

Product Overview

Sorcerer

incorporating Roof Master, Roof Wizard, Roof Magician, Roof Maestro
Advanced Software for Roofing Modeling, Estimating, Presentation and Installation

AppliCad

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INTRODUCTION

Australian software developers have a world-wide reputation for innovative and unique products. AppliCad is an application developer based in Melbourne, and they have proven once again that this is indeed the case. With the release of their software packages for roof modeling and estimation called **Sorcerer**, they have hit new heights with functionality, ease of use and outstanding value for money.

The **Sorcerer** software is an integrated 3D CAD (Computer Aided Design) modeling system that takes full advantage of the powerful 3D capabilities. The **Sorcerer** software provides roof material estimators with a complete suite of tools for roofing design, estimating and presentation in three dimensions. The basic principle of **Sorcerer** is based upon a simple overview of the design process - **Sorcerer** works the way you do.

Sorcerer takes the chore out of roof modeling and estimating. The estimator gains immediate benefits in producing accurate models and precise quotations for a wide range of roof designs. A complete set of detailed forms is produced so that everyone involved in the process has a record of the proposed transaction.

The Justification

The successful roofing contractor is involved in many aspects of roof restoration and fabrication. The Contractor must have the most up to date technology to satisfy the customer's needs in a timely fashion with professional looking documentation that is accurate and reliable.

Wise investment in new technology is an imperative in today's competitive environment. Investments must demonstrate their value when viewed in terms of the 'cost benefit'. **Sorcerer** is such an effective set of programs it will pay for itself in just a few months on the basis of just one quotation a day.

Consider this:

*Take a single job that would typically take say 35 minutes using traditional methods. The **Sorcerer** has the technology that allows you to complete that same task in just 5 minutes - a saving of 30 minutes. Saving 30 minutes each day adds up to an amazing 100 hours over a year - on just one job a day! Even at modest hourly charge rates, **any Sorcerer module will pay for itself quickly.***

Starting with the Roof Master for roof modeling to the complete solution of Sorcerer - *for low slope or steep slope; for residential or commercial/industrial* - AppliCad Australia has the most cost effective solutions for the professional roofing contractor or roofing material supplier.

What follows is a brief overview of the modeling and quoting process using our software. First of all let us look at the options.

