

Built to last

“It makes everybody at ConQuest proud to hear, almost every day, the words ‘Industry standard’ and ‘ConQuest’ in the same breath. I am very proud of our dedicated staff who have a reputation, throughout the industry, for being straight talking, helpful and honest.”

Tony Day
ConQuest Owner

Welcome to ConQuest

ConQuest produce the leading estimating, cost planning and surveying software for main contractors, specialist subcontractors, and fit-out contractors.

Our extremely focused approach has created a system which closely matches the needs of our customers. We are proud to say that ConQuest is regarded as the industry standard estimating tool for contractors.

For more than 30 years we have been developing and improving the ConQuest software. The original ConQuest product led the field for many years and the latest version continues to do the same. ConQuest Q Series sets the standard for features, stability, ease of use and flexibility.

ConQuest does what people want it to do, people talk and when they talk about ConQuest they say good things about us. Almost all of our new business comes from referrals and estimators who are switching from other systems.

Our reputation for quality products and excellent support services has been hard won over many years. Our customers know us to be straight forward, honest and reliable. When we make commitments we keep to them. Our software is manufactured to the highest possible standards of design and reliability, you can depend on our products and our people.

Please take a few minutes to browse through our brochure where you can find product information, customer testimonials and case studies. If you would like further information or to book a demonstration, please get in touch.

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ConQuest can handle all types of tenders. Cost Plans, Multi Stage, Bills of Quantities, Plan & Specification and Design & Build. It is an umbrella product covering all aspects of tendering and measurement in one application. Our proven commitment to meet the needs of our users, huge investment in development and the pride we have in our product, make ConQuest unique and futureproof.



Cost Planning

Projects are converted to user defined elemental breakdowns. Users create a database of historical elemental rates that can be relied upon. It is then quick and easy to create a new cost plan based on similar projects and benchmark the rates against any changes or new criteria.



Analytical Estimating

Rates can be built up in a variety of methods using constants, outputs and productivity rates. Resource lists can quickly be analysed and updated in ConQuest or exported to excel.



Cloud Based Enquiries

This cloud based system revolutionises the way we send enquiries. In just a few clicks, multiple trade bills and enquiry letters are created for the whole job. The system allows you to easily create subcontractor/supplier document packages, store them on the cloud and send notification emails. Through the live tracking system users can see which subcontractors and suppliers have viewed and downloaded the information.



Reporting and Information

A ConQuest estimate can be analysed any way you can think of. This is a big claim which ConQuest lives up to by using massively comprehensive search facilities combined with a close relationship with Excel. This enables data to be formatted for many different uses, such as, contract sum analysis, programming, cost value reconciliation and much more.

6 The software

OnScreen
TakeOff

On Screen Take Off

This fully integrated module gives the user the ability to measure and extract information from a variety of electronic drawing formats including PDF, CAD & BIM. As the module is part of the main system all measurements are automatically transferred into your Bill or ConQuest Dim sheet.



The ConQuest Noticeboard

The Noticeboard is a web based service that helps ConQuest users connect with new suppliers and subcontractors by posting their projects on line. Suppliers and subcontractors can view these projects and offer to provide quotes to the main contractors.



Valuations

Seamless handover from estimating ensures your project hits the ground running. Trade packages, quote comparisons and electronic take offs are all instantly available to the surveyor who can then use ConQuest to edit, re-measure, re-package and manage the job in a way that suits them.



Builders Profile

Builder's Profile is the open-access Common Database service providing compliance and PQQ information to the construction industry. ConQuest users are able to access the database directly from within the ConQuest software. Users can check PQQ information and search for contacts on the Builders Profile database.



"The time saved allows my sub-contractors 3-4 days longer to price my enquiry, ConQuest also reduces the support from our admin staff on copying letters and CDs as well as enveloping and franking.

ConQuest also allows myself and Phil to spend more time on each tender which equates to around 200 days per year between us, as well as pricing more projects."

