



Pipeline – Common Questions From Builders

Audience: **System Administrators**

Focus: **System Implementation**

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Current Timberline/WMS Users

How will Pipeline handle my custom options?

Pipeline can read your custom options coming from the sales center. Using this information, the drafter will apply the custom changes to the job start model and then the materials collected from that model are sent to Pipeline. This ensures that the job estimate in WMS, and therefore you POs contain accurate material data based on what will actually be built in the field.

****PIPELINE DOES NOT HAVE AN ELEGANT WAY CURRENTLY OF ALLOWING A BUILDER TO DO A QUICK ESTIMATE TO HELP THE SALES STAFF DECIDE HOW MUCH A CUSTOM OPTION SHOULD SELL FOR. THE ESTIMATOR WILL NEED TO RELY ON SHORTCUTS (LIKE COST PER sf FOR EXAMPLE) OR THEY WILL NEED TO DO AN ACTUAL HAND TAKE-OFF**

How will Pipeline handle my Lump Sum items?

Lump sum costing is not a problem for Pipeline. By categorizing an item as a bid or lump sum item, Pipeline will map it to WMS appropriately. Pipeline takes the hassle out of the creation and maintenance of lump sum items by maximizing the power of object connections.

Example:

Timberline-WMS

Create a roof truss bid cost item specific to each base house, the bonus option for each house, and the sunroom for each house

Pipeline-WMS

Create one roof truss bid cost item

Connect it to the base, bonus room, and sunroom options

Connect these options to the houses that support it

Pipeline will create the individual WMS Bid Cost items during the synchronization process

Can I still have Global Options?

Absolutely. Pipeline has the capability to distinguish between global options and house specific options and send them over to WMS accordingly.

Can I continue to work in Timberline and only use Pipeline for a portion of my items?

The integration requires either Pipeline **or** Timberline are used for the estimation tool, but not both. The workflow utilizing Timberline can continue to be used while Pipeline is being populated and the estimation rules are being defined. Once you are happy with the material lists being generated in Pipeline, you can flip the switch from Timberline to Pipeline.



Can I bring my Timberline assemblies over to Pipeline?

If you are using a BIM as a source of material quantities, you will have no need to bring over the Assemblies from Timberline. The quantities for each option will be derived from the model providing a more accurate and up-to-date snapshot of the materials needed.

Can I use my existing option structure?

Yes, but you may not want to. Pipeline will give you the flexibility to focus your option logic on how you want to sell your options. You will no longer have to maintain options that represent complex interactions just to make sure all of the parts and pieces are captured on the final POs. The Pipeline Option Structure allows you to sell in a way that makes the most sense for your market while at the same time ensuring that all of the necessary parts and pieces necessary to build a specific job are accounted for in the POs.

General/All

What if I do not want to put all my items into a BIM?

Pipeline has an integration interface that allows BIM data from various BIM authoring tools to be imported and utilized. However, Pipeline offers much more. Pipeline is a standalone material management system. The system has all of the tools necessary to allow for the generation of detail take-offs with or without a feed from a BIM authoring tool. This gives builders the flexibility to slowly integrate BIM data into their estimation process.

What if I am not ready to switch to a BIM drafting tool?

Pipeline has an integration interface that allows BIM data from various BIM authoring tools to be imported and utilized. However, Pipeline offers much more. Pipeline is a standalone material management system. The system has all of the tools necessary to allow for the generation of detail take-offs with or without a feed from a BIM authoring tool. This gives builders the flexibility to slowly integrate BIM data into their estimation process or to utilize the power of the estimation rules within Pipeline to simplify hand take-offs.

How can Pipeline help me if I still work with hand take-offs?

Pipeline is a standalone material management system. The system has all of the tools necessary to allow for the generation of detail take-offs. For those using hand take-offs, Pipeline can be used to generate detailed take-offs from basic hand calculations using estimation rules.

Example:

Hand take-off --> 40 LF of Exterior Siding Wall

*** Builder Specific Estimation Rules Applied ***

Detail take-off--> 120 LF - 2x6 for Plates

32 EA - 9' Pre-cut 2x6 Studs

12 SH - 7/16 OSB Wall Sheathing



What are the benefits of Pipeline?

