

ELECTRICAL **ESTIMATING SERVICE**

Providing a focused approach to achieving higher profitability

CAPABILITIES

- Electrical Take-offs
- Electrical Estimating
- Variations
- Project Management
- Design and Construct
- Insurance Claims Assessment

Why Choose INSCOPE?

1 ACCURATE, TIMELY ESTIMATES

INSCOPE provides the precise, detailed estimates and comprehensive take-offs you need to win, manage, and successfully complete your project. We ensure your tender is fully prepared before the deadline, leaving you free to focus on running your business.

2 PERSONALISED SERVICE

INSCOPE offers a full range of estimating and project management services that can be tailored to suit your business, providing critical support when you need it most.

3 ADJUSTABILITY

INSCOPE'S proprietary 'goal seeking' feature enables you to properly assess the financial impacts of meeting the tender price your client demands.



COMMERCIAL

RESIDENTIAL

INDUSTRIAL

“I have experienced the highs and lows of running an electrical business. I know that it can be a lonely place. I am always here for our clients, to work through any issues that occur on site and come up with solutions to what can seem like insurmountable problems.”

Sean Pembroke, Proprietor, INSCOPE Electrical Estimating Service

WHEN YOU WORK WITH INSCOPE

- It stays in-house

INSCOPE will not outsource your estimate. All estimates are personally completed by our experienced in-house estimator using our own proprietary estimating software.

