Software Advice BuyerView: Takeoff Software Report

Insight into today's small-business buyer

Software Advice™

Abstract

Software Advice has spoken to thousands of small-business construction buyers evaluating takeoff software applications. We analyzed interactions with these buyers to learn what they want most in new takeoff software today.
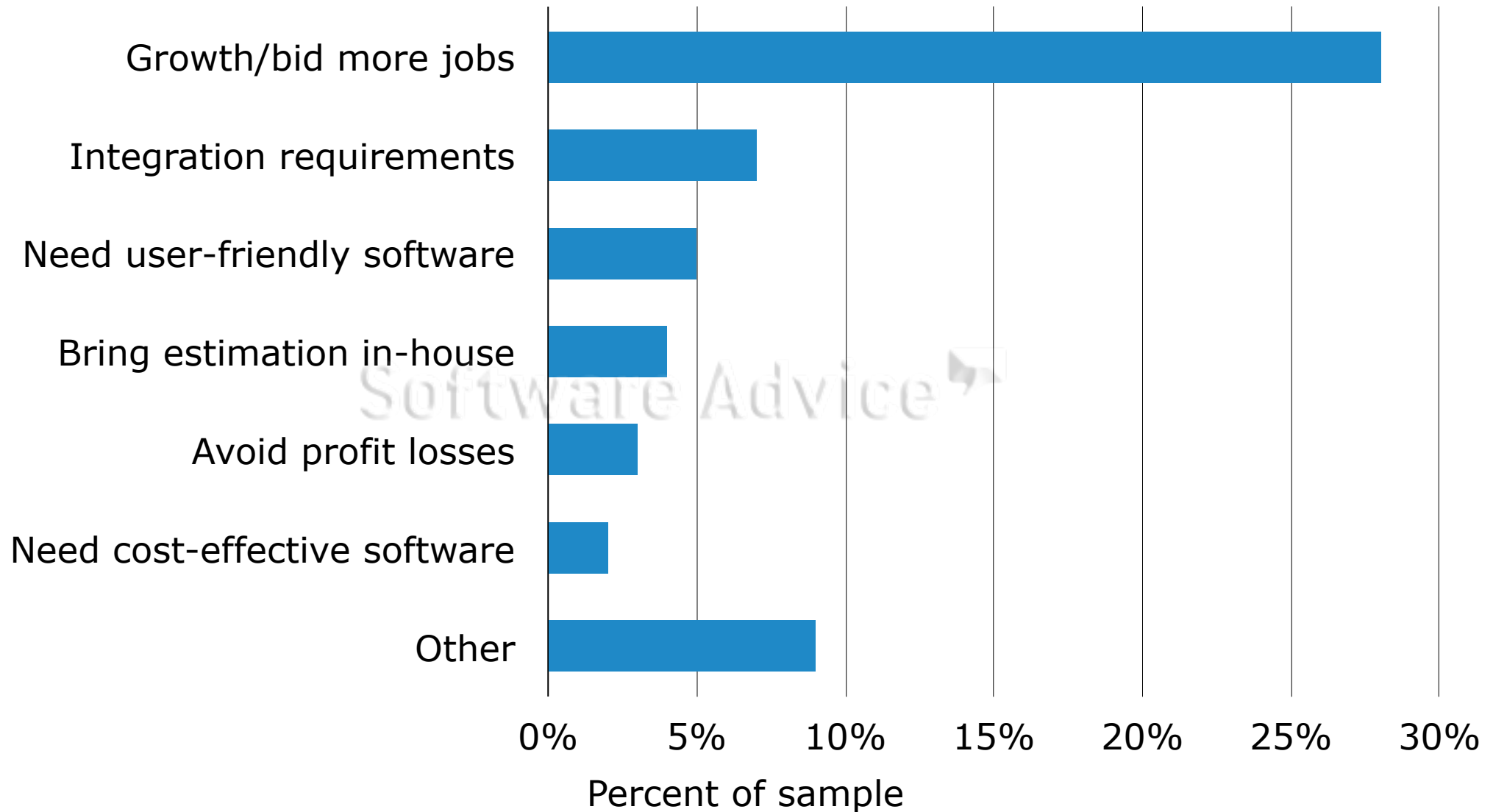
- Sixty-three percent of buyers are using manual methods alone, such as Excel spreadsheets, scales, rulers and printed plans.