David Barbour
akp Scotland Ltd

Cost planning



Once an outline budget price is mentioned to a client it can very quickly become, in his or her mind, an estimate and then a maximum fixed price tender figure! For this reason it is as well to ensure that your cost planning is based on sound information. Preferably your own information based on accurate historical data.

Create Cost Budgets from historical data.

- > Compare Elemental M² Data
- > Benchmark Previous Projects

ConQuest cost planning software facilitates this by allowing the user to convert any ConQuest project into an elemental job analysis. The system comes with pre-set elemental cost planning headings based on industry standard forms of analysis. Items in a ConQuest job are attached to these elements and the system creates an analysis. Each element is measured creating elemental rates and also an overall m2 rate based on the gross floor area. These elemental job analyses are stored along with information such as the location, building type, form of construction etc.

When a new project is being considered the user can access this databank to select a number of previous projects which they consider to be appropriate. The system has the ability to update elemental rates to take account of increased costs, market conditions and other factors. The user is then able to arrive at elemental rates for the new project by comparing, contrasting and carrying out a range of arithmetical functions on the historical elemental rates. The resultant elemental rates form the basis of the cost plan along with an elemental measurement based on the outline information for the project in hand. Further analysis can be carried out at group element, element, and sub element level before production of a cost plan.

As more detail becomes available during the cost planning process the composite pricing library can be used to provide a greater level of detail. The user is able to make assumptions about key elements e.g. the type of upper floors. If the assumption is wrong or the design changes, a different form of construction can be substituted in seconds.



“ConQuest is just so flexible, it can be adapted, changed, the libraries can be amended, it gives me such flexibility on all labour, plant, materials and adjustments. I have used a couple of other systems in the past and as far as I am concerned ConQuest is the bees knees.”

Melvin Sully
GA Sully & Sons





“We can price 2 to 3 jobs a week using ConQuest, and these are up to £10 million each.”

Chris Foote
Howard Civil Engineering



“With ConQuest you can put everything in from one man and a shovel to a crane driver. We have 4 estimators here and we are all very impressed.”

Jonathon McNichol
8Build

Analytical estimating

LPM

Analytical Estimating in ConQuest has become more and more simple and straight forward over the years, this is largely thanks to the input of thousands of estimators who have been our customers for so long.

ConQuest can easily:

- > Price any form or size of tender
- > Import Bills, Specifications & Schedules
- > Speed up overall Estimating Process
- > Cut down repetitive item creation
- > Share detailed reports easily

We have strict internal systems that allow us to monitor customer feedback and log enhancement suggestions, we also organise user events at different locations around the country to talk to customers.

We believe that flexibility is the key. Each estimator is likely to approach the pricing of the same item in a different way. Some work with outputs, some with constants and some will work out a total and divide by the bill quantity.

ConQuest is so flexible that you can even type in the rate that you want and ConQuest will calculate the outputs and constants for you. Rates can be made up from historical data, subcontractor prices, your library, or just typed directly into the job.

Resource rates can be changed item by item or throughout the whole job in a click. Detailed analysis can be generated instantaneously. Analysis will show you Labour, Material, Plant & Subcontractor schedules with quantities, rates and totals. Clever calculators help to analyse and change quantities for resources.

As well as the main ConQuest Libraries each estimator is supplied with an additional library for keeping detailed composite build ups. We supply hundreds of these as standard which can be amended quickly. These complicated build ups can be loaded into any job in a few clicks, they link directly through to your main library of rates so “even something you did 5 years ago can be pulled through at current rates.”

Case Study: Analytical estimating



**ERIC WRIGHT
GROUP**

The EricWright Group are a great company with great staff. They are an established leader within the building industry offering a wide range of services from Construction and Civil Engineering, to property development and facilities management. Each part of the group has a specific focus and a specialised skill set and although they operate independently they are all intrinsically linked.

