



13 Owens Place
P O Box 10-117
Bayfair
Mt Maunganui 3152
Ph: (07) 575 9649
Ph: (07) 575 8903
Email: admin@letts.co.nz

18th November 2013

To whom it may concern,

Letts Construction is a medium sized construction company specializing in design and build construction from small rural sleep outs to large commercial buildings.

In the last year we identified a need in our business for additional quantity surveying services over and above what we could handle ourselves. We also identified a software need to cost labour in all our ranges of buildings. Our larger jobs commercial and industrial builds demanded very accurate pricing at an early stage, in an ever increasingly competitive market.

Like most businesses we had developed an array of overly complex spreadsheets for costing everything from concrete floors to putting a roof on. What we needed was someone to take away the QS part of the job and supply an accurate assessment of labour based on best practice.

Alan McQuarters introduced me to the Buildaprice software back in February 2013. It was at this early point I was sold on its value. Anyone can cost accurately the materials in a job given enough time. Like most I did not have a lot of time to cost a job and was happy to outsource this work for a small fee. The key added value for me was the software's ability to determine how many construction hours are going to be required on a job. This happened quickly and with little input from me. This information could then be used by our project managers to create construction plans and order materials.

Over the past few months, I have seen the software evolve to add "Notice to tenderers" functionality and a vast number of useful templates of "**stuff that we all forget about but will need**". I am genuinely excited about additional improvements over the coming months.

Buildaprice is now an integral part of our business model. It has given us more cost certainty on the labour variable we all seek to manage. It allowed us to centralize all our costing activities. But more importantly, it allows us to get out of the office to build and sell buildings with confidence knowing our costing's are right every time.

I wish Alan the best of luck with the continued success of his business.

Kind Regards,

Pete Bevington
Sales Manager
LETTS CONSTRUCTION





SHANE TAYLOR CONSTRUCTION LTD.

P.O.Box, 1217 Taupo

Web www.shanetaylorconstruction.co.nz

Email shane@shanetaylorconstruction.co.nz

Fax 073788409

Phone 07 3788404

Mobile 027 497 1486



9th October 2013

I have been using Alan's Buildaprice Programme for the last 2 years and found it to be a valuable asset to my Company. It has allowed us to do a more accurate costing on our labour content on the job, which up until using the programme, was very much guess work.

I have found the programme simple and easy to use and a good tool to give a printout to my workers onsite as a progress chart expected of them.

The programme has saved me from under pricing work and therefore making no money. It also helped me to get jobs by presenting my labour to the client in a transparent way, that is fair and reasonable.

I think this programme is a valuable tool to my Company as there is no future in under pricing jobs and with the market the way it is, we cannot get away with allowing too much labour.

The programme allows me to do a more accurate costing of our labour and allows us to follow progress throughout the job.

Yours faithfully,

Shane Taylor

WF Construction Ltd.

20a Stredwick Dr. - Torbay

Email: wfernandes@me.com

23/10/2013

Build a Price Testimonial

I was introduced to Mr Alan McQuarters through a friend who recommended his services to me and told me about this incredible software he had developed in order to help builders like myself to faster quoting and pricing jobs.

We started working together and very quickly I was able to start seeing things in a different way, where before was quite complicated to get accurate prices and also presenting them to customers was tricky because when you do your quotes by hand and calculator you can only type a few things onto a piece of paper, print and take to the client and in many cases that is not enough because of the lack of info in the quote.

What is real great about the software is that you can actually price a lot more accurately and not only that, you can print the take off of materials and the labour required to work on those materials, therefore, the customers can see in black and white the breakdown of the job and to me it makes them a lot more confident about what you are proposing.

Competitiveness is a key factor in any business and this is a great tool to make us become competitive in the sense of showing professionalism by using a product that differentiate from old school methods.

I became a lot more confident about quoting jobs because before build a price came along I was not only missing on jobs by pricing it wrong, or underpricing jobs and shooting myself on the foot, I was also taking too long to get the quotes out and that made me realize how important it is to be able to get the pricing right at a much faster pace.

It has only been a couple of months since I started learning but I can tell that the first job I quoted using the software I got it. I still have a bit more to learn and a few more questions but I believe I am on the right track finally, thanks to Build a Price and what a great guy to deal with, Mr. Alan McQuarters.

Sincerely,

Wagner Fernandes

WF Construction Ltd.



ph / fax: 07 573 7118 mob: 027 557 3920 address: 1162 No 3 Rd, RD 3, Te Puke, e-mail: harveyconstruction@farmside.co.nz



Lic:101361



Buildaprice plan share has made our business work more professionally, with easy to use software that allows us to load plans and information about the job onto the live site within minutes, we chose the subcontractors / suppliers from our list and send out the plans and any information needed for pricing, if there are any changes to the plans, they are loaded and sent out , from there the subcontractors / suppliers receive an email to say there is a plan to price, they hit a button to say if they accept or decline. They can down load the plans straight from the site. From the plan share program we can send our contractors / suppliers lists into the Buildaprice quoting system, ready to enter their quotes as the come in, this program for our company has given us a more accurate pricing on the labour factors of the job, which we all know that the labour is sometimes the hardest part in pricing, this program takes the effort out of pricing and saves us time in the office and more time on the job.