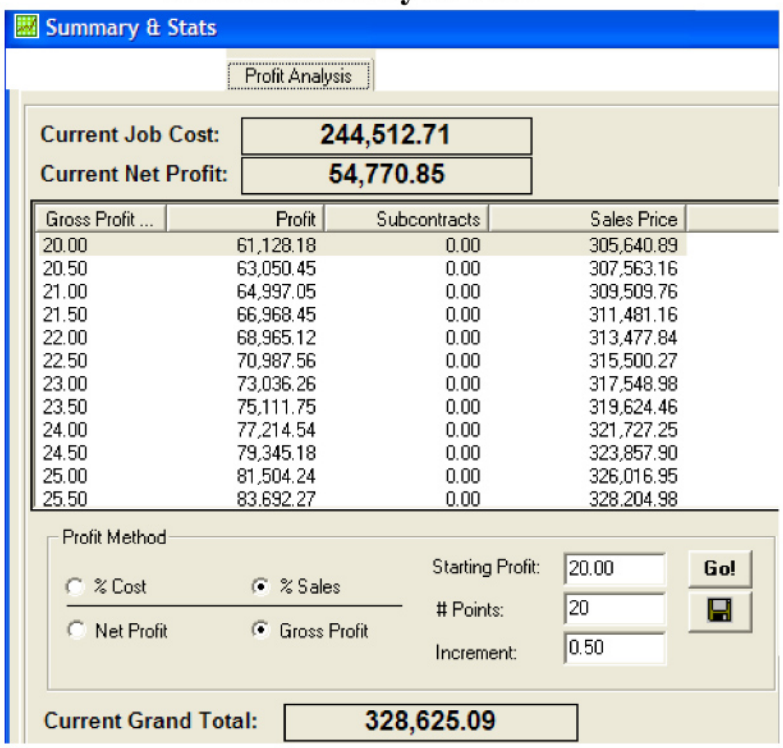
Guideline statistics are kept in real-time in the background and can be viewed at any time during the estimating process. The user has complete control on where the costs can be applied. Costs can be combined into one system area as above or they can be separated and applied to the various categories depicted below it.

#8. Summary and Stats

Further breakdowns of percentages for system material components and overall system costs such as material -vs- field labor -vs- design, etc. allows the user to establish trends that can greatly increase confidence or quickly analyze the work of others.