“There is nothing else that you can really compare it with, in terms of ease of use and the stuff it can actually cover.”

Eric Wright are also really good users of ConQuest. They really understand how it works and get a lot from the software. Eric Wright use ConQuest in different areas of the business at different levels. Estimating both from first principles and/or by gaining subcontractor quotes, measuring drawings within ConQuest for Education Frameworks, Cost Plans, sending enquiries to suppliers such as PQS practices, requesting costs for Bill Production and all the normal things you would expect in Building and Civil Engineering.

Peter Latham has been in Estimating a long time. After finishing School and his OND (HND/HNC) at College and becoming a trainee QS, like many, he found himself getting more involved in pricing. His first full time estimating job was the first time he was introduced to ConQuest and although he has seen other systems over the years he tells us:

“I wouldn’t like to go anywhere else that uses anything else. The comfort in knowing that what you have works is a big factor.”

Eric Wright have estimating divisions for Construction, Civils and Special Projects (the small works division). I asked Peter what sort of projects you can price on ConQuest:

“I don’t think that there is anything you are not able to price. If it is specialist you can make sure you can do it by managing your library and if it is general pricing it lends itself perfectly to it. In terms of flexibility you can do anything. You have the basis to build stuff up yourself, you have the options to send it to a subcontractor, or, what we like to do is price most of the items ourselves but then send it out for a price as well. At least you have detailed



BLACKBURN CATHEDRAL QUARTER

As principal contractor, Eric Wright Construction managed the design and build of the project.

The Blackburn Cathedral Quarter comprises of a new six-storey BREEAM Excellent office block, 60-bed Premier Inn hotel, restaurant and car park arranged around a new piazza-style public square and transport interchange.

build ups to compare what you get back, and if you get nothing back you have a rate. Marking blocks of items and resourcing them is flexible and quick.”

The subbies are really getting into it, it is more user friendly than drop box, there are no passwords and nothing expires. They seem genuinely impressed with the quality of information they receive and the fact that we package all the information. What is really good is that sometimes a subcontractor will quote for an additional trade as well, they can also have access to all information for all packages if we want them to.”

On Line Enquires makes it so quick and easy other parts of Eric Wright are tapping into the estimating resources:

“We really want to get the quantity surveyors using ConQuest as well. At the moment, because it is so quick to do and it does it so well the estimating department are packaging documents for them.”

“Our admin team still do all the chasing and tracking and I guess that now they have so much more time they can do this although (laughs) It would be better if the surveyors could do it themselves.”

Are there any other parts of ConQuest you like?

“Saved & Loaded Items for a particular build up that you are proud of you can recall. (We all have our favourite manholes) They are very useful. If you have items that are not measured to standard method but itemised to a bill description it can save a lot of time and effort”.

As we continued to speak to Peter the same words were coming up; flexible, easy to use, comprehensive, quick and evolved. Eric Wright send all of their enquiries out via the ConQuest Cloud and Peter tells us how this has helped and how their subcontractors use it.

“We find that with such a lot of our work being Design and Build that when we initially want to outsource for quantities we can send a massive amount of information so suppliers can get a full understanding. All the information is there and it ensures we get quality back. We would have had to send all those drawings out using several emails in the past.”

And ConQuest in general?

“It makes you so much more efficient. You are relaxing into the system rather than wondering where it is putting stuff. It is also constantly evolving, I have used Version 6, Version 7, with specialised libraries as well as the ConQuest Library, the way you can distribute information has come on massively. “There is nothing else that you can really compare it with, in terms of ease of use and the stuff it can actually cover.”

ConQuest has worked with Eric Wright since 1998 and for us it has been an absolute pleasure. We endeavour to listen to our customers and understand what is important to them so we can decide where to focus our efforts in delivering new features and enhancements to the system. They give constructive feedback and are always responsive when we present new ideas and features. We are approaching the second decade of working with the estimating team and are confident that our third will continue to be just as successful.



