

Meridian Systems   
**CUSTOMER SUMMIT 2012**



O V E R V I E W

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**wine**st  
WinEstimator, Inc.

**Steve Watt**

*President/CEO, WinEstimator, Inc.*

## **AGENDA**

### **1. Overview: WinEstimator, Inc.**

- *company review; organization*
- *markets served*
- *full-cycle development approach*

### **2. The WinEst Product Suite**

- *WinEst core products: WinEst Pro, Pro Plus, eTeam*
- *Modelogix3*
- *Virtual Takeoff*
- *OST Integrator*
- *DesignEst Pro*
- *Enterprise Data Manager*
- *Scheduling integration solutions*

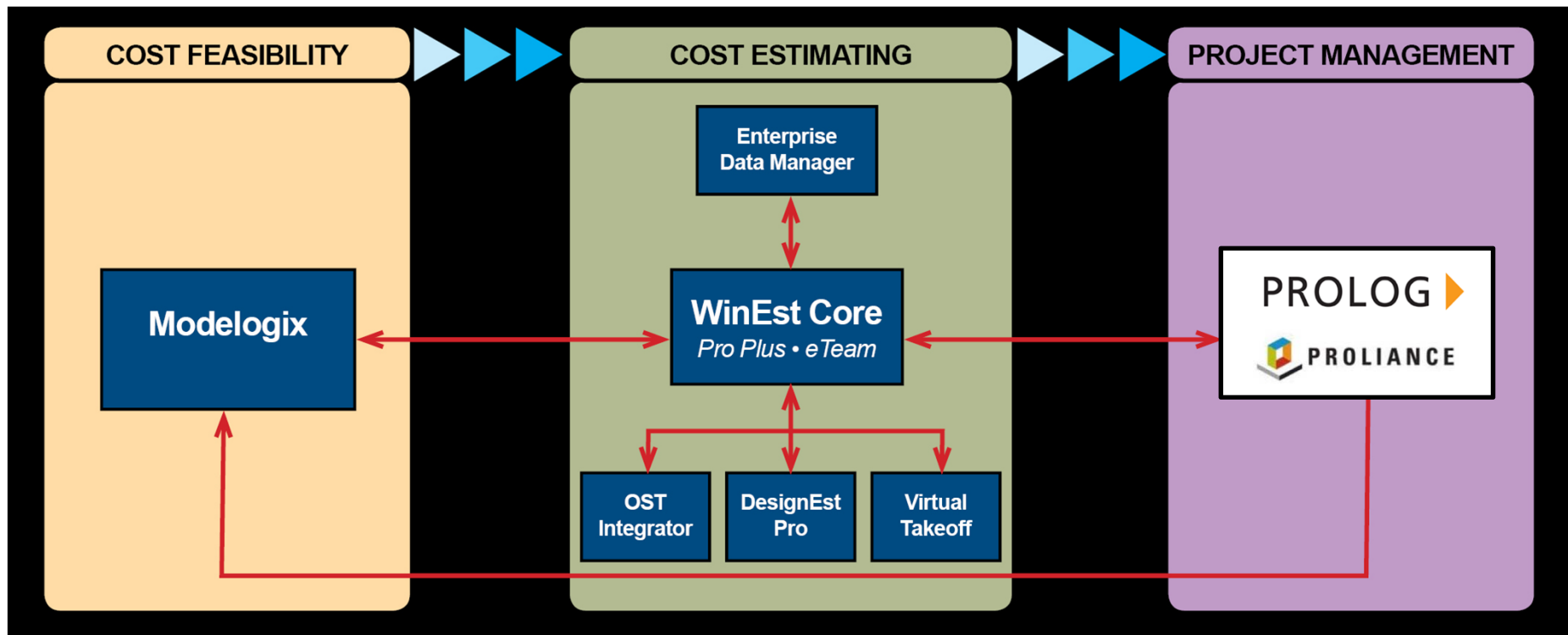
### **3. What's Next: Partnership with Trimble and Meridian Systems**

