

Sage Estimating

Discover the next generation of the estimating software trusted by top companies for over 40 years — now with innovative cloud bid analysis tools powered by Sage Ai.



Trusted by industry leaders for decades, Sage Estimating delivers better estimates by every measure.

Sage Estimating provides a smarter, faster, and more profitable way to estimate. Create more accurate and reliable estimates and win more jobs with flexible assemblies, AI-powered takeoff tools, cloud-collaboration capabilities, and real-time bid analysis powered by Sage Ai.

- **Replace error-prone spreadsheets** with fast, precise estimates tailored to match project specifications and client preferences.
- **Analyze incoming bids with speed and confidence** using cloud-based bid leveling and subcontractor selection tools designed for bid-day decisions.
- **Leverage AI-powered takeoff tools** that maximize precision and reduce takeoff time by 50% or more versus manual or spreadsheet methods.
- **Integrate seamlessly** with Sage finance and construction management software, so once a bid is accepted, information flows automatically.

“Humbly, I give Sage Estimating a lot of credit for helping us win new business. Our conversion rate is 90-percent plus, and it’s almost entirely from referrals that have experienced our professionalism and the quality of our estimates.”

— Terry Rubke, founder and president, T.K. Rubke

Sage



Estimating



Bid Analysis



Takeoff

“An estimate that takes me four hours to complete in Excel takes me 20 minutes to complete in Sage Estimating.”

— Jeff Binder, estimator, W.M. Schlosser Construction Company

Ignite your estimating engine and build your business

Sage Estimating eliminates the pain associated with complex calculations and manual, repetitive estimating tasks. With an intuitive interface featuring familiar bid worksheets, building accurate and competitive estimates is easy. Trade-specific databases, smart assemblies, and advanced take-off support do the heavy lifting for you — and the system calculates material, equipment, and labor costs to address self-perform work.

See the full picture with modern reporting and dashboards

Sage Estimating gives you a complete view of your estimating data — past and present — so you can make better, faster decisions. With access to historical estimates in one place, you can spot cost trends, compare similar projects, and have a better understanding of where your numbers come from.

Create reports that fit the way you work or connect to Power BI for visual dashboards that turn estimating data into clear, actionable insight. Track unit costs, monitor performance, and uncover patterns that help you sharpen your bids and reduce risk when it matters most. Whether you're reviewing past estimates or preparing your next one, you'll have the clarity and confidence to move forward.

Achieve precision with AI-powered takeoff tools

Profitable projects start with accurate takeoffs. Available as an add-on, eTakeoff Dimension is an AI-powered takeoff tool that integrates with Sage Estimating and quantifies materials and quantities from project drawings with 98% accuracy. Experience the only solution with two AI features — creating a fully automated and integrated takeoff approach — and reduce takeoff time by 50% or more versus manual or generic spreadsheet methods. Plus, it allows you to work with native PDF files without conversion, eliminating the need to convert PDFs to TIFFs.

Get projects on the fast track by connecting estimating with the rest of your business

Easily share data between Sage Estimating and your Sage finance and construction management solutions with no data reentry or associated errors. Once your bid is accepted, estimate details flow automatically into project and financial workflows, eliminating redundant tasks, data entry errors, and omissions. All team members remain on the same page, looking at the most current data. This helps everyone make well-informed decisions and move projects through the lifecycle from start to finish, ensuring project profitability.

Core capabilities

- | | | |
|---|--|--|
| • Trade-specific cost databases | • Integrated bid analysis | • Advanced takeoff capabilities |
| • Flexible assembly customization | • Robust reporting and analysis tools | • Integration with BIM |
| • Full cost category support | • Instant access to historical estimates | • Multi-user functionality |
| • AI-powered bid insights and anomaly detection | • Built-in W/MBE and subcontractor compliance tracking | • Risk management and compliance assurance |



Sage | Sage Estimating Projects Subcontractors BSI Headquarters - BidMatrix

Bid Matrix Base Bid : 23 - HVAC

+ Add Subcontractor + Add Phase + Expand All Collapse All Lock Matrix Export Highlights