“ConQuest is user friendly and it does what it says on the tin. Other systems offer other options but when you get down to the nuts and bolts of it, ConQuest just does it”

Paul Wright
LIFE Build



“ConQuest’s On Line Enquiries is time saving and cost saving. I am getting more responses than I ever thought I would. It is user friendly, quick and effective. We get lots and lots of amendments to everything nowadays and On Line Enquiries makes sending them much easier.”

Gez McDaid
Willmott Dixon Group

Cloud Based Enquiries & Quote Comparisons



ConQuest ‘On Line Enquiries’ has had a huge impact on how contractors package and send enquiries. It has simplified the whole enquiry process and made it quicker for both main contractors and their subcontractors. “The service now has over 100,000 users. It is clear we have created something very special.”

Incredibly Efficient:

- > Trade packages created in seconds
- > Integrated email system linked directly to supply chain data
- > Live Tracking

ConQuest customers now have their complete database of subcontractors and suppliers within ConQuest, along with any Invitation to tender, and associated standard enquiry documents. Once the project has been marked up multiple trade bills can be created in Excel or PDF in seconds. The same applies to creating invitation to tender letters containing project and trade specific information.

Traditionally enquires have been sent and received via a huge variety of formats; post, CD, email, Drop Box and many more complicated and long winded systems. Our research showed that it was taking a long time to package and send these enquires and subcontractor and suppliers were becoming frustrated trying to remember passwords, log in details and system structures. Often the information was overkill and subcontractors and suppliers spent hours searching through documents for what they needed.

You can quickly create packages for each trade and send a link to your subcontractors in minutes. The subcontractors and suppliers don’t have to register, they don’t have passwords and they don’t have to pay. One click and they have the documents they need in nice easy sections. All this is done without ever leaving ConQuest.

Via the ConQuest tracking system, contractors can see, in real time, who is looking at the enquiry, who is going to give them a quote and who has declined the invitation to tender. They can quickly filter through the tracking sheet and tag groups of people, who, for example, have not sent a quote, and email them using the integrated email system.

The comparisons module is pre populated with all the subcontractors you sent enquiries to ready for you to enter their rates. These can often be pasted directly from the trade abstract created by ConQuest. There are many tools to compare, plug and adjust rates before your chosen supplier’s quote is incorporated into the estimate.

Case Study: Cloud Based Enquiries & Quote Comparisons



Beard is a multi-award-winning construction company which designs, builds, restores and refurbishes buildings throughout the South of England. With offices in Swindon, Oxford and Guildford, Beard works for all types of organisations on projects up to £10 million. What makes the company really stand out is its commitment to making every project a prompt and flawless delivery.

Nigel Rowe is the managing estimator of Beard in Oxford. He started his career there 30 years ago as a trainee. Today he manages an eight-strong team pricing projects from listed refurbishments to new builds.

Beard had been using specialised estimating software for 10 years, and in 2014, after hearing about ConQuest from various sources in the industry, they decided it was time to have a look at the Q Series. Within a short period of time they decided that the system that had suited them for the last number of years had been left behind by ConQuest.

Beard wanted to work with a company, and a product which provided a high level of stability, exceptional support, more features and a strong development plan for the future. ConQuest was installed across all Beard offices. A few months later ConQuest had the chance to speak to Beard and Nigel about their experience of changing a major piece of software, the thinking behind it, the process and the results. Nigel tells us how he felt and the reason for the move:

"It is a massive step for any business to even think about changing a major piece of software, let alone to actually implement it. It is not done lightly. The more we dealt with ConQuest, the more our confidence grew. We believe that ConQuest shares Beard's ethos and that the two companies are a very good match, the type of people we both employ, the fact that we can have sensible discussions and that ConQuest is willing to listen to our issues."

The support and development team at ConQuest is three times the size of the 'sales' team. This says a lot about the way they do business.