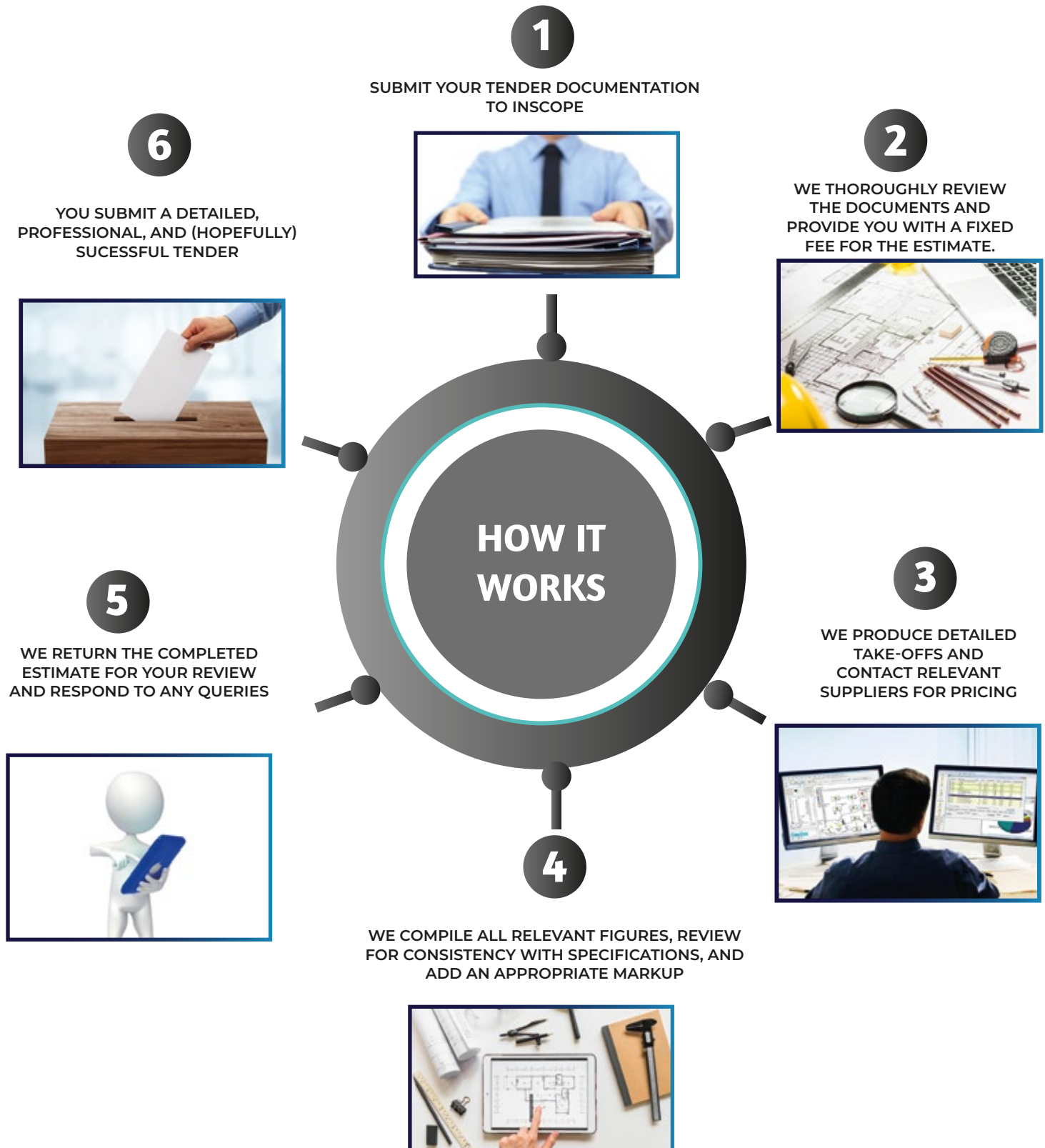
- It's a partnership

INSCOPE won't just prepare the estimates. We will be there to support you when you need it: at your office, at pre-award meetings, on site, or just as a sounding board for new ideas.

- It's based on experience

INSCOPE draws on nearly 20 years' experience in the industry to provide professional services you can rely on, enabling you to bid on larger, more profitable projects with confidence.

- No more late nights tendering.
- No more missed opportunities.
- No more unprofitable tenders.



Want to know more? Feel free to contact us.

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info@inscopeestimating.com.au

The Estimate

An example of the output we provide at Inscope is provided below.

The Take-Off Sheet

The take-off sheet accounts for all material and labour required to complete the scope of works. We produce a take-off sheet for each critical stage of work, creating a sound basis for efficient project delivery.

Description of works	UOM	Material Cost per UOM	Labour Hours	Site plan	Floor plan	Qty	Total Hrs	Material Cost	Labour Cost	Total Cost
Tender Total				1	1		373.369	\$85,713.34	\$24,268.99	\$109,982.32
Underground Services	~						83.816	\$9,487.60	\$5,448.04	\$14,935.64
Trenching	!						41.650	\$7,251.45	\$2,707.25	\$9,958.70
Machine Hire	#						8.500	\$71.50	\$552.50	\$624.00
Site Induct machine operator	each		0.500	1		1	0.500	\$0.00	\$32.50	\$32.50
Underground conduit set out	each	\$71.50	8.000	1		1	8.000	\$71.50	\$520.00	\$591.50
Brown field trench - 30% increase on green field trenching	#						33.150	\$7,179.95	\$2,154.75	\$9,334.70
Trench - consumer mains (600mm wide trench)	m3	\$17.50	0.300	9		9	2.700	\$877.50	\$175.50	\$1,053.00
Trench - Submain T1 and T2	m3	\$17.50	0.300	4		4	1.200	\$390.00	\$78.00	\$468.00
Trench - NBN Lead in (300mm trench)	m3	\$17.50	0.300	6		6	1.800	\$585.00	\$117.00	\$702.00
Trench - Pole lights (300mm trench)	m3	\$17.50	0.300	25		25	7.500	\$2,437.50	\$487.50	\$2,925.00
Trench - Signage (300mm trench)	m3	\$17.50	0.300	9		9	2.700	\$877.50	\$175.50	\$1,053.00
Landscape delivery - 5m3 truck	each	\$192.00	1.000	4		4	4.000	\$528.00	\$260.00	\$788.00
Sanding - Includes machine hire	m3	\$71.50	0.250	20		20	5.000	\$1,430.00	\$325.00	\$1,755.00
Electrical caution tape	m	\$0.20	0.030	230		230	6.900	\$45.54	\$448.50	\$494.04
Communications caution tape	m	\$0.20	0.030	45		45	1.350	\$8.91	\$87.75	\$96.66
Underground conduit and fittings	!						40.666	\$2,108.22	\$2,643.29	\$4,751.51
Heavy Duty Conduits	#						30.100	\$1,261.12	\$1,956.50	\$3,217.62
32mm HD - pylon signage	m	\$1.90	0.058	90		90	5.220	\$171.27	\$339.30	\$510.57
40mm HD - pole lighting	m	\$2.00	0.078	140		140	10.920	\$280.00	\$709.80	\$989.80
100mm HD - Tenancy submains	m	\$4.25	0.160	26		26	4.160	\$162.50	\$270.40	\$432.90
125mm HD - Consumer mains - 2 runs	m	\$12.95	0.196	50		50	9.800	\$647.35	\$637.00	\$1,284.35
Heavy duty Sweeps - 90 Degree	#						3.600	\$366.21	\$234.00	\$600.21
32mm HD Sweep 90 deg	each	\$4.87	0.100	2		2	0.200	\$9.75	\$13.00	\$22.75
40mm HD Sweep 90 deg	each	\$3.50	0.120	10		10	1.200	\$35.00	\$78.00	\$113.00
100mm HD sweep 90 deg	each	\$15.43	0.250	4		4	1.000	\$125.71	\$65.00	\$190.71
125mm HD sweep 90 deg	each	\$48.94	0.300	4		4	1.200	\$195.76	\$78.00	\$273.76
Heavy duty Sweeps - 45 Degree	#						0.250	\$34.57	\$16.25	\$50.82
100mm HD sweep 45 deg	each	\$34.57	0.250	1		1	0.250	\$34.57	\$16.25	\$50.82
NBN conduits	#						6.356	\$394.44	\$413.14	\$807.58