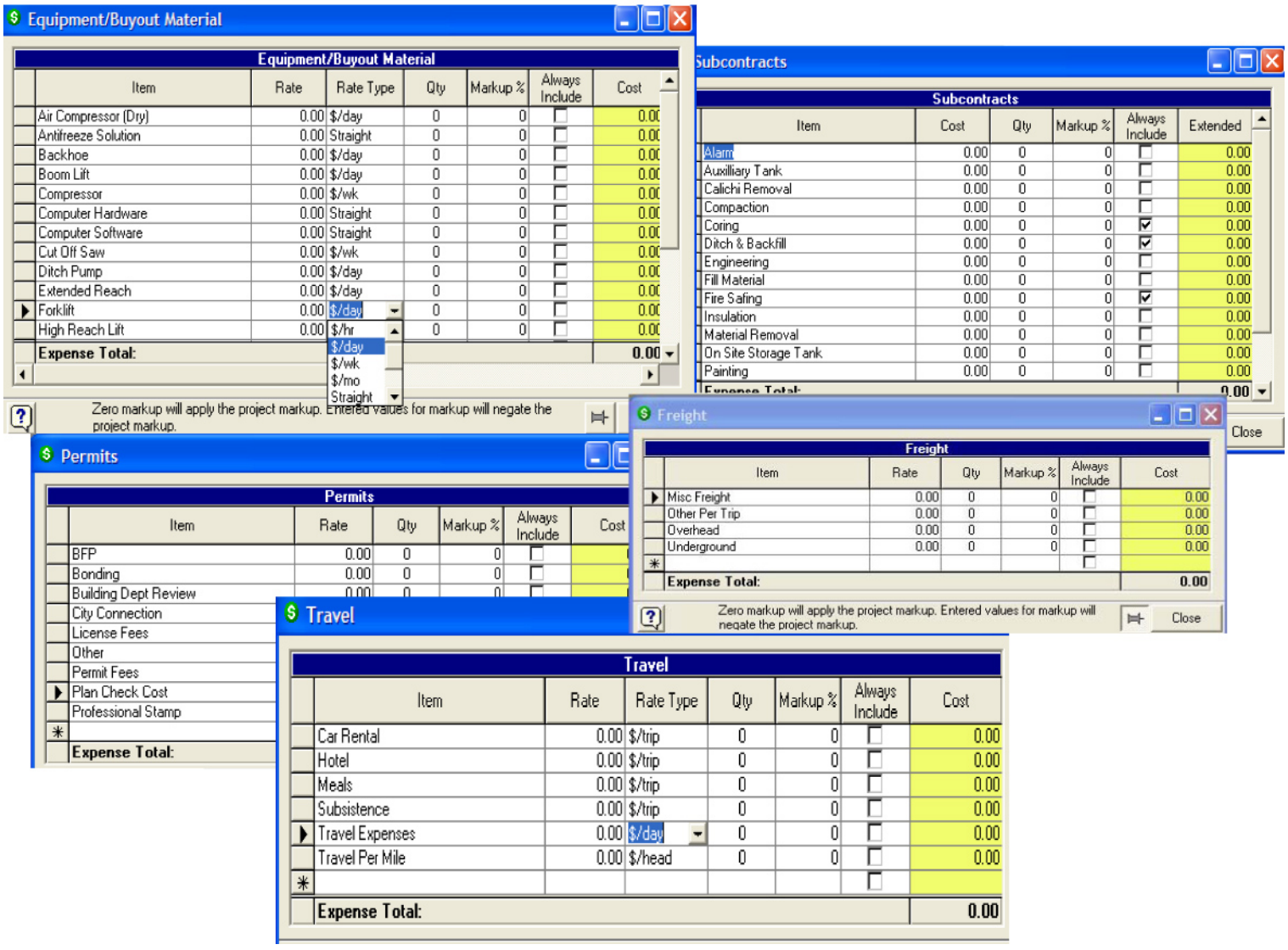


#9. Profit Analysis Tool

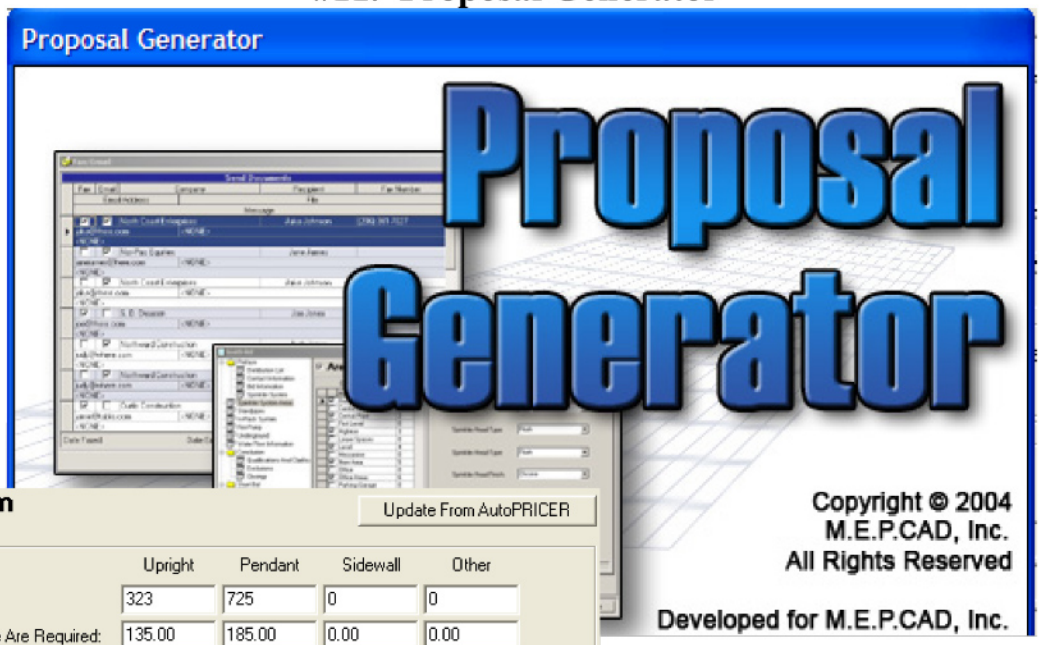