The ethos is about keeping the product at the top of its game and looking after the estimators that use it. There are a number of key functions within the suite of ConQuest modules that really separate it from other

"ConQuest is the complete estimating package, managing every aspect of the preconstruction process."



NEW LIBRARY, QUEEN'S COLLEGE, OXFORD

New basement adjacent to the existing Grade 1 listed building

Value
£6m

systems. If you are pricing traditionally and building up your own rates the ConQuest Library Pack is one of them. Containing millions of item descriptions, rates, constants and outputs it is truly unique and offers unparalleled time saving and consistency. Another significant part of the system is the Cloud based enquiry system. Imagine cutting the time it takes you to get your enquiries out by up to 70% and your sub-contractors being happier with what they receive! The team at Beard recognised how clever the system was:

"One of the biggest reasons for moving to ConQuest was that the On Line Enquiry system was more advanced than any other in the market."

In 2010 ConQuest released a complete re-write of their product, Version 7 was the market leader and hugely popular but it was a text-based product. ConQuest knew that as technology grew and more sophisticated methods of measuring and estimating arose, it would be no good to try and make an old system handle them.

This is why you can now view CAD and PDF drawings within ConQuest, you can browse the internet, open pictures and even send emails without leaving ConQuest. We consistently hear how reliable the software is and this is in part down to the modernisation of it. This is something that Nigel and the team realised very quickly.

Part of the process of implementing ConQuest into any company is product training. ConQuest have their own training centre in Lancashire; every attendee is given a computer for practical exercises while the rest of the day is presented on a 3m by 3m screen. We find that by taking people out of their daily work cycle and having their undivided attention, we can get through a lot and get customers competently using ConQuest quickly. Everyone at Beard came to ConQuest for training and the feedback was brilliant.

"The training was really good and the implementation went smoothly. ConQuest was on our computers ahead of the training which was important as this gave everyone the chance to preview the online tutorials which gave them a good idea of what to expect on the course.

The course was bespoke to Beard's needs in the fact that a lot of our guys were used to using an estimating system, so, we cut down on the training time, it was very well thought out. It was intensive and very relevant. It was clear that you trainer, Steve, had extensive experience as an estimator and knew what he was talking about.

There haven't been many issues with people not picking it up. In our bi-monthly estimating meetings we actively review ConQuest and share learning. Whilst migrating over to ConQuest we retained the old system for six months but only as a reference point for current projects. The general consensus was that it was immediately better."

It is clear that Beard is impressed with the switch-over, the roll-out and the training. ConQuest is in turn pleased to have another happy customer. Moving on from the actual changeover we asked Nigel about the day-to-day estimating features and processes compared to what they were previously doing:

"The library is very comprehensive and ConQuest has extensive search functions. There is a general logic about the system."

Beard have won a number of projects in the short time they have had ConQuest. A notable and interesting one is The New Library at Queen's College in Oxford. A challenging £6.6 million project creating a new basement adjacent to the existing Grade I listed building.



“Everything you need is there, ConQuest will do a million and one things.”

Rod Evans
K&C Building Contractors



“There is nothing else that you can really compare it with, in terms of ease of use and the stuff it can actually cover.”

Peter Latham
EricWright Construction

On Screen Measurement



When you can load nearly any type of drawing into your computer and simply point to the lines or corners to get instant and accurate dimensions, it makes sense why Electronic Measuring software is ‘Taking Off’ in a big way across the industry.

Measure them with ConQuest.

Measuring is changing. We are seeing more and more methods of file sharing through cloud based software, it is no longer a problem to send huge drawings and open them electronically, more and more are coming in 3D and BIM.