The Break-Up Sheet

The break-up sheet presents the bill of quantities for each element of the tender.

Mechanical Services (commercial)		~				14.640	\$1,184.11	\$951.60	\$2,135.71	
Air Conditioning - Three Phase		!				14.088	\$1,157.95	\$915.72	\$2,073.67	
40 amp three phase AC circuit - 4 x package units (Allows 30m per package unit)		#				14.088	\$1,157.95	\$915.72	\$2,073.67	
Install cable - 10mm 4 core and earth	m		\$1.78	0.045	100	100	7.560	\$933.24	\$491.40	\$1,424.64
Install isolator	each	\$26.08	0.652		4	4	3.328	\$104.32	\$216.32	\$320.64
connect final device	each	\$30.10	0.300		4	4	2.000	\$120.38	\$130.00	\$250.38
Test and commission	each		0.300		4	4	1.200	\$0.00	\$78.00	\$78.00
Mechanical Circuits		!				0.552	\$26.16	\$35.88	\$62.04	
Toilet exhaust fan		#				0.552	\$26.16	\$35.88	\$62.04	
Install cable on local light circuit - 8m x 2.5mm 2 core and earth (includes 1 x 413QC)	each	\$13.08	0.274		2	2	0.552	\$26.16	\$35.88	\$62.04
Supply lighting		~				4.000	\$8,006.17	\$260.00	\$8,266.17	
Project lighting		!				4.000	\$200.00	\$260.00	\$460.00	
Procure Lighting	each		4.000	1	1	4.000	\$0.00	\$260.00	\$260.00	
Freight for lighting	each	\$200.00		1	1	0.000	\$200.00	\$0.00	\$200.00	
Alternative lighting		!				0.000	\$7,806.17	\$0.00	\$7,806.17	
LED down lights/ recessed lighting		#				0.000	\$770.80	\$0.00	\$770.80	
LED down light <90mm cut out - Ammenities	each	\$10.45			4	4	0.000	\$41.80	\$0.00	\$41.80
S9074TC/WH/DP - 20 watt LED down light	each	\$36.45			20	20	0.000	\$729.00	\$0.00	\$729.00
Surface mount light fittings		#				0.000	\$372.57	\$0.00	\$372.57	
LED w/proof batten	each	\$62.10			6	6	0.000	\$372.57	\$0.00	\$372.57
Pole lighting		#				0.000	\$6,662.80	\$0.00	\$6,662.80	
Pole light - 6m	each	\$750.20			4	4	0.000	\$3,000.80	\$0.00	\$3,000.80
Freight for pole lights	each	\$385.00			1	1	0.000	\$385.00	\$0.00	\$385.00
Powder coat pole	each	\$462.00			4	4	0.000	\$1,848.00	\$0.00	\$1,848.00
LED flood light AT9812/200/BLK	each	\$357.25			4	4	0.000	\$1,429.00	\$0.00	\$1,429.00
Supply Emergency Lighting		~				2.000	\$1,477.70	\$130.00	\$1,607.70	
Procure lighting		!				2.000	\$0.00	\$130.00	\$130.00	
Procure lighting	each		2.000	1	1	2.000	\$0.00	\$130.00	\$130.00	
Exit lighting		!				0.000	\$639.50	\$0.00	\$639.50	
Exit light	each	\$79.94			8	8	0.000	\$639.50	\$0.00	\$639.50
Spit fires		!				0.000	\$838.20	\$0.00	\$838.20	
Recessed spit fire	each	\$69.85			12	12	0.000	\$838.20	\$0.00	\$838.20