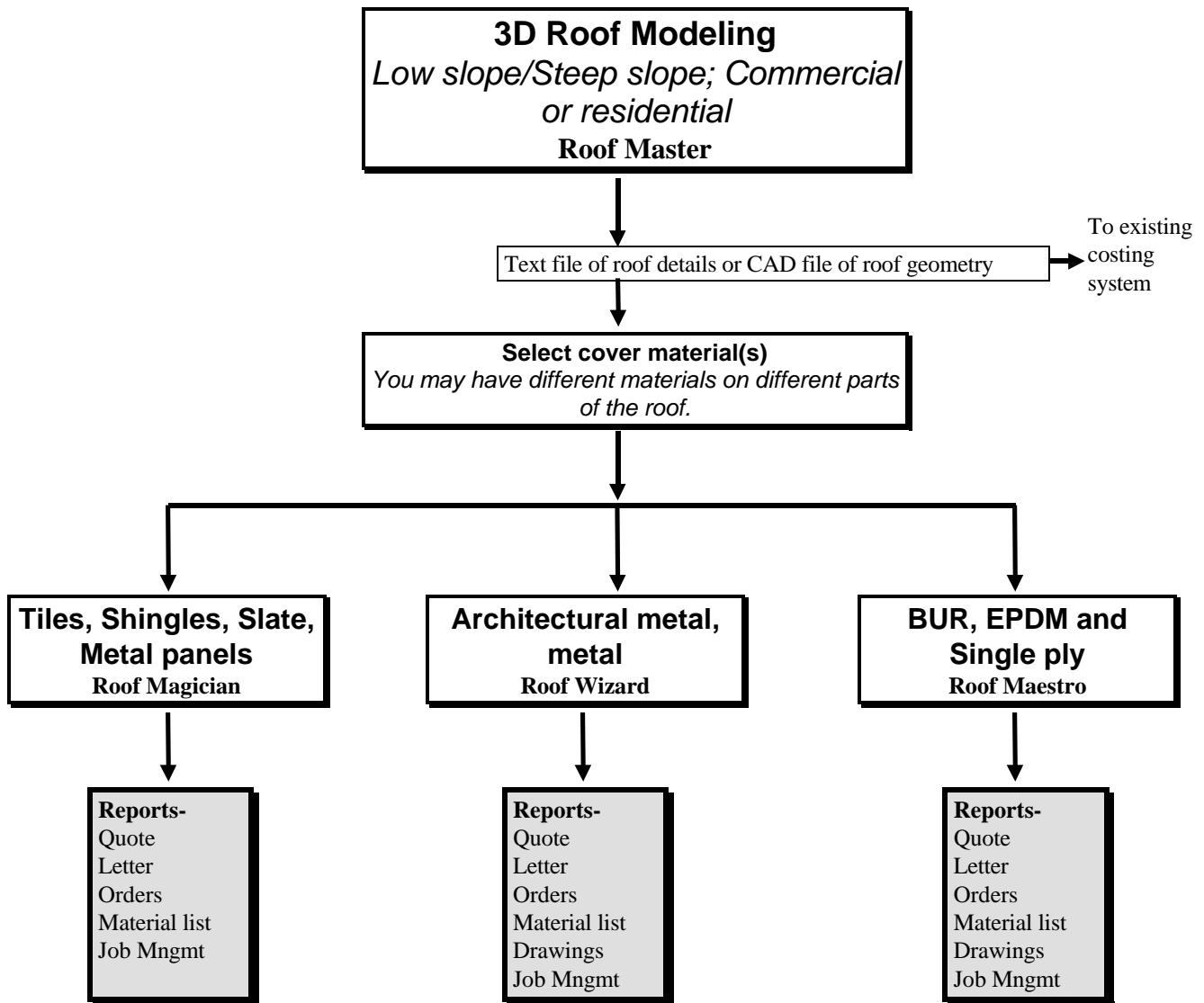
The Sorcerer - Product Guide

	Sorcerer	Roof Magician	Roof Wizard	Roof Maestro	Roof Master
Typical users to benefit	Roof material distributors, manufacturers' reps, roofing contractors, quantity surveyors.	Roof material distributors, manufacturers' reps, roofing contractors, quantity surveyors.	Roof material distributors, manufacturers' reps, roofing contractors, quantity surveyors.	Roof material distributors, manufacturers' reps, roofing contractors, quantity surveyors.	Roof material distributors, manufacturers' reps, roofing contractors, quantity surveyors.
Materials database and report profiles:	tiles, metal tile/panel, shakes, shingles and slate; Standing seam metal, architectural metal;. BUR, EPDM, Single ply	tiles, metal tile/panel, shakes, shingles and slate.	Standing seam metal, architectural metal.	BUR, EPDM, Single ply.	No material database, roof modeling only.

Each of the products is available as a stand-alone product, providing real benefits to the operator. Sorcerer incorporates the functions and features of all the modules in one totally integrated package.

Sorcerer - Job Flow

The complete solution for professional roof estimating - ***Simple, Fun, Effective.***



Accurate, Professional and Quick Presentation

*Roof Wizard, Roof Magician and Roof Maestro modules are available as standalone products and include the roof modeling functions of Roof Master. Sorcerer is a complete system that includes all the functions of each of the modules.

Sorcerer - The Main Menu

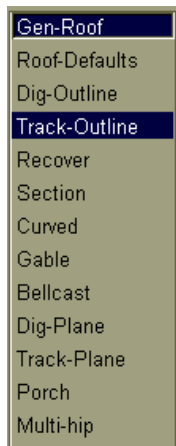
The main menu is the list of options that the operator is first presented with when **Sorcerer** is started up. As well as the main menu, illustrated on the right, the operator is also presented with an icon menu. This menu replicates the functions of the main menu, presenting the functions in an easy to identify picture, or icon.

Each menu option, when selected, will bring up the appropriate dialogue modifier box in the centre of the screen. The dialogue box will contain the information required for each stage of the design and estimating process.

The **Sorcerer** of programs are truly international with the operator able to set local preferences for units (feet and inches or metric) and language.

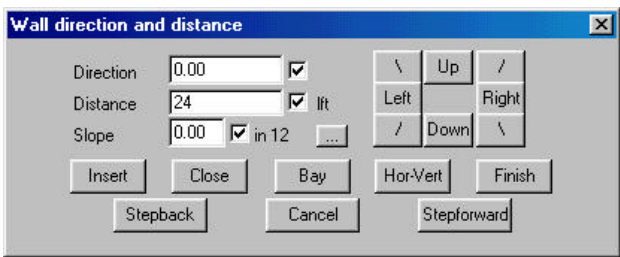
Sorcerer - Roof Generation

The **Gen-Roof** option is used to start the roof design and material estimating process. The whole roof design process is based around the initial creation of hip and valley roof geometry. This basic roof shape is, if required, modified to suit the needs of your client. Comprehensive tools have been developed for the automatic creation of all roof geometry from gables, dutch gables, dormers, atriiums, corner gables, multi-hips, verandahs etc.