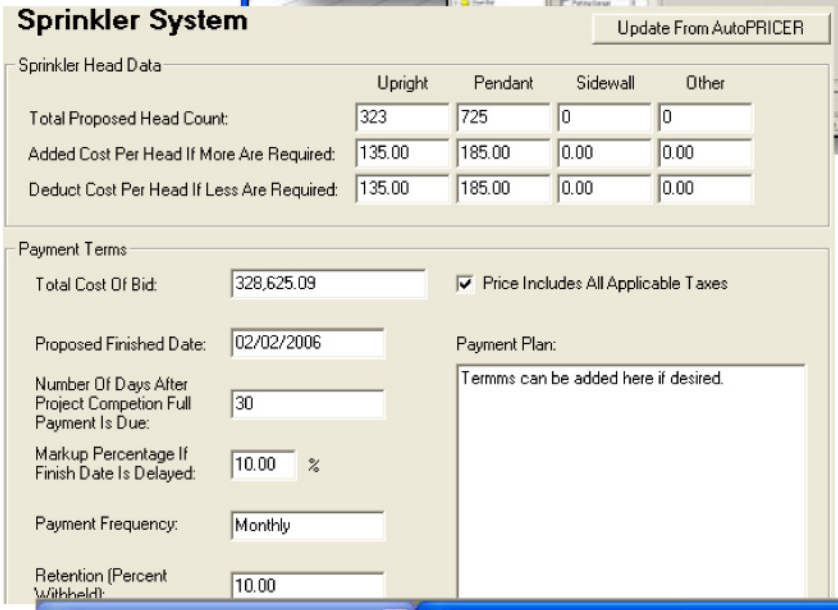
Quickly and easily determine final costing on either a percent of cost or percent of sales bases.