The Calculation Summary Table

The calculation summary table provides an overview of all costs associated with the project, including labour, materials, and overheads.

Materials

This table displays the total material costs for each stage of the project. The material mark-up can be adjusted as required to ensure commercial viability.

Materials:				
Stage of work	Cost	Mark Up %	Profit	Sell
Site Establishment and Temporary Power	\$2,081.97	10.0%	\$208.20	\$2,290.17
Underground Services	\$9,487.60	10.0%	\$948.76	\$10,436.36
External lighting	\$4,765.59	10.0%	\$476.56	\$5,242.14
Consumer Mains	\$11,531.55	10.0%	\$1,153.15	\$12,684.70
Submains	\$3,858.80	10.0%	\$385.88	\$4,244.68
Main Switch Board	\$22,128.21	10.0%	\$2,212.82	\$24,341.03
Distribution Boards	\$9,270.59	10.0%	\$927.06	\$10,197.65
Cable Tray Systems	\$1,106.08	10.0%	\$110.61	\$1,216.69
Install Lighting Systems	\$759.38	10.0%	\$75.94	\$835.31
Install Emergency Lighting systems	\$400.88	10.0%	\$40.09	\$440.97
Power Systems	\$49.72	10.0%	\$4.97	\$54.69
Mechanical Services (commercial)	\$1,184.11	10.0%	\$118.41	\$1,302.52
Supply lighting	\$8,006.17	10.0%	\$800.62	\$8,806.79
Supply Emergency Lighting	\$1,477.70	10.0%	\$147.77	\$1,625.47
Total	\$85,713.34	10.0%	\$8,571.33	\$94,284.67

Labour

This table displays the total labour costs and efficiency levels for each stage of the project. The labour mark-up can be adjusted as required to ensure commercial viability.

Labour (Cost Rate = \$65 p.h.)							
Stage of work	Estimated Hours	Efficiency %	Charged Hours	Cost	Mark up %	Profit	Sell
Site Establishment and Temporary Power	43.980	100.0%	43.980	\$2,858.70	37.0%	\$1,057.72	\$3,916.42
Underground Services	83.816	100.0%	83.816	\$5,448.04	37.0%	\$2,015.77	\$7,463.81
External lighting	26.503	100.0%	26.503	\$1,722.70	37.0%	\$637.40	\$2,360.09
Consumer Mains	41.890	100.0%	41.890	\$2,722.85	37.0%	\$1,007.45	\$3,730.30
Submains	22.278	100.0%	22.278	\$1,448.07	37.0%	\$535.79	\$1,983.86
Main Switch Board	26.810	100.0%	26.810	\$1,742.65	37.0%	\$644.78	\$2,387.43
Distribution Boards	18.140	100.0%	18.140	\$1,179.10	37.0%	\$436.27	\$1,615.37
Cable Tray Systems	7.746	100.0%	7.746	\$503.49	37.0%	\$186.29	\$689.78
Install Lighting Systems	22.734	100.0%	22.734	\$1,477.71	37.0%	\$546.75	\$2,024.46
Install Emergency Lighting systems	16.688	100.0%	16.688	\$1,084.72	37.0%	\$401.35	\$1,486.07
Power Systems	0.824	100.0%	0.824	\$53.56	37.0%	\$19.82	\$73.38
Mechanical Services (commercial)	14.640	100.0%	14.640	\$951.60	37.0%	\$352.09	\$1,303.69
Supply lighting	4.000	100.0%	4.000	\$260.00	37.0%	\$96.20	\$356.20
Supply Emergency Lighting	2.000	100.0%	2.000	\$130.00	37.0%	\$48.10	\$178.10
Total	373.369	100.0%	373.369	\$24,268.99	37.0%	\$8,979.52	\$33,248.51