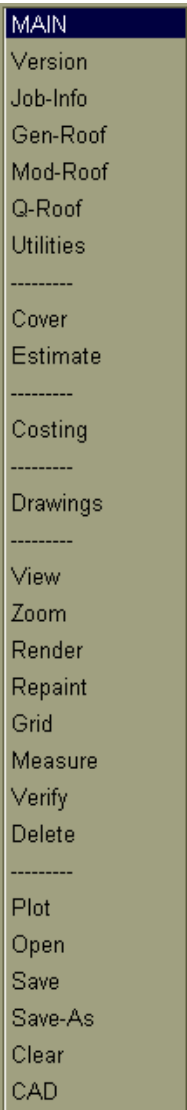
The operator is presented with a number of options for inserting the roof geometry. The first, **Dig-Outline**, allows the operator to “snap” to the extents of the building outline from a plan that has been imported into the system via DXF or DWG format. As many builders and designers these days are using CAD for their drawings, this option is very quick. Alternatively, this method can be used in conjunction with a digitizing tablet.

The more common method is **Track-Outline**. This involves inserting the extents of the house ie. The wall outline, not the roof eave line, using the “wall direction and distance” dialogue box. As each dimension is inserted, the screen will automatically resize to fit the extents of the outline. The direction of the lines, ie. **Up**, **Down**, etc. is selected by clicking on the appropriate button.



Roof Default Values

The next dialogue box to be displayed prompts the operator for the specifics of the roof construction. The values displayed are common to all the eaves and panels of the roof being defined. Individual alterations to any aspect of the roof can be made at a later date.

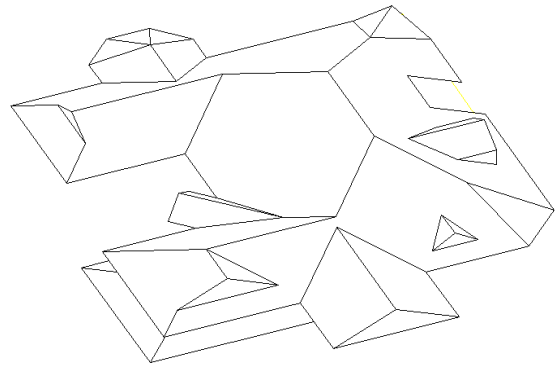
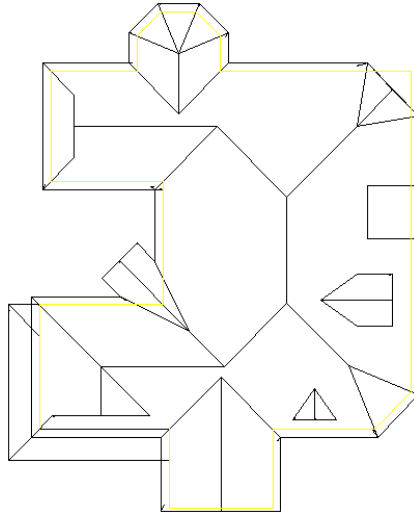


Sorcerer - Modifying the Roof



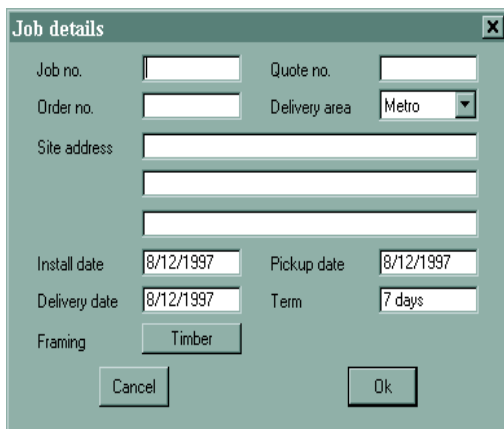
Once the 3 dimensional roof has been automatically created, a comprehensive selection of advanced modification tools are available, enabling the operator to modify the roof to suit.

Among the many roof modifications available are: various types of dormers, dutch gables, internal and external corner gables, lay-back gables, atriums, highlight windows and many more. In addition, individual roof panels can have their pitch changed, with the hip, valley and ridge lines automatically updated to reflect any changes made.

