PRECON WORLD 2025

Brent Pilgrim

The Beck Group

The Integrated Estimating Workflow

A *model-based collaboration framework,*
built around *five* characteristics
that distinguish it from any other industry practice by
addressing the most common *adoption challenges*
encountered with previous workflows.
It sets clear expectations for *collaboration*
with a model.

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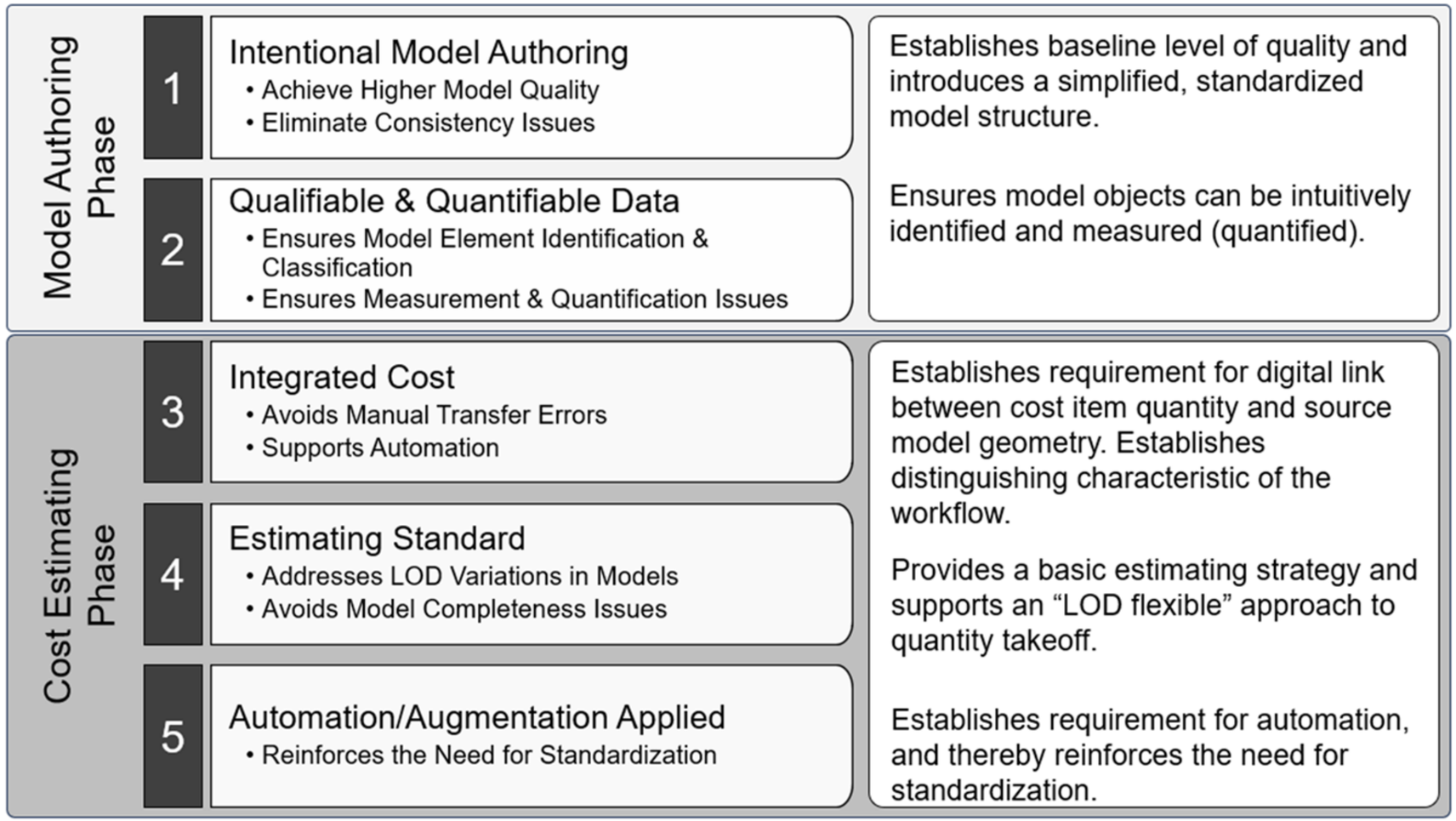
The Integrated Estimating Workflow



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5 Myths About Model-Based Estimating To Debunk Forever!