#10. Expenses & Subcontracts



#11. Proposal Generator

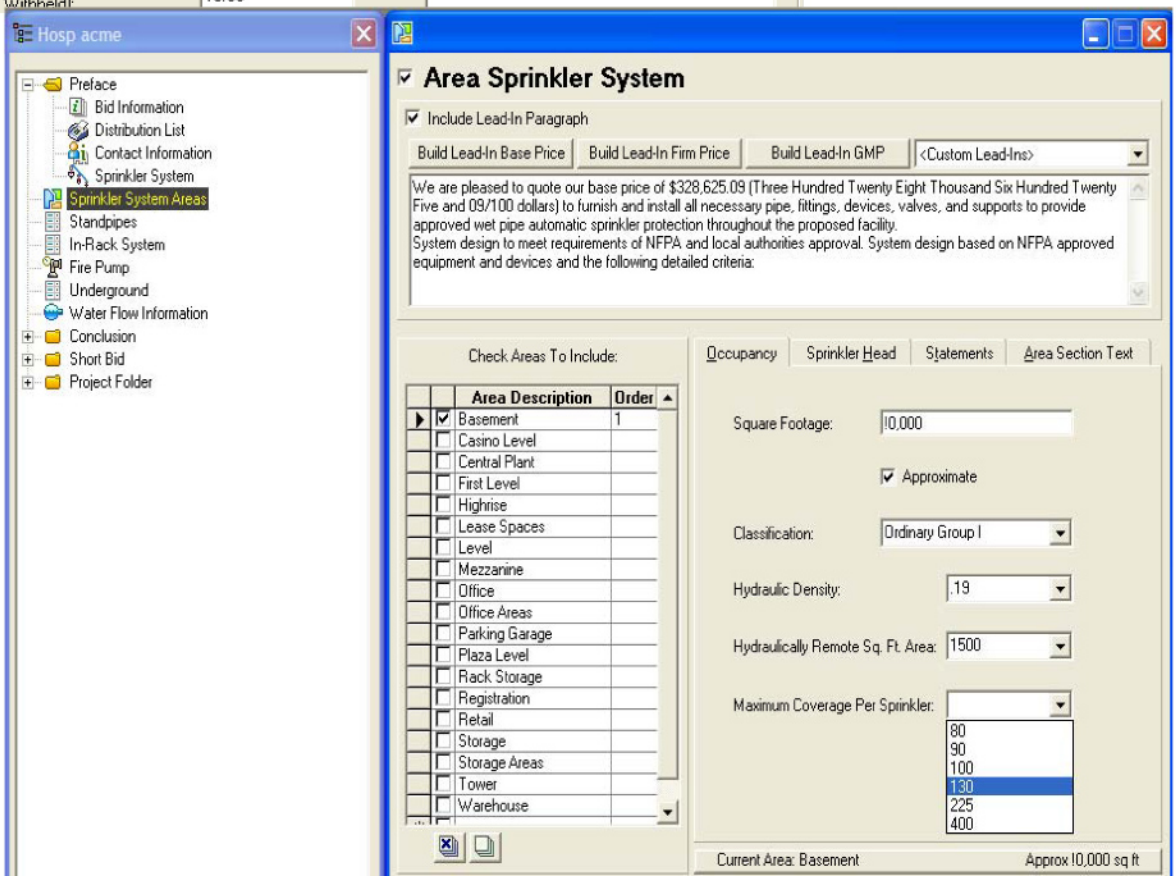




Most bid information is transferred from the estimate. The built-in Distribution list of clients can be imported from e-mail or other contact lists such as outlook or built from scratch.

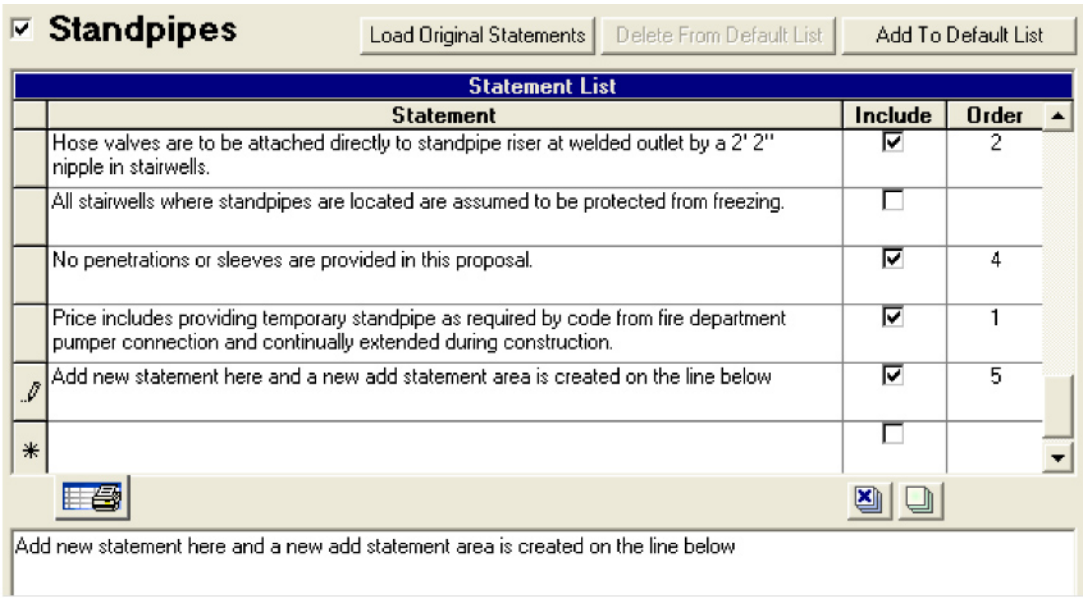
Sprinkler head data caries the committed total price from the Profit and analysis tool and other information to be included in the proposal may be entered here as well.