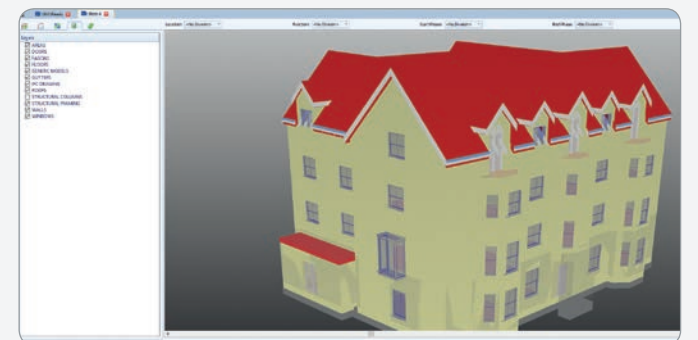
Users can save masses of time getting the information they need and spend more time thinking about the estimate. ConQuest has spent a significant amount of development time integrating the measuring tools into the core estimating module. This ensures that work is not duplicated and time is not lost unnecessarily. Users no longer have to take off hundreds of measurements only to have to export them to excel and then re-enter them back into the estimating system. As you take off from a drawing in ConQuest the measurements appear instantly in a specially designed window next to your Bill or Dim Pad. A quick click and they are in the job.

PDF drawings are becoming increasingly sophisticated, Vector data is commonly found embedded in these types of drawings which makes measuring them as easy as measuring CAD drawings. Although PDFs are drawn to a scale, they stretch and distort, it is important to realise this scale needs to be re-set before starting your take off. Using the clever calibrate function within ConQuest makes this simple.

Once you have the drawing ready to go ConQuest contains a raft of tools and functions that allow you to quickly navigate, store, compare, zoom, check, generate, transfer, insert, hide, pan, rotate, count and more.

“It was all on drawings and using scale rules, we were spending a lot of time trying to triangulate all the odd shapes, you never seem to get square boxes now. On Screen Take Off is good for measuring irregular shapes quickly.”

"We have a link now to procurement and they are taking off once the job has been secured. They are using it to check measures and do their scheduling. We are starting to use it all over the business which is great".





ConQuest's valuation software benefits from being a completely integral part of the overall system. All of the estimator's information is immediately at the surveyors fingertips. Detailed analytical pricing, resource analysis, subcontract and supplier quotations and comparisons are all brought forward into the valuation.

Information immediately available to the Surveyor

Detailed analytical pricing, resource analysis, subcontract and supplier quotations and comparisons are all brought forward into the valuation.

The surveyor has access to all of the estimators comparison sheets, trademark ups etc and is able to utilise all of the enquiry management facilities to send out their own revised enquiries. The system allows for internal and external valuations which can have different rates and quantities. Items can be re-measured by value, quantity, take-off or percentage complete.

The main ConQuest resource database can be coded to match the job costing headings in your accounts and costing system. This means that when a surveyor first picks up a job it will already be coded. He has an accurate budget which is broken down under cost centre headings to enable easy and accurate cost value reconciliation.

Each month the budget costs are revised based on the re-measured and amended internal valuation. In simple terms this tells him what he should have spent whilst the costing system calculates what has actually been spent. There are a number of simple and straight-forward ways to bring these two sets of information together to provide a cost-value reconciliation sheet.

Using the valuable data created in your ConQuest project for programming/cash flow analysis is very straight forward. Through a clever coding structure jobs can be broken into different 'activities' or 'operations' and then exported as raw data. This data can be imported into other software quickly. Every estimate produced within ConQuest can also be arranged and exported under cost codes or cost headings. These headings will match those in your accounts software allowing cost value reconciliation reports to be done from each valuation, or, an overall budget, by cost code, for the whole job. Any central subcontract and supplier database can even be fed directly into the database within ConQuest allowing complete control over your supply chain.



"Support are amazing, they react very quickly, you don't have to wait. They always give straight forward easy to understand advice even if you are not technical."

Geoff Hawley
G Hawley Estimating



"I was working for a company after using ConQuest for a few years, they had me pricing on excel, it was a nightmare, I vowed there and then that I would never work anywhere again that didn't have ConQuest."