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Myth #1

“You can’t use early-stage design models for model-based estimating because the low LOD doesn’t contain enough information for cost estimating purposes.”

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Myth #2

“In order to be useful for model-based estimating, the design team has to take on a significant burden including modeling to a higher LOD and managing hundreds of parameters and meta data tags, and don’t have time (or get paid) for that.”

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Myth #3

If the architect won’t share their model, it’s too expensive to build our own model for cost estimating purposes.

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Myth #4

“Because design never stops, and models are constantly being updated, it is a fruitless exercise to link cost items to model objects. As soon as the design team updates their model with progress, we have to start the whole process over again.”

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Myth #5

“There are no estimating standards available to deal with models that contain varying LOD.”

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SUNDT

Jonathan Randall
Preconstruction Project Manager

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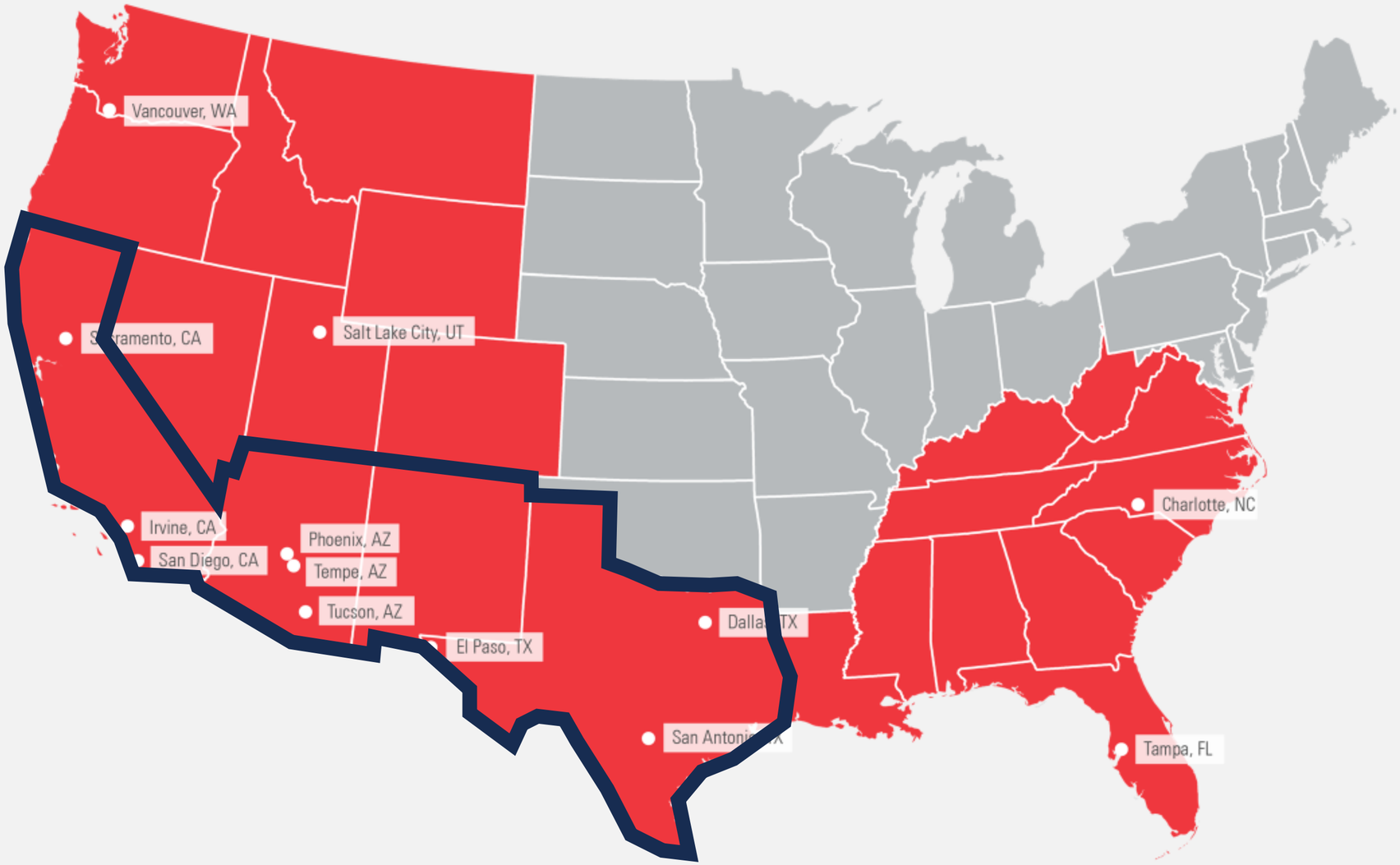
What We Do