- Only 10 percent are currently using takeoff software, which is a smaller percentage of current software users than in other markets.

- The top reason for purchasing new software was in response to the growth of the business, or to increase buyers' capacity for writing bids.

Majority of Buyers Are Replacing Manual Takeoff Methods
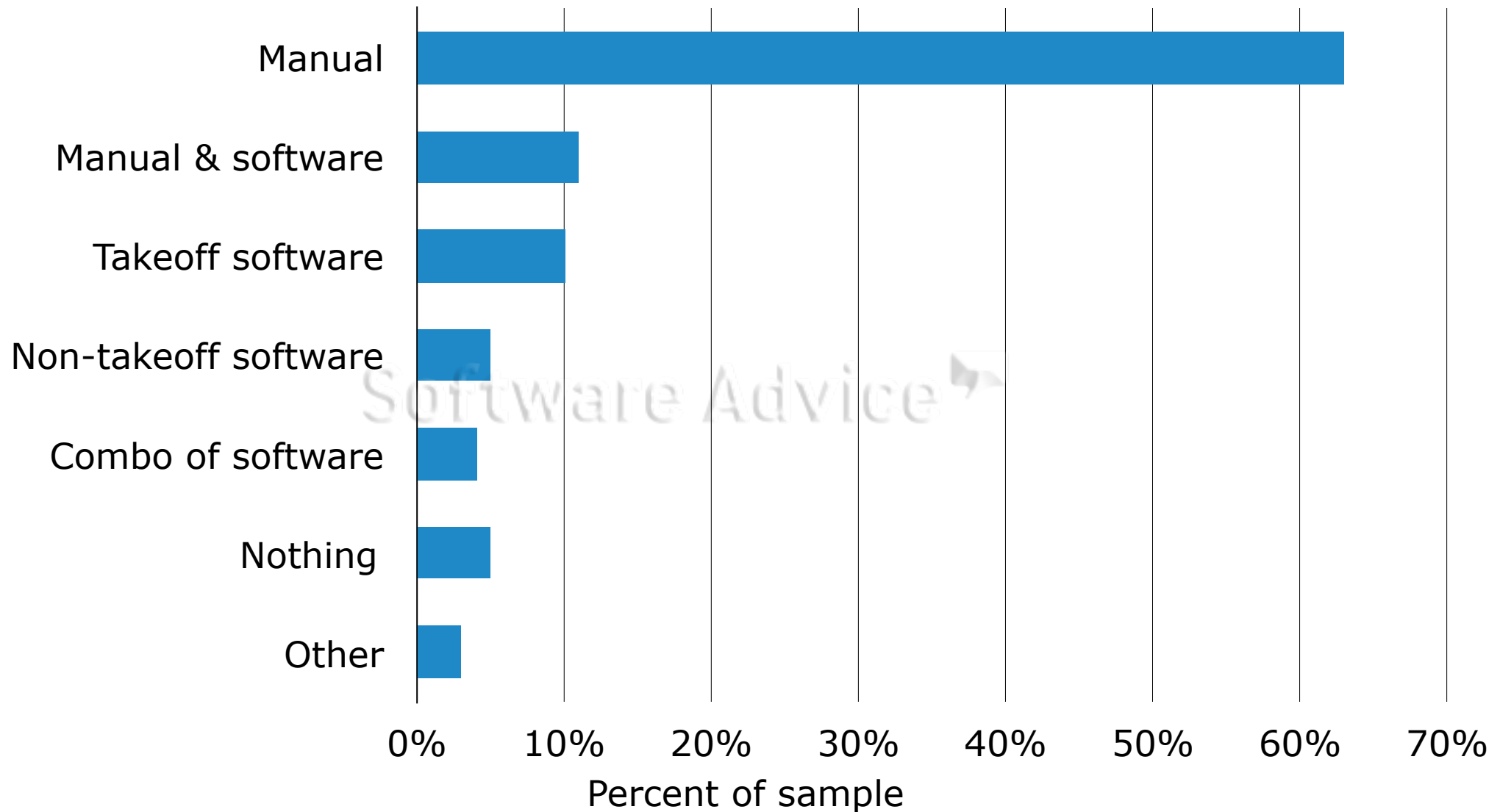
The great majority of construction companies are currently using manual methods to conduct their takeoff and estimating processes.

