

## COMPANY PROFILE

Quest is an authorised channel partner and service provider of **Viewpoint Construction Software**

**Viewpoint is known as a global leader in Enterprise construction software for Estimating, Project Management, Accounting and Document Management for over 30 years.**

Quest has been supporting Australian and New Zealand construction companies for over 18 years. Quest actively supports over 260 construction companies throughout Australia and New Zealand.

Quest specialises in best in class construction software and cloud hosting services. Our focus is to provide construction companies scalable cost effective solutions with hands on implementation and support.

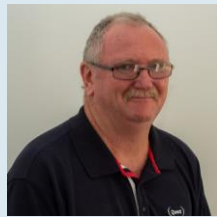
To do that Quest has built a flexible team with a range of capabilities and industry experience, ranging from IT, Estimating, Operations, Job Cost Accounting, Construction Management, Accounting and Mobile Solutions. Our dedicated staff has over 60 years of combined experience on the latest construction software the industry has to offer.



**Eric Silcott**

**DIRECTOR OF SALES**

Eric has 25 years of construction site and administration experience. Degree in Business Administration.



**Neville Rance**

**DIRECTOR OF ACCOUNTING**

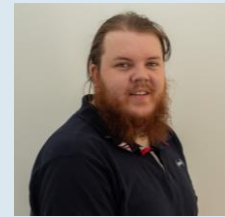
Neville is a qualified accountant with 20 years' experience in taxation and commercial accounting.



**Travis Creasey**

**DIRECTOR OF SERVICES**

Travis has degree in Computer Science, Systems Integration with over 10 years of construction software experience.



**Nathan Gordan**

**ESTIMATING CONSULTANT**



**Sarah Mullan**

**PROJECT COORDINATOR**



**Seerat Mahajan**

**TECHNICAL SERVICES CONSULTANT**



**Sandy Fakh**

**SALES CONSULTANT**



**Rob Baulman**

**SALES CONSULTANT**

Quest service providers are hands on through the sales and implementation cycle. Along with other highly skilled team members, Quest product specialist and support technicians guide customers in best practice use of software and cloud solutions for construction companies of all sizes. Decades of industry knowledge matched with best in class construction software solutions enable Quest customers quick return on investment.



## INDUSTRIES SUPPORTED

Quest services a broad range of products to construction businesses of all sizes. With over one hundred implementations, Quest provides industry specific knowledge across a wide range of disciplines.

**CIVIL** > Heavy Highway, Commercial, Underground Utilities, Sub Divisions

**RESIDENTIAL** > Volume Builders / Custom Homes

**GENERAL CONSTRUCTION** > Prime Contractors / Developers

**SPECIALITY TRADES** > Electrical / Mechanical / Plumbing / HVAC

### BUSINESS HEALTH CHECK

*\*typical areas of profit leak*

**Fractures Estimating** -

process and technology tools

**Lead Management** - opportunity escalation

**Estimate to Project continuity** - hand-over visibility

**Estimate to Project to Estimate** - 360 overview

**Procurement efficiencies** - buyout to budget oversight

**Subcontract Control** – retention management /variation control

**Point in Time** – weekly project financial position

**Claim Mgmt** – delays or negotiations on payments

**Variation Mgmt** – escalation, oversight, **delayed payment**

**Document Mgmt** – system strengths and weaknesses

**Manage by exception** – job cost control

**Integrated Job Cost Payroll** – labour cost allocation

**Overhead Strategy** – estimate to job cost impact

**Complexity of multi-company** – risk mitigation / administration and processes

**Accountant reliance** – timely financial reporting confidence

**Equipment Mgmt** – job cost / maintenance / asset location / cost of ownership

**Services Work** – logistics efficiencies / scheduling

**Mobile Field** – site reporting / field resources to accounting ERP

### AREAS OF EXPERTISE

\*Quantity Takeoff and Estimating

\*Bid Management / Lead & Opportunity Capture

\*Project Cost controls

\*Accounting / Auditing / Structure Simplicity

\*SSRS / Crystal Reporting / SAP B.I / Power B.I.

\*Payroll Integration

\*Office to Field Reporting

\*Cloud Hosting / Software Deployment

\*Change Management / Software Training

\*Software Implementation