WHAT WE BUILD

OFFICE LOCATIONS



assemble

DESTINI
ESTIMATOR

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WORKFLOWS

SIT DOWN WITH DESIGN TEAM

MODEL QC/ CONDITIONING

CONSUME MODEL DATA

ANALYZE AND REPORT OUT CHANGES

FEEDBACK LOOP

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DESTINI Estimator - MBE Case Study [Version 02]

Home | Project | Estimate | Rates & Resources | Dashboard | Insert | View | Comparison | Takeoff | Update

Save 2 Changes | Refresh | Create One-off Line Item | Remove Cost | Copy Line Item | Set Escalation | Productivity Adjustment | Fees | WBS Properties | Highlight Rules | Audit Trail | From Estimate View | Default | Upload to Financials | Create Project | Push Items | Pull Items

Estimate | Line Item | Other | Excel Report | Rate Tables | Procore | Bid Day

Cost Database

Filter

Group: Integrated Estimating

- <All Items>
- <unknown>
- Office Building
  - 0200 Sitework
  - 0300 Substructure
    - ARCH 9" Concrete Slab
    - ELEVATOR
  - 0400 Superstructure
  - 0500 Exterior Closure
  - 0700 Roofing
  - 0900 Interior Construction
  - 0950 Interior Finishes
  - 1000 Specialties
  - 1200 Furnishings
  - 1400 Conveying Systems
  - 1530 Fire Protection
  - 1540 Plumbing
  - 1580 HVAC
  - 1600 Electrical
  - 1700 Communications & Security
- Sitework

Estimate

Estimate Layouts:

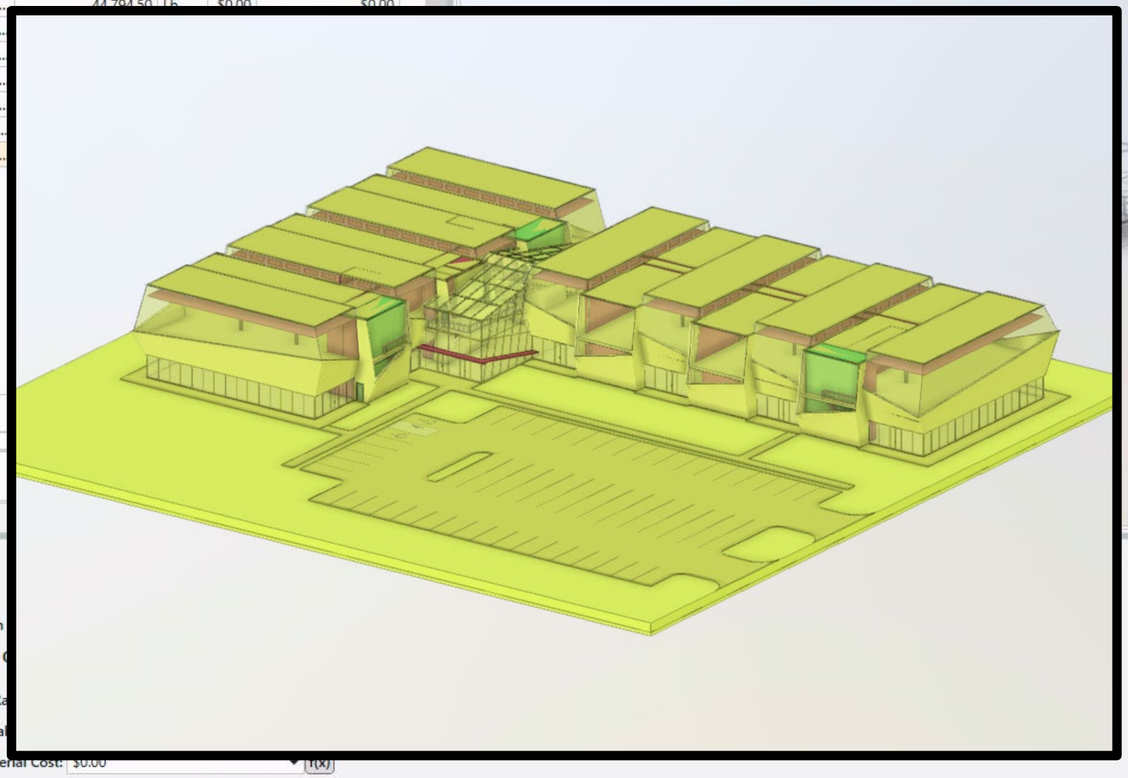
System (Location 1) | Assembly | Systems Format

Is Mapped	Description	Formula	Quantity	Unit...	Unit...	Aggregate Cost	Cos
	Office Building					$483,241.74	
	Substructure - Foundations - At Grade - SOG & Standard - Parametric (#ASM5)					$483,241.74	
	0300 Substructure					$483,241.74	
☑	SOG Rebar	ROUND(Abo..	44,784.50	Lb	$0.00	$0.00	
☑	Continuous Wall Footings - Rebar	((AboveGrad..					
☑	Continuous Wall Footings	((AboveGrad..					
☑	Grade Beam Reinforcing	Round(((Abo..					
☑	CIP Grade Beams	Round(((Abo..					
☑	SOG Welded Wire Mesh	AboveGrade..					
☑	Slab On Grade (9 in); incl vapor barrier	ROUND(Abo..					

Direct Cost: $483,241.74, $8.08 / SF

Project | Estimate | Rates & Resources | Dashboard | Comparison

Takeoff



Cost Information

WBS | QTO Prop | Asm Items

Automatic Pricing ON

WBS Property Name	Value
Bid Package	
System (Location 1)	Office Building
Alternate Name	00 Base Bid
Alternate Status	00 Base Bid
Assemblies	
Assembly Method	
Assembly Room	
CA Cost Revision D...	2020 02
CA Cost Source	Southern CA
CA Pricing	0
Collection Classific...	

Name:

Properties

Name	Value	Unit of Measure
Count	3.00	
Area	29,862.95	Sq. Feet
Perimeter	1,325.15	Feet
Thickness	0.75	Feet
Volume	22,397.21	Cu. Feet

Number of Components: 3

Item

Material Cost: $0.00 f(x)

Equipment Cost: $0.00 f(x)

Sub Cost: $0.00 f(x)

Other Cost: $0.00 f(x)

Number of Cost Components: 1

Update | Duplicate

SUM= 462,898.24

Perspectives from Preconstruction

Main Takeaways:

1. Significant Improvement in ability to comprehend design intent for the project
2. Significant Decrease in the amount of time to perform quantity take-off activities related to estimating
3. Highly Scalable in terms of a formalized estimating standard or strategy for QTO
4. Exceptional Improvement to the efficiency of the estimating process
5. Significant Improvement to managing change between design phases
6. Significant Improvement to the underlying model quality
7. Significant Improvement to the underlying estimate quality
8. Highly Scalable in terms of the potential for industry adoption

Preconstruction/Estimator

Jonathan Randall

Sundt Construction