Buyers Seek New Software for Growth of Business

Horizontal bar chart — Percent of sample:

- Growth/bid more jobs: ~28%
- Integration requirements: ~7%
- Need user-friendly software: ~5%
- Bring estimation in-house: ~4%
- Avoid profit losses: ~3%
- Need cost-effective software: ~2%
- Other: ~9%

X-axis: 0% 5% 10% 15% 20% 25% 30% — Percent of sample

Many buyers (28 percent) indicated that they wanted to be able to grow their business or execute a greater number of bids.

Three-Fourths of Buyers Request Integrated Suites
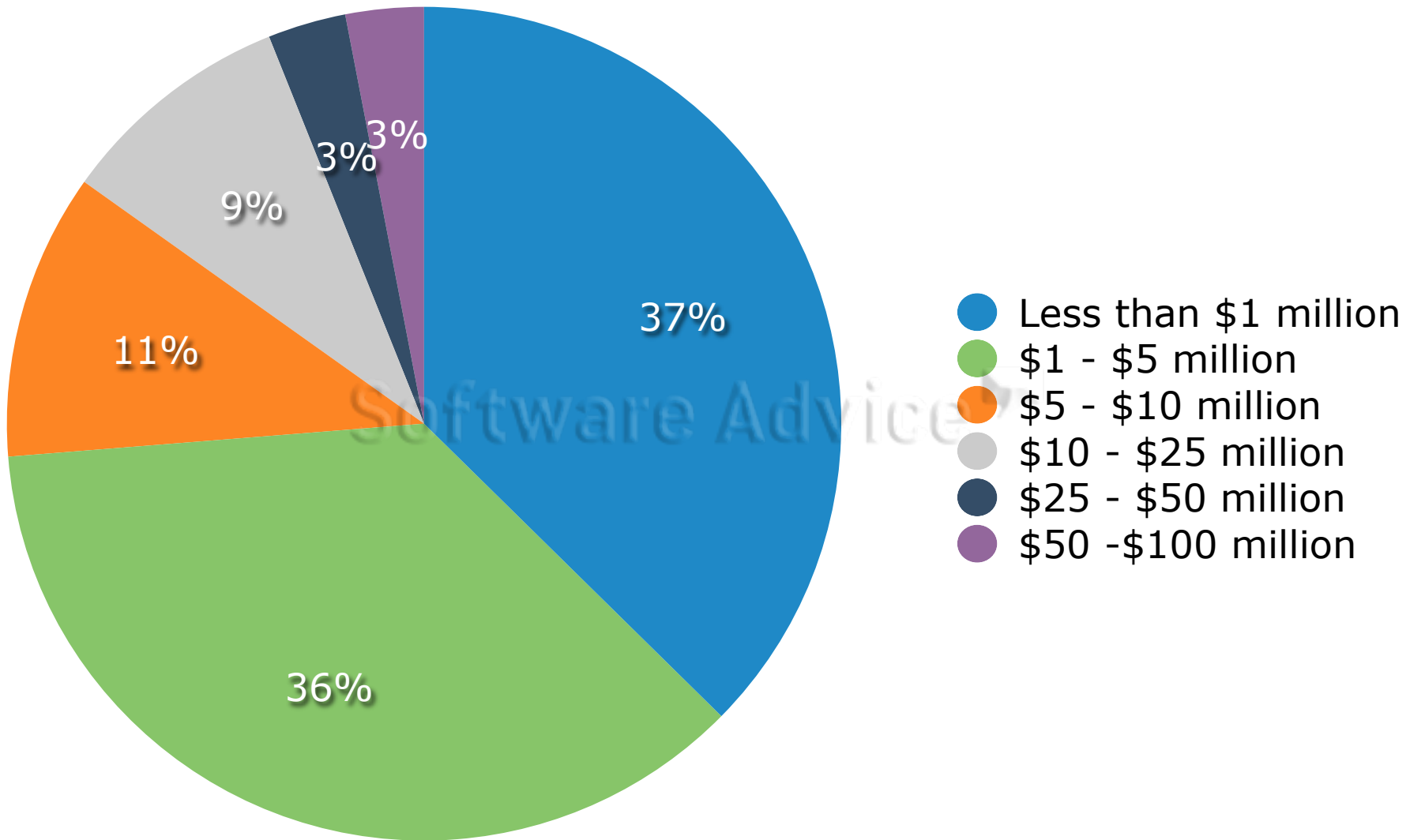