## WinEstimator, Inc.

- Founded 1992  
*Seattle (Kent), Washington*
- World's first Windows-based cost-estimating solution
- Used worldwide; USA-based technical support
- Proven commitment to on-going development and advancement
- Virtually all markets, all niches:  
*government/public works | large vertical construction  
energy and petrochemical | bridges and roadway infrastructure  
facility owners | project/construction management*



# Full-cycle development of estimating tools



# The WinEst Product Suite

## WinEst Core Products: WinEst Pro, Pro Plus, eTeam

- **WinEst Pro** -- Lets you easily create, manage and integrate detailed project estimates to increase productivity and customize essential documents. The user-friendly workspace interface simplifies estimating, cost-information gathering, bidding and buying—saving time, minimizing errors and optimizing efficiency.
- **WinEst Pro Plus** -- Empowers the professional estimator to easily create, manage and update cost estimates. Essential to efficient integrated estimating, cost-data gathering, bidding and buying.
- **WinEst eTeam** -- The professional's solution for efficient and comprehensive estimating teamwork. Designed for companies where collaborative estimating is critical, eTeam lets your team simultaneously produce and share estimates from anywhere.

# The WinEst Product Suite

## Modelogix3

- One of the first systems to truly leverage a company's project-cost history, WinEst's Modelogix cost-modeling tool ties seamlessly to data from any leading cost-tracking solution—including MS Excel, WinEst and many others.
- Data is stored and managed in a user-defined cost structure and readily accessible, as needed, throughout your organization.



# The WinEst Product Suite

## Virtual Takeoff

- A powerful on-screen takeoff tool, WinEst's Virtual Takeoff enables users to perform takeoffs directly from their PC screen.
- With Virtual Takeoff, takeoffs can be done anywhere, anytime. Manage takeoffs easier and integrate them seamlessly with WinEst's core applications.

# The WinEst Product Suite

## OST Integrator

- A quantum leap in data integration, OST Integrator works seamlessly with On Center's On-Screen TakeOff software to make the most of your takeoff data.
- Less time spent on takeoffs means more time to spend on the art and craft of estimating—value engineering, design/constructability review, etc.



# The WinEst Product Suite

## DesignEst Pro

- WinEst's BIM-integration application leverages Revit Architecture's detailed design information to quickly produce both conceptual budgets and detailed cost estimates.
- Easily explore various design scenarios and immediately see the impact on your project's budget.
- DesignEst Pro runs within Revit, so you see object costs without having to leave the application.

# The WinEst Product Suite

## Enterprise Data Manager

- Successfully manage cost estimates and supporting documents throughout your enterprise. From the corporate office or a remote location, you have instant access to your estimates.
- Even better, you have a saved copy of that estimate as it moves through critical estimating phases—defined by your company.
- Team and user-based security ensures that proprietary data is protected and accessible only by designated team members.

# The WinEst Product Suite

## Scheduling Integration

- **MS Project Integrator** - A unique two-way interface with MS Project that dramatically reduces time required to load individual tasks with supporting estimate details. The result? More time for exploring *What-If* scenarios, like resource leveling and changing the dependencies between tasks.
- **Primavera Integrator** - This unique two-way Primavera interface greatly reduces the time needed to load individual activities with supporting estimate details.

# What's Next:

## The WinEst/Meridian/Trimble Partnership

- **Match.com? eHarmony?**  
No... *Just a perfect fit.*
- **Synergy; enhanced resources**  
The future is bright and exciting.
- **A collaborative, market-driven approach**  
Products and development driven specifically  
by *the needs of the market.*



**OVERVIEW:** **wine**st****  
WinEstimator, Inc.



# Q & A

**wine**st****  
WinEstimator, Inc.

ADVANCING THE ART AND SCIENCE OF COST ESTIMATING