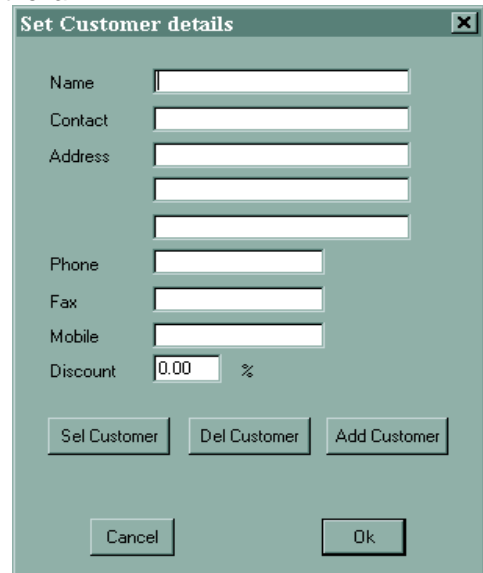


Sorcerer - Job Details

After the roof modifications have been completed, the next step is to enter the details for the specific job. This involves customer, installer, builder, salesman and distributor details, and of course the particulars of the job, such as delivery address and delivery dates, quote numbers etc. These details can be set up or changed at any time, depending on the stage of the job. Any time a new customer, salesman, installer etc. is entered into the system, they are automatically saved into a database for future retrieval.

A dialog box titled 'Job details' with a close button (X). It contains several input fields: Job no., Quote no., Order no., Delivery area (a dropdown menu showing 'Metro'), Site address (three stacked text boxes), Install date (8/12/1997), Pickup date (8/12/1997), Delivery date (8/12/1997), Term (7 days), and Framing (a button labeled 'Timber'). At the bottom are 'Cancel' and 'Ok' buttons.

This saves valuable time in the quotation process. Above are just two examples of the dialogue boxes available.

A dialog box titled 'Set Customer details' with a close button (X). It contains several input fields: Name, Contact, Address (three stacked text boxes), Phone, Fax, Mobile, and Discount (0.00 %). At the bottom are three buttons: 'Sel Customer', 'Del Customer', and 'Add Customer', along with 'Cancel' and 'Ok' buttons.

At this stage the operator with the Roof Master program may export the roof geometry via DXF (a universal CAD exchange format) or export the roof details via a text file format that may be picked up by your favourite spreadsheet or database program. Details such as hip, ridge, valley lengths and roof plane areas. With any of the other Sorcerer modules the operator defines the material that is to be used on the roof. The material type selected will determine which of the modules will be used. Refer to the following product guide which shows which product would be used.

Sorcerer - Material Definitions

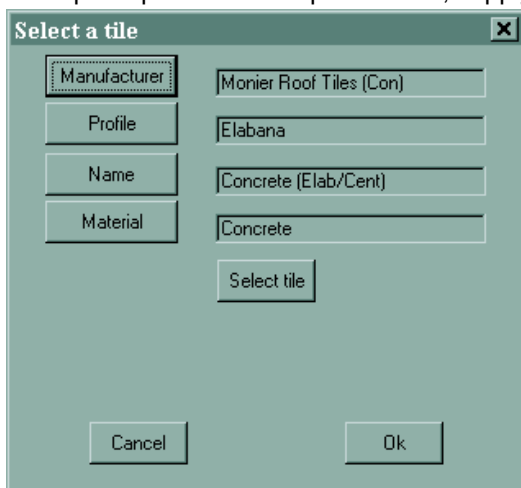
The **Coverage** menu contains the options for defining new manufacturers and material types. Using the **Select a material** dialogue box below as an example, the four fields available - Manufacturer, Profile, Name and Material, bring down further modifier menus to allow the operator to select the desired option. Any number of manufacturers can be set up to appear in this file along with their complete range of materials, profile and colour options. At this point, the operator is also able to automatically or manually dimension the roof and designate any areas that may need to be insulated.

Each roofing material group has it's own product definition file. Roof cover **profiles** may be defined by the user to suit the way a company works and the materials that the company uses.

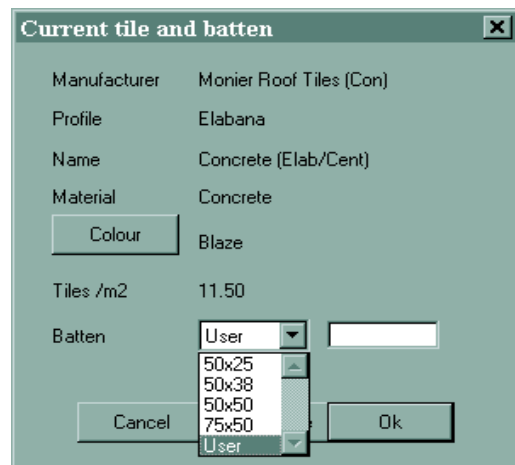
Sorcerer - Setting up Costing Rates

The software provides for the setting up of all costing rates necessary for producing a complete detailed quote.