- Ability to utilize BIM material data to create accurate, up-to-date material take-offs
- Powerful estimation rules engine that can translate general raw quantities into detail material take-offs
- Ability to simplify your option list by providing a cleaner way to handle option interactions
- A more robust set of tools to allow multiple levels of subassemblies to manage detail takeoffs....no longer limited to Group_Assembly/Assembly/Assembly_Detail structure.
- Scalable solution as once logic is defined it is replicated across entire product portfolio and each instance into the future.
- Secure & Consistent...estimation logic is defined and standardized, not just "in someone's head..
- Efficiently manages Delta BOM reports at both structural and finish levels.

What is Pipeline?

BIM Pipeline is a web based, rules driven, Material Management system which utilizes Building Information Modeling (BIM) data to directly drive detailed take offs . Builders now have a solution which efficiently and accurately bridges the historical gap between design and estimation while allowing each group to focus on their core competencies. Pipeline enables builders to leverage BIM data to create full master plan estimates with delta BOM reports for options, lot specific as built reports to directly cut purchase orders and even capture customer specific changes to track client customizations, all independent of the source of the BIM data.

Pipeline can consume & refine BIM data from multiple BIM applications such as AutoCAD Architecture, Revit, Vertex BD, and VisionRez, leaving the builder with the greatest opportunity to progress at their own pace without uprooting all their systems at once, as well as provide flexibility into the future knowing they are not chained to any specific BIM authoring tool.

It also allows multiple contributors along the supply chain to upload BIM Direct data to support their link in the supply chain.

What is Instinct?

Instinct isn't software—it's a BIM-based system that integrates information and functions through a single, interchangeable file format utilized by the entire supply chain.

Do I have to use WMS?

Pipeline is capable of integrating directly into WMS through a web-services connection, but it is not a requirement. Detail take-offs from Pipeline can be exported to excel for easy transfer to vendors and other interested parties.

Do I have to use VisionRez?

Pipeline can be configured to work with a variety of BIM authoring tools through the use of a standard xml exchange format. VisionRez, Vertex BD, and Revit have all been tested and are capable of producing this exchange format.



Pipeline can accept data from any other BIM authoring tool that is capable of generating the exchange format. In fact, any data source, including Excel could be programmed to generate this exchange format and therefore feed material quantity data into Pipeline.

*****We cannot write programs that will generate the exchange format from other data sources. We can provide straight forward .xml specifications to software vendors, database administrators, or excel programmers that detail the requirements and format of the exchange format.**

Do I need to have an option ID for each iteration of option-upon-option combinations?

This is a common predicament which many production builders face...how to manage the exponential number of options. Although Pipeline can support a flat database structure to accommodate this, additional tools are available to simplify the process.

These options are called "Conditional Options" which automatically propagate based upon how they are defined.

For example...a kitchen has a hardwood flooring upgrade, but the kitchen is also affected by optional kitchen layouts, optional kitchen islands, optional bumps, optional stretches, optional bays, etc...all of which affect the SF of kitchen flooring.

In typical systems, if there were 5 hardwood options, and 6 options which adjust SF, $5 \times 6 = 30$ combinations would be required.

Pipeline understands this relationship between SF and optional covering and allows for the choice of which option SF should be associated w/ the single HW Opt.

The builder can then utilize the "worst case scenario" when performing a cost forecast, knowing that the Purchase orders will be accurate at the Job Start level.

When profitability analysis is performed on the hardwood option, it is greater for Buyer A who purchased the std. kitchen w/ the hardwood option, but less for Buyer B who purchased the bumped kitchen w/ the hardwood option.

House Level:

<u>Option</u>	<u>Condition</u>	<u>Deduct</u>	<u>Add</u>
HW_Level_2	Base	-500 SF Vinyl	+500 SF Hardwood
HW_Level_2	Ext_Kitchen	-200 SF Vinyl	+200 SF Hardwood

Buyer A Job Level:

<u>Option</u>	<u>Condition</u>	<u>Deduct</u>	<u>Add</u>
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HW_Level_2		-500 SF Vinyl	+500 SF Hardwood
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Buyer B Job Level:

<u>Option</u>	<u>Condition</u>	<u>Deduct</u>	<u>Add</u>
HW_Level_2		-700 SF Vinyl	+700 SF Hardwood

Profitability analysis:

If sales price for "HW_Level_2" was set based upon worst scenario then profit is aligned for Buyer B and greater for Buyer A.