Area Sprinkler System has a default lead-in statement with easy access to as many user entered default statements as desired. It allows detailed customization of any area to be quickly defined by answering a few 5 questions regarding size and occupancy requirements and a few regarding heads type and coating on the next tab that are then converted into complete detailed paragraphs in the proposal.

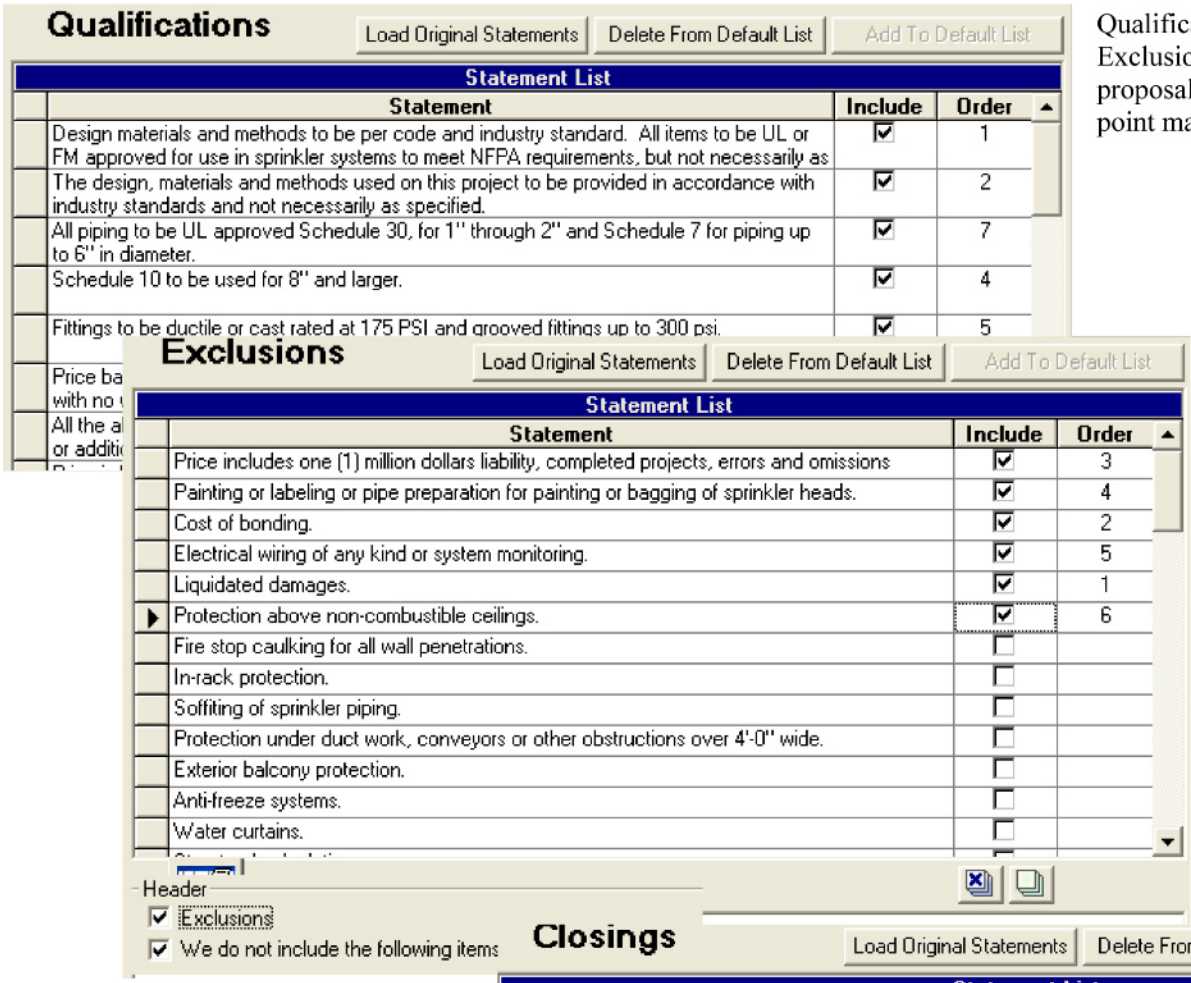


Additional opening and closing default statements can be kept and applied to the defining paragraphs under the statements tab and everything can be pre-viewed in the area section text portion.