These would normally be completed once and revisited from time to time as pay rates change. These include roof costing rates, detailing insulation, fall protection, battens, hip and ridge lengths etc., installers pay rates; and a comprehensive dialogue box allowing the operator to set up the costs for each material type, profile, number of items per square foot or square metre, supply and install pricing, and associated cartage values.



The 'Select a tile' dialog box contains four dropdown menus: 'Manufacturer' (Monier Roof Tiles (Con)), 'Profile' (Elabana), 'Name' (Concrete (Elab/Cent)), and 'Material' (Concrete). Below these is a 'Select tile' button. At the bottom are 'Cancel' and 'Ok' buttons.

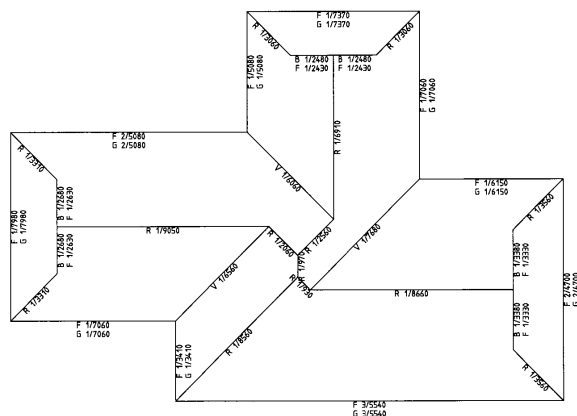
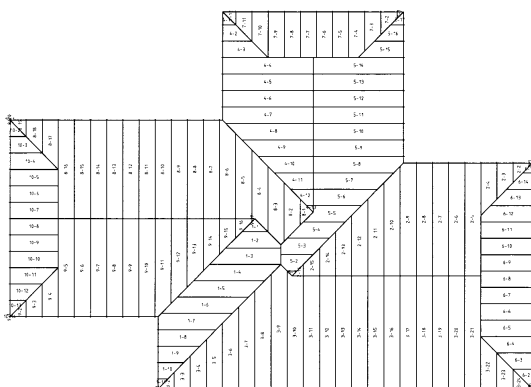


The 'Current tile and batten' dialog box displays the selected tile information: Manufacturer (Monier Roof Tiles (Con)), Profile (Elabana), Name (Concrete (Elab/Cent)), and Material (Concrete). It also has a 'Colour' dropdown set to 'Blaze'. Below this, 'Tiles /m2' is set to 11.50. The 'Batten' section has a dropdown set to 'User' and a text input field. At the bottom are 'Cancel' and 'Ok' buttons.

Sorcerer - Tally Materials

The materials are then tallied up so that a cost can be applied. Different materials are tallied differently and indeed some materials may be optimised such that off cut materials may be used elsewhere on the roof - some architectural metal profiles for example. Depending on the materials selected, the appropriate Sorcerer program will use the most effective routine to take off the material quantities.

In the process, the roof drawing is annotated with the details of the results of the tallying up. Take the metal roofing as an example: all the cut sheets are shown and the total length of flashings and gutters are automatically dimensioned.



Sorcerer - Cost Summary

Once the roof has been completed, and all of the covering details have been specified, the total job calculations are just a few mouse clicks away. Selecting **Cost-Summary** from the menu, brings up two dialogue boxes dealing with fall protection and installers on-cost percentage.

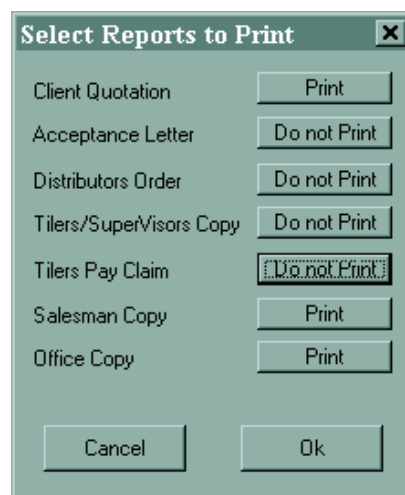
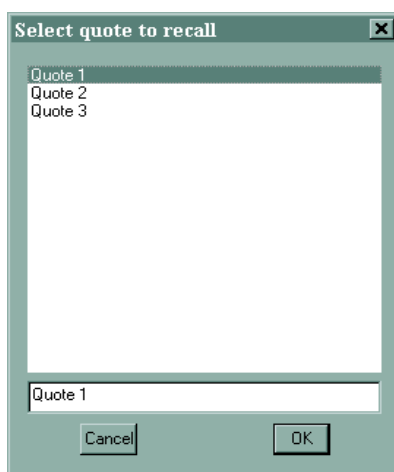



The calculation table is a complete summary of the job being quoted on. A full job cost and quoted price are given, along with the reporting of a profit figure after a sell price has been entered. Any of the values can be changed “on the fly” if necessary, and the total cost of the job re-calculated. When you are happy with the quote, click on **Save** and type in a “quote name”. If the client also requires a quote on a different material or profile, simply return to the **Coverage** menu and make the necessary changes. Re-calculate the data and save the new quote under a different name. It's as simple as that.