Aiden Royce
Seddon Construction

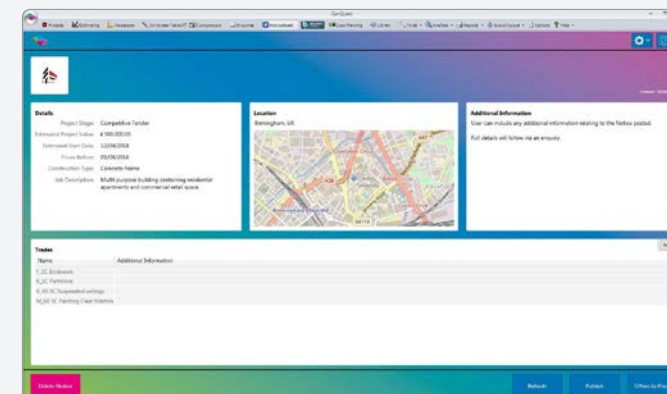
“The Noticeboard is FREE to all Q-Series users and is available to estimators, surveyors and buyers alike. You remain in control at all times and you won’t get bombarded with unwanted emails. You may choose to only use the Noticeboard for new trades, new areas or when your usual subcontractors can’t help. It’s all very much up to you.”

Andy Day
Sales Manager, ConQuest Ltd

The ConQuest Noticeboard



The ConQuest Noticeboard is a NEW cloud based service which enables ConQuest customers to connect with over 100,000 subcontractors who are connected to the ConQuest system.



The Noticeboard is FREE to all Q-Series users and is available to estimators, surveyors and buyers alike. You remain in control at all times and you won’t get bombarded with unwanted emails. You may choose to only use the Noticeboard for new trades, new areas or when your usual subcontractors can’t help. It’s all very much up to you.

Ten very easy steps:

1. You choose to create a notice, posting basic project details.
2. ConQuest compiles a list of trades from your estimate, valuation or library.
3. You choose which trades to show or hide and add any fine details.
4. You can even post a job anonymously. Subcontractors can still contact you but because everything is done internally through ConQuest no contact details are given and you will not receive unsolicited calls or emails.
5. Subcontractors search the Noticeboard by trade, location and value.
6. They can provide additional information about themselves with website links.
7. You receive ‘offers to price’ directly into your conquest system which you can accept or decline.
8. Subcontractors automatically receive ‘thanks’ or ‘no thanks’ emails
9. You send them an enquiry in your usual way.
10. Notices can be posted and removed at will throughout the whole life of the project.

ConQuest & Builders Profile join forces



ConQuest users now have instant access to the Builder's Profile open-access Common Database for PQQ and compliance information directly from a number of key places within the ConQuest software.

With this unique link, repetitive PQQs have become a thing of the past. Estimators, Surveyors, Buyers & other ConQuest users have up to date PQQ & compliance information at their fingertips. On the flip side, from a subcontractor or supplier's point of view, they now know that a single Builders Profile PQQ can be seen by the thousands of Estimators, Surveyors and Buyers throughout the UK & Ireland pricing tenders and projects using ConQuest.

- > Totally free service for ConQuest Customers
- > Includes PAS-91 plus any bespoke additions
- > Web access for unlimited users
- > Simple Integration from ConQuest
- > Builders Profile maintains supply chain information is up to date

Builders Profile provides many useful Main Contractor Supply Chain Management tools such as evaluation sheets, automated email notifications, workflow processing, KPI's and supply chain analysis.

For subcontractors & suppliers, completing and maintaining PQQ information is quick and simple. Builders Profile will store all supporting documents in a single location, send automated expiry alerts and email notifications. Premium users can complete their details once and share the information with the many ConQuest customers to avoid completing numerous Pre-Qualification Questionnaires.



Estimating Software



Think ConQuest.

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