Standpipes, In-Rack, Fire Pump and Underground statements and clarifications are easily added to the body of the proposal by point and click entry of default statements for those areas in the order they are to be displayed. The order can be changed by simply clicking on the order # of the statement and changing it. The reminder will alter accordingly. These statements can also be easily edited by typing in a new statement where indicated with an asterisk or editing an existing statement where it is displayed in the editing space below. The user can then delete any existing statement or add the new one to the default list by re-pressing the appropriate button at the top of the lists.

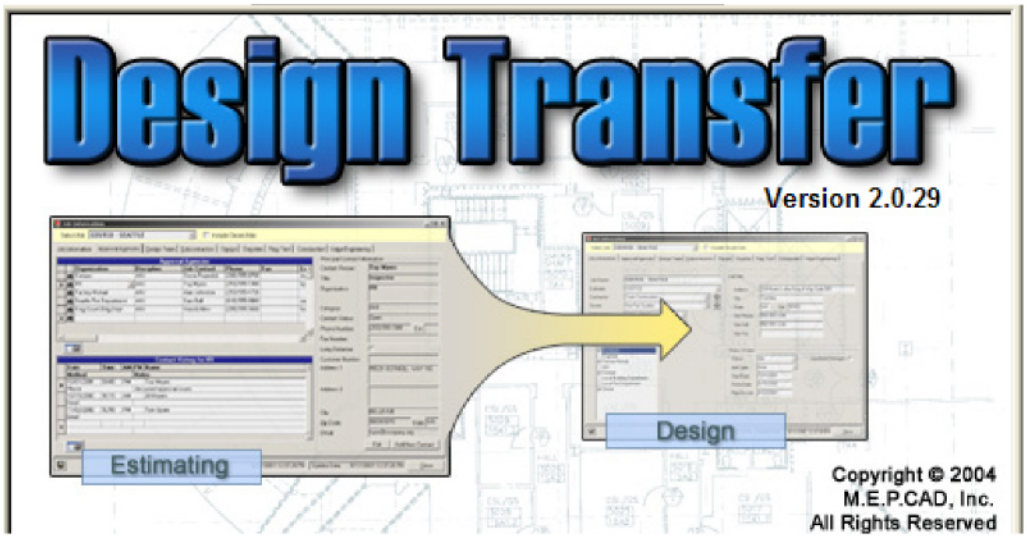


Qualifications/Clarifications and Exclusions are added to the proposal in the same click and point manner.