Sorcerer - Report Printing

After the required quotes have been created, the final step is to produce the necessary reports. Select **Reports** from the **Main** menu and a dialogue box appears listing the available quotes.

You then have the option of selecting which reports to print, by clicking in the box next to the appropriate report, which toggles between “print” and “do not print”.

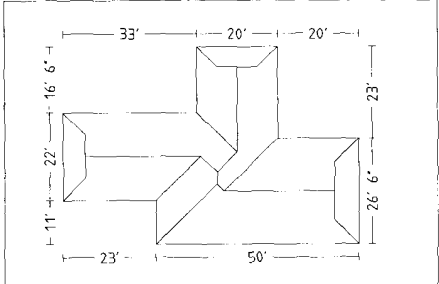


INSTALLER			 <div> 832 High St East Kew Vic 3102 (03) 9859 6622 ACN 052 127 787 Excellent Design </div>
Payment Date	Invoice No.	TOTAL	

Estimate to Supply and Fix ROOF TILES	DATE	1 March 1999	No.	Q2314
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CLIENT	Winter House	PHONE	602-383-1854
ADDRESS	421 Buton Road Tempe, Arizona 85283-1042	FAX	
SITE ADDRESS	543 West Bassline Road Tempe, Arizona 85283-1042		

JOB DETAILS		M2 of Tiling	3066.82	PRICE \$ 17000.00
Roof Pitch	10.0 in 12	Rafter Centres	3'	
Eave O'hang	2"	Batten Sizes		For and on behalf of Appli-Cad Signed..... After Hours Phone
Verge O'hang		Fixing Date	4 March 1999	
Colour	Midnight	Profile	Concrete TBA	

SKETCH OF ROOF 	SPECIAL NOTES <div> AppliCad <small>Prepared by AppliCad 052 127 787</small> </div> <div> Phone +613 9249 9509 Fax +613 9859 6622 </div> <div> 832 High Street East Kew. 3102 </div> <div> Purchase Order OR4325 - 2 Date 2 March 1999 Job JB2453 Site 543 West Bassline Road Tempe, Arizona 85283-1042 </div>
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INSTALLERS PAYMENT	\$	ITEM
3066.82	SQ FT TILING	ROOF TILES
3066.82	SQ FT SARKING	RIDGES
96.44	L FT HIPS	SHELLS
56.22	L FT VALLEYS	APEX
80.25	L FT RIDGE	SARKING
46.21	L FT GABLE	BATTI
3'	TRUSS	
	STEEP PITCH	
	2/3 STOREY	
	15772.08	TOTAL

Please supply the following in good order and condition :

Delivery Date 3 March 1999

ITEM	QTY	PRICE
Ridge Flashing : Roll top ridge, GALVANISED 1/9050, 1/8660, 1/8560, 1/6910, 2/3560, 2/3310, 2/3060, 1/2560, 1/2060, 2/970	195.54	
Valley Flashing : Valley, GALVANISED 1/7680, 1/6560, 1/6060	66.60	
Fascia : Metal fascia, ZINCALUME 1/7980, 1/7370, 2/7060, 1/6150, 3/5540, 3/5080, 2/4700, 1/3410, 2/3330, 2/2630, 2/2430	318.47	
Gutter : O Gee Gutter, GALVANISED 1/7980, 1/7370, 2/7060, 1/6150, 3/5540, 3/5080, 2/4700, 1/3410	263.42	
BargeBarge, ZINCALUME	56.04	
Purlin : Lightweight, GALVANISED 60/8000	1574.80	
Fasteners : 10x16 Wafer Teks GALVANISED	4.00	
Accessory : Fascia bracket	126.00	
Accessory : Splice plate	4.00	
Accessory : External corner (90)	6.00	
Accessory : Internal corner (90)	4.00	
Accessory : Bracket nails (timber)	1.00	
Accessory : Barge bracket	24.00	
Accessory : Barge corner left	3.00	
Accessory : Barge corner right	3.00	
Accessory : Barge apex cover	3.00	

On this page is an example of one of the many reports that are standard with the software. These forms start as templates that are fully customizable, so you can alter them to look exactly like the ones you currently use. Any information within the system can be extracted and placed on any form in any position. Key text strings tell the software which bit of information needs to be inserted. Using your existing pre-printed stationery or create your own.