Phase	QTY	Cost Category	Matrix Budget	Airco Mechanical	AAA Mechanical	ACME Mechanical	Harder Mech...	American Mech...	Beaverton Mec...	Midstate Mech...	Ivey Mechanical...
> 21310.000 - Fire Sprinklers	20,000 sqft	Subcontractor	\$42,590	✓	\$40,256	\$0	\$39,856	\$43,958	\$42,595	✓	\$44,565
> 22405.000 - Plumbing	20,000 sqft	Subcontractor	\$7,261	✓	\$6,000	\$7,582	\$7,326	\$7,685	\$7,458	✓	\$7,158
> 23550.000 - HVAC Equipment	20,000 sqft	Subcontractor	\$676,521	✓	\$647,859	\$655,858	\$655,256	\$641,255	\$672,544	✓	\$655,985
> 23557.000 - HVAC Ductwork	20,000 sqft	Subcontractor	\$743,193	✓	\$800,000	\$732,588	\$722,589	\$732,859	\$721,542	✓	\$735,655
> 23560.000 - HVAC Controls	20,000 sqft	Subcontractor	\$148,500	✓	\$300,000	\$145,852	\$165,855	\$146,859	\$156,855	✓	\$144,589
Total			\$1,618,065	\$1,598,568	\$1,794,115	\$1,541,880	\$1,590,882	\$1,572,616	\$1,600,994	\$1,598,658	\$1,587,952
Discount Price			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Selected Total			\$0	\$0	\$6,000	\$0	\$39,856	\$0	\$721,542	\$0	\$800,574
Total Supplement / Percent of Total			\$0 / 0.0%	\$0 / 0.0%	\$0 / 0.0%	\$0 / 0.0%	\$0 / 0.0%	\$0 / 0.0%	\$0 / 0.0%	\$0 / 0.0%	\$0 / 0.0%

Clarifications

+ Add Clarification + Import Clarifications

Description	Airco Mechanical	AAA Mechanical	ACME Mechanical	Harder Mech...	American Mech...	Beaverton Mech...	Midstate Mech...	Ivey Mechanical...
Received signed addenda?	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕
Included under slab hangers?	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕
Is Cleanup Included?	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕
Includes full pressure testing?	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕
Bid as per plans and specs?	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕
Bid as per schedule?	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕	⊖ ⊕

Details Alternate Breakdown Clarifications History

Conquer the chaos of bid day with built-in bid leveling and analysis

Sage Estimating helps preconstruction teams cut through the noise of bid day by bringing subcontractor and vendor bids into a single, intuitive, cloud-based workspace. Evaluate any bid scenario — from simple base bids to complex alternates — and process thousands of bid combinations using built-in bid leveling to identify the most competitive and complete options.

With Sage Ai-powered bid insights, estimators can spot outlier bids, surface patterns from similar past projects, and gain added context to assess risk and scope before award. Insights are designed to support decision-making, while keeping estimators fully in control of bid selection.

Together, these tools give preconstruction teams faster insight, seamless collaboration, and full control from bid comparison through subcontractor selection and award.

“The system was intuitive and easy to learn, including the additional options that were not available in our last system.”

— John Mahaney, Jr. vice president of preconstruction services, Kenbridge Construction

Analyze incoming bids with clarity and consistency

Facilitate instant bid analysis, efficiently processing thousands of bid combinations so you can remove guesswork. No more wondering what your lowest subcontractor bids are, you know the moment you enter your subcontractor quotes. Its bid-leveling capabilities allow review of whole, partial, or discounted bids, ensuring a comprehensive assessment.

Collaborate effortlessly from anywhere

Enable estimators, preconstruction managers, and leadership to participate in bid evaluation without bottlenecks. With multi-user, multi-location access, teams can enter, review, and validate subcontractor bids at the same time without waiting on file handoffs or manual consolidation. Everyone works from a single, shared estimate, keeping communication aligned and decisions moving forward as bid day unfolds.

Simplify the complexities

Manage the details that can introduce risk late in the bid process. Track inclusions and exclusions to identify scope gaps early, and maintain a detailed audit trail that records changes and adjustments throughout bid evaluation.

Reduce exposure further by monitoring subcontractor bond limits and supporting compliance with W/MBE requirements and local vendor rules. This helps teams award work responsibly and confidently defend bid decisions.



+ Add Subcontractor ▾ + Add Phase ▾ | ☐ Expand All ☐ Collapse All | ☐ Lock Matrix | ☐ Notes | ☐ Export | ☐ Highlights ▾

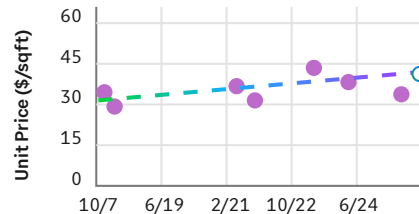
Phase	QTY	Cost Category	Matrix Bu...	Har...	Ondricka...	Jones, We...	Hoeger Gr...
21310.000 – Fire Sprinklers	24,000 sqft	Subcontractor	\$263,007	\$0	\$0	\$0	\$0
22405.000 – Plumbing	24,000 sqft	Subcontractor	\$761,635	\$0	\$460,000	\$0	\$0
23550.000 – HVAC Equip...	24,000 sqft	Subcontractor	\$147,981	\$0	\$0	\$0	\$0
Total			☐ \$1,172,623	\$0	☐ \$460,0...	\$0	\$0
Discount Price			☐ \$0	\$0	\$0	\$0	\$0
Selected Total			\$410,988	\$0	\$460,000	\$0	\$0
Total Supplement / Percent o...			\$0 / 0.0%	0.0%	0.0%	0.0%	0.0%