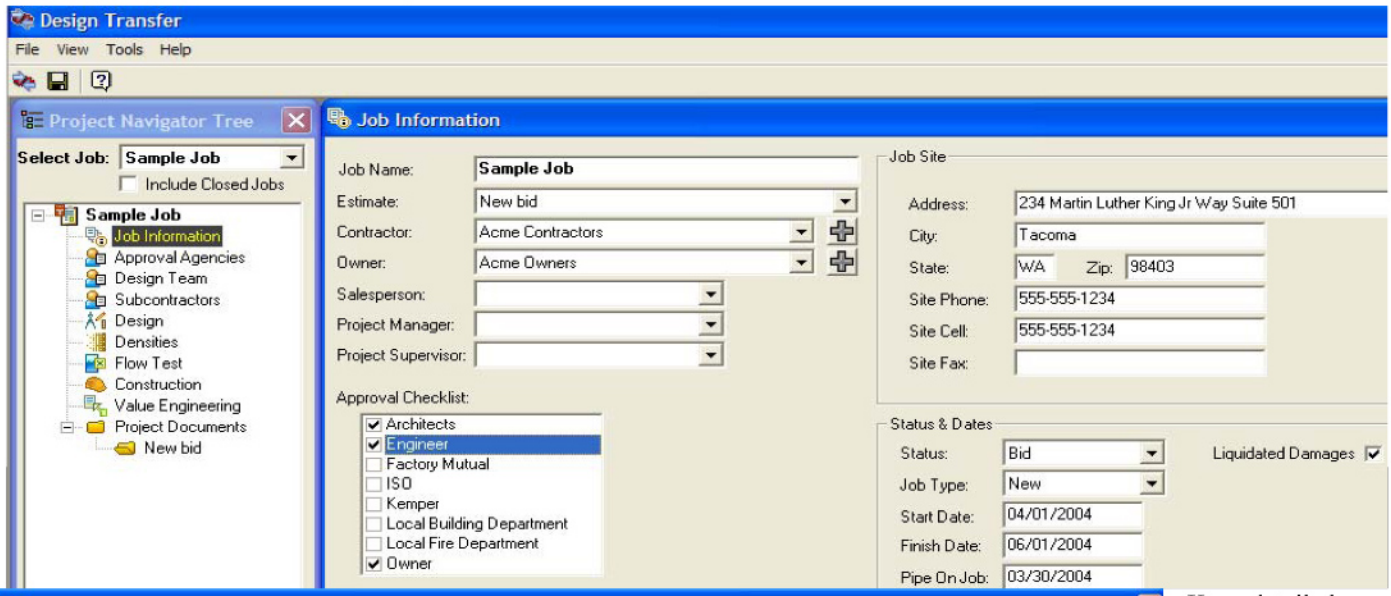
Along with Closings statements, there is also a short form proposal available for smaller projects and "Day Works" that function in the same manner

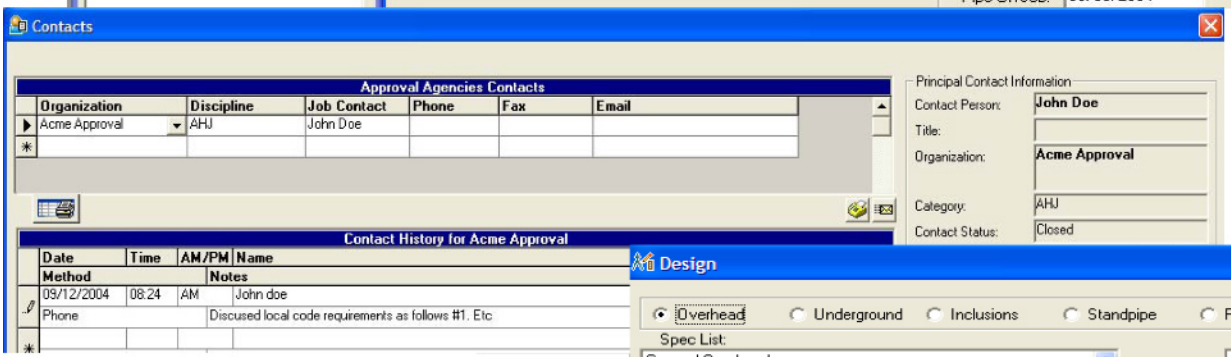
#12. Design Transfer



Greatly increase profitability through organized communication between departments.