Q-Roof

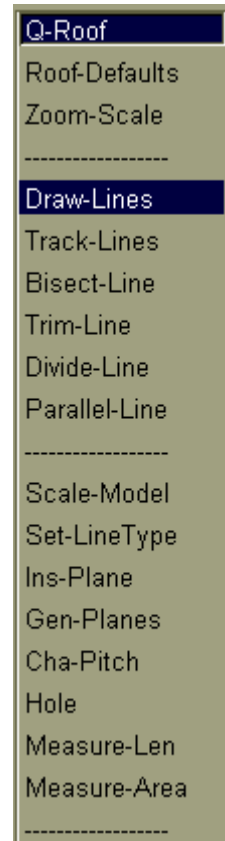
A new development that completes the tool kit for the AppliCad Australia roof estimating is **Q-Roof**. This is a new process that provides intuitive and intelligent support of various digitisers to input roof geometry quickly and easily. Simple commands guide an operator through the process of creating accurate roof geometry from roof plans. The operator works in plan and automatically generates true roof areas and lengths.

Q-Roof also supports the use of bit map or raster images as an underlay for the digitising process. This allows for the use of scanned building plans as an underlay for digitising, and also the use of building plans down-loaded from the various world wide web bidding services.

Q-Roof includes many smart tools for adjusting the job scale so that nasty old blue-prints may be used and the data re-scaled to represent the actual measurements on the plan.

Roof planes are automatically generated, thus reporting accurately roof areas and material quantities. Once input, all the roof materials and accessories are automatically extracted, orders generated, quote printed and job completed.

With the AppliCad Australia suite of roof estimating software, no job is too big or too small – too complex or too simple.



IN SUMMARY

Sorcerer is without a doubt, the most comprehensive and sophisticated software available for the estimation and quoting of roofing materials.

Sorcerer will increase the accuracy of your quotes to an astounding level, in addition to increasing your productivity. All of which can have a rather prosperous effect on your bottom line.

Sorcerer guarantees to save you valuable time, freeing you up to attend to the more important aspects of your business and eliminate costly quoting errors, helping you to maintain competitiveness in today's tough market.

The modular structure allows you get the exact solution for your particular needs. Regardless of your business priority - commercial, residential, steep slope or low slope - AppliCad Australia has an estimating and job management solution for you at the most competitive price. The advanced functionality will ensure that even with just one bid or quote per day, the software will pay for itself in just a few weeks.

Critical information at a glance!

	Sorcerer	Roof Magician	Roof Wizard	Roof Maestro*	Roof Master
Typical users to benefit	Roof material distributors, manufacturers' reps, roofing contractors, quantity surveyors.	Roof material distributors, manufacturers' reps, roofing contractors, quantity surveyors.	Roof material distributors, manufacturers' reps, roofing contractors, quantity surveyors.	Roof material distributors, manufacturers' reps, roofing contractors, quantity surveyors.	Roof material distributors, manufacturers' reps, roofing contractors, quantity surveyors.
Materials database and report profiles:	tiles, metal tile/panel, shakes, shingles and slate; Standing seam metal, architectural metal;. BUR, EPDM, Single ply	tiles, metal tile/panel, shakes, shingles and slate.	Standing seam metal, architectural metal.	BUR, EPDM, Single ply.	No material database, roof modeling only.

Common Features:

- Easy to learn and fun to use
- Quick and easy roof modeling in 3D
- Automatic dimensioning
- Accurate material and accessory take-off
- Instant report generation

- Customizable data files
- User definable report templates
- Automatic drawing creation
- Full 3D Cad functions
- Complete quote and roof drawing
- Materials and labour costing
- Quantify all accessory items
- Save and recover quotes
- GRIM files

Specific Features:

- Quantify tiles by course or area (Roof Magician)
- Quantify metal off-cuts (Roof Wizard)
- Quantity by product profile (Roof Maestro)

Typical Benefit:

All your staff can become effective estimators

Accurate roof geometry

Confidence check on roof plans

Nothing missed out in the quotation

Fast and easy job management

Massive time saving

Eliminates **all** manual paperwork

Quotation

Customer acceptance

Suppliers order

Installers pay claim

Office copy and more

Set up your material files to suit your business - even add your own descriptions and/or costs.