Totals

This table provides a summary of the total material and labour costs for each stage of work, enabling you to make a final decision regarding the commercial viability of the project.

Total								
Stage of work	Total Hours	% Hours	% Sell	Cost	Mark up %	Profit	Sell	
Site Establishment and Temporary Power	43.98	11.8%	4.9%	\$4,940.67	25.6%	\$1,265.92	\$6,206.59	
Underground Services	83.82	22.4%	14.0%	\$14,935.64	19.8%	\$2,964.53	\$17,900.17	
External lighting	26.50	7.1%	6.0%	\$6,488.28	17.2%	\$1,113.96	\$7,602.24	
Consumer Mains	41.89	11.2%	12.9%	\$14,254.40	15.2%	\$2,160.61	\$16,415.01	
Submains	22.28	6.0%	4.9%	\$5,306.87	17.4%	\$921.67	\$6,228.54	
Main Switch Board	26.81	7.2%	21.0%	\$23,870.86	12.0%	\$2,857.60	\$26,728.46	
Distribution Boards	18.14	4.9%	9.3%	\$10,449.69	13.0%	\$1,363.33	\$11,813.02	
Cable Tray Systems	7.75	2.1%	1.5%	\$1,609.57	18.4%	\$296.90	\$1,906.47	
Install Lighting Systems	22.73	6.1%	2.2%	\$2,237.09	27.8%	\$622.69	\$2,859.78	
Install Emergency Lighting systems	16.69	4.5%	1.5%	\$1,485.60	29.7%	\$441.43	\$1,927.04	
Power Systems	0.82	0.2%	0.1%	\$103.28	24.0%	\$24.79	\$128.07	
Mechanical Services (commercial)	14.64	3.9%	2.0%	\$2,135.71	22.0%	\$470.50	\$2,606.21	
Supply lighting	4.00	1.1%	7.2%	\$8,266.17	10.8%	\$896.82	\$9,162.99	
Supply Emergency Lighting	2.00	0.5%	1.4%	\$1,607.70	12.2%	\$195.87	\$1,803.57	
Total	373.37	100.0%	100.0%	\$109,982.32	16.0%	\$17,550.86	\$127,533.18	

The Analysis Sheet

When clients request your 'best and final offer', the goal seeking function allows you to calculate the impact of meeting a particular tender price or labour rate on the profitability of the project.

The analysis sheet also features a crew rate calculator which ensures that estimated labour rates are consistent with the team of electricians that will be on site at any given time

Goal Seeking

Goal Seek Variables

Required Tender Price	\$120,000.00
Required Labour Rate	\$65.00

Goal Seeking	Original	Revised
Material	\$85,713.34	\$85,713.34
Labour	\$24,268.99	\$24,269.05
Profit	\$17,550.86	\$10,017.61
Tender Price	\$127,533.18	\$120,000.00
Labour Rate	\$65.00	\$65.00
Markup	16.0%	9.1%

INSCOPE takes on all projects, big and small

WE SPECIALISE IN

- RESIDENTIAL
- COMMERCIAL
- INDUSTRIAL
- FIT OUT
- CIVIL
- MULTI-RESIDENTIAL
- SPORTS FIELDS
- SHOPPING CENTRES
- MEDICAL CENTRES

Testimonials:

Inscope has always provided highly detailed estimates and offered great advice with increasing potential profit through alternate installation methods. Would highly recommend.

- Ashley, Melbourne -

Inscope has a great knowledge base and access to a network of great contacts that would help service any electrical contractor. Sean is always happy to take my call even during the job to work through any variations or confirm take off quantities. He has always assisted beyond the call of duty and cannot recommend him enough.

- Andrew, Brisbane -