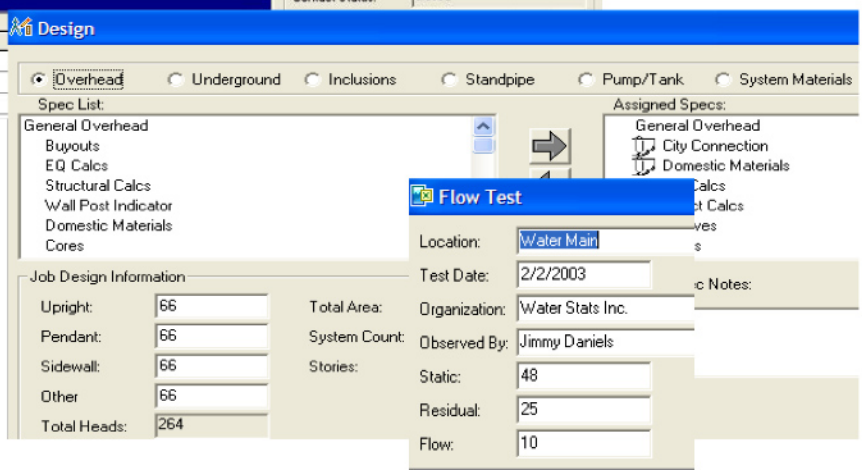
Easily keep track and document all pertinent and important information obtained during the estimate process to be passed on the design department with the same point and click ease.



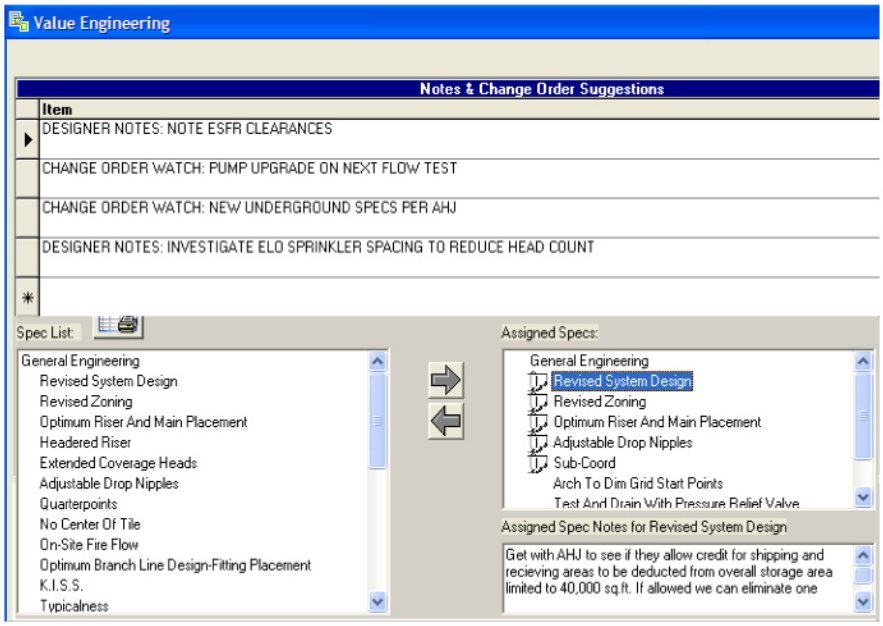


Keep detailed records of meetings or conversations with AHJ's, Design teams and consultants; and confirm them with the handy built-in fax or email send button. All entered information is stored and ready for transfer to the design department at any time in a clear and concise report.

Along with all other relevant information, specify and clarify all materials used for each portion of the project and make detailed notes to the designer in the design and densities portion of the program.



Value Engineering ideas, notes and possible change orders for the designers to be aware of and process during the design and project management progress is undoubtedly the most valuable and bottom-line profit generating portion of the program.



#13. AutoSPRINK PIPE

AutoPRICER is available with its own simplified design program including completely automated hydraulic calculations.

Its windows based user-friendly platform can be taught in a couple of days with, or without, CAD experience. It already contains hundreds of details and assemblies in its parts bin that can be placed in the drawing, used “as is” or modified, and automatically priced. You can also easily save your own details in the parts bin for future use.