Professional presentation complete with your logo

Total information pack for your clients

Additional drafting and reporting may be generated

Roof drawing can be printed on any document

Automatic costing in a mouse click - total job control

Total job cost - automatically

Instant re-cost on any job at any time

Enables any data to be exported, imported or combined

The most accurate result

The most efficient use of materials

The most effective

Sorcerer - feature list

Topic	Feature	Master	Wizard	Magician	Maestro
Roof Modeling	Dig(itize)-Outline	•	•	•	•
	Track-Outline	•	•	•	•
	Recover Outline	•	•	•	•
	Section Roof	•	•	•	•
	Curved Roof	•	•	•	•
	Variable Pitch Gable Roof	•	•	•	•
	Bellcast Roof	•	•	•	•
	Panel Roof	•	•	•	•
	Simple-Verandah	•	•	•	•
	Complex-Verandah	•	•	•	•
	Straight verandah	•	•	•	•
	Bullnose Verandah	•	•	•	•
	Concave Verandah	•	•	•	•
	Convex Verandah	•	•	•	•
	Multiple level roofs	•	•	•	•
Roof Modification	Hip-To-Gable	•	•	•	•
	Gable-To-Hip	•	•	•	•
	Change-Pitch	•	•	•	•
	Split-Gable	•	•	•	•
	Change-Verge	•	•	•	•
	Dormer - Gable	•	•	•	•
	Dormer - Skillion	•	•	•	•
	Dormer - Hip	•	•	•	•
	Dormer - Barrel	•	•	•	•
	Dutch-gable	•	•	•	•
	Lay-Back	•	•	•	•
	Valley-Gable	•	•	•	•
	Flying-Gable	•	•	•	•
	Atrium	•	•	•	•
	Highlight	•	•	•	•
	Slice-Hip	•	•	•	•
	Project-Gable	•	•	•	•
	Advanced Modeling	•	•	•	•
	Advanced - Cutout	•	•	•	•

Q-Roof	Roof Defaults	•	•	•	•
	Zoom Scale	•	•	•	•
	Draw Line	•	•	•	•
	Track Lines	•	•	•	•
	Bisect Lines	•	•	•	•
	Trim Lines	•	•	•	•
	Parallel Lines	•	•	•	•
	Divide Lines	•	•	•	•
	Scale Model	•	•	•	•
	Set Line Type	•	•	•	•
	Insert Plane	•	•	•	•
	Generate Planes	•	•	•	•
	Change Pitch	•	•	•	•
Utilities	Show/hide panels	•	•	•	•
	Show/hide sheets	•	•	•	•
	Set-Display	•	•	•	•
	Dimension Roof	•	•	•	•
	Change Line type		•	•	•
	Change Panel Type		•	•	•
	Tally lengths and areas	•	•	•	•
Job-Info	Set company details		•	•	•
	Set job-details		•	•	•
	Set customer name		•	•	•
	Set Installer name		•	•	•
	Set builder name		•	•	•
	Set salesman name		•	•	•
	Set distributor name		•	•	•
Coverage	Define Tiles/Shingles			•	
	Select Tiles/Shingles			•	
	Select battens			•	
	Select Insulation			•	
Job Management - Costing	Set costing rates			•	
	Set installer pay rates			•	
	Set tile costs			•	
	Display jobcost summary			•	
	Display quote summary			•	
	Quotation defaults			•	
	Jobcost defaults			•	
Job Management - Reports	Quotation			•	
	Acceptance letter			•	

	Distributors order			•	
	Installer copy			•	
	Installer pay claim			•	
	Salesman copy			•	
	Office copy			•	
	Customization			•	
	Flashing Drawing			•	
	Super customization			•	
Coverage	Roofing		•		•
	Individual Panel		•		•
	Verandah		•		•
	Flashings		•		•
	One Flashing		•		•
	Insulation		•		•
	Battens		•		•
	Downpipes		•		•
Job Management -Costing	Set labour rates		•		•
	Display cost summary		•		•
	Set material costs		•		•
	Supply & Install Quote		•		•
	Supply Only Quote		•		•
Job Management -	Quotation		•		•
Drawings and Reports	Installer-pay		•		•
	Cost summary		•		•
	Order forms		•		•
	Roof drawing		•		•
	Sheet layout drawing		•		
	Flashing drawing		•		•
	Batten drawing		•		
	Sheet nesting		•		
Miscellaneous	Changing views		•	•	•
	Zoom and pan		•	•	•
	Render display		•	•	•
	Grid		•	•	•
	Individual measurement		•	•	•
	Custom plotting		•	•	•
	Full CAD capability		•	•	•
	DXF/DWG		•	•	•
	Ascii export (CSV format)	•	•	•	•
	Save to Block	•	•	•	•