Path Analysis

First Previous Next | Subcontractor Limit Unlimited ▾

Low Path Method	Total	Path Number	Budget Difference	Absolute Difference
Absolute (2 subs)	\$870,988	1 of 1	\$-301,635	
Absolute (2 subs)	\$870,988	1 of 1	\$-301,635	\$0
Absolute (2 subs)	\$870,988	1 of 1	\$-301,635	\$0

Bid Insights



\$460,000 Bid **% 30.6 ↓** \$600,781 [Use insight](#)

Subcontractor Details-Ondricka Group

☐ Choose Fields ☐ Add Contact | Edit Attributes

Ed Bridgwater

[666-777-8888](tel:666-777-8888)

edb@sb.com

Contract Limit: 4,000,000

Contract License #: L-93472934

Insurance Expiration Date: 6/10/2027

Bid Insights: smarter, data-driven bid decisions

Bid Insights uses Sage AI to turn years of estimating history into practical, bid-day guidance. By identifying similar past projects and adjusting historical data for date and location, Bid Insights provides predictive bid ranges that help estimators understand what “normal” looks like before making award decisions.

Bid Insights also analyzes historical subcontractor participation to suggest which subcontractors are most likely to bid on a given project. This helps teams focus outreach, anticipate coverage, and avoid surprises as bid day approaches. The result is better-informed decisions grounded in real estimating data teams already trust.

- **Predictive subcontractor suggestions** based on historical bid participation and project type.
- **Outlier detection** that highlights bids falling outside expected ranges.
- **Historical project matching** that adjusts for time and location to keep data relevant.
- **Visual range comparisons** for quick, clear bid analysis.
- **Estimator-led decision-making** — AI provides context and insights, but the estimator stays in control.



“One missed scope cost me tens of thousands of dollars. If I had Bid Insights, I would have caught the outlier bid before I closed the tender.”

— Art Bonsall, director of preconstruction, Doran Contractors Limited



	Group	Phase	Description	Labor Hours	Labor Cost/Unit	Labor Amount	Material Quantity	Material Price	Material Amount	Sub Amount	Total Amount
1	01-54-		Equipment Mobilization								
2		01-54-3	Mobilization								
3											
4	03-05-		Basic Concrete Materials								
5		03-05-1	Aggregate								
6											
7											
8		03-05-1	Waterproofing And Dampproofing								
9											
10	03-11-		Structural Cast-In-Place Concrete For								
11		03-11-1	Forms In Place, Beams And Girders								
12											
13											
14		03-11-1	Forms In Place, Columns								
15											
16		03-11-1	Forms In Place, Elevated Slabs								
17											
18											
19											
20											
21		03-11-1	Forms In Place, Footings								
22											

Summary Sheet

Grouping	No WBS Yet			Subcontractor Awarded Name	Estimate Other
	Subcontractor Matrix Budget	Subcontractor Total	Subcontractor Gross Total		
✓ Base Bid	\$25,957,272	\$25,636,837	\$28,182,849		
> 01 - GENERAL CONDITIONS	\$780,781	\$780,781	\$858,321		
> 02 - SITEWORK & DEMOLITION	\$34,250	\$34,250	\$37,652		
> 03 - CONCRETE	\$341,992	\$341,992	\$375,956		
> 04 - STONE & MASONRY	\$288,264	\$288,264	\$316,892		
> 05 - METALS	\$3,489,726	\$3,325,698	\$3,655,975		
> 06 - INTERIOR PARTITIONS, DOORS A	\$110,136	\$110,136	\$121,074		
> 07 - THERMAL PROTECTION	\$1,020,282	\$1,020,282	\$1,121,607		
> 08 - DOORS & WINDOWS	\$3,934,737	\$3,843,153	\$4,224,819		
> 09 - FINISHES	\$50,334	\$50,334	\$55,333		
Total	\$58,408,845	\$57,905,409	\$63,666,298		

Reports

Bid Package Detail	html	docx	xlsx
Bid Package Summary	html	docx	xlsx
Bid Package Summary Totals	html	docx	xlsx
Budget vs Bid	html	docx	xlsx
	html	docx	xlsx
	html	docx	xlsx
	html	docx	xlsx
	html	docx	xlsx

“There is nothing like Sage Estimating out there that gives us the confidence we need to tackle any project head-on. It provides a reliable solution that other software simply can’t match.”

— Jason Hyland, estimator, Doran Contractors Limited

The largest and most trusted partner network in the industry

We get it — taking the leap to invest in new software can feel overwhelming. Having a partner that understands how you do business is key to ensuring your success. We’re proud to have built the largest and most experienced partner network in the construction industry, which means you’ll have experts by your side during your software transition who have worked with companies just like you.

What makes our partners exceptional is their commitment to going beyond implementation by helping you meet your goals, sharing best practices, and accelerating growth.





**Join over 50,000 construction companies
who trust and rely on Sage.**

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