- 🟢 Integrated suite
- 🔴 Best-of-breed
- ⚪ Multiple products OK

75%

20%

5%
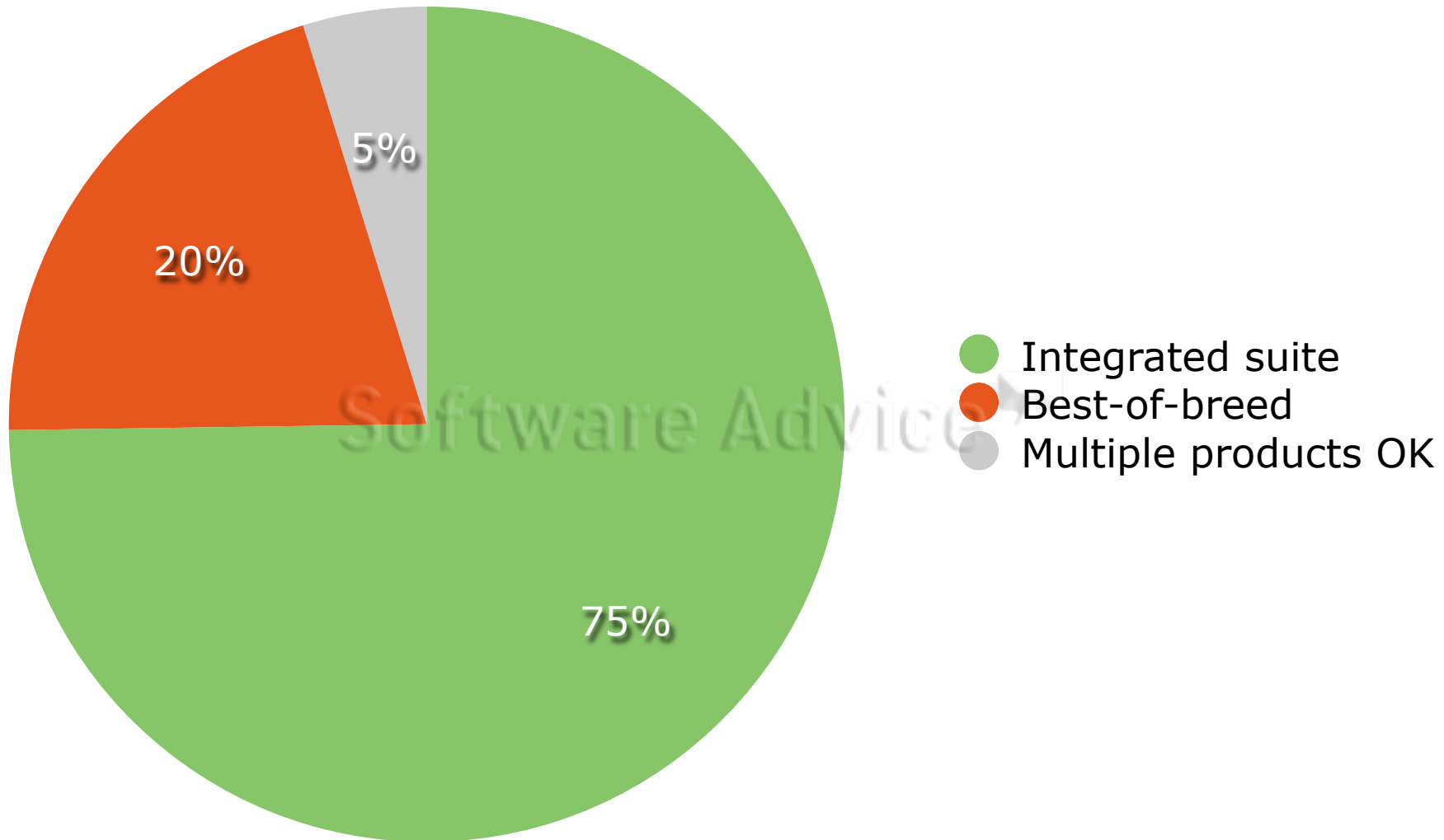
Seventy-five percent of construction takeoff software buyers wanted to evaluate integrated software suites over individual "best-of-breed" applications.

Vast Majority of Buyers Have No Deployment Preference


Legend:
- Unknown
- On-premise
- Cloud-based

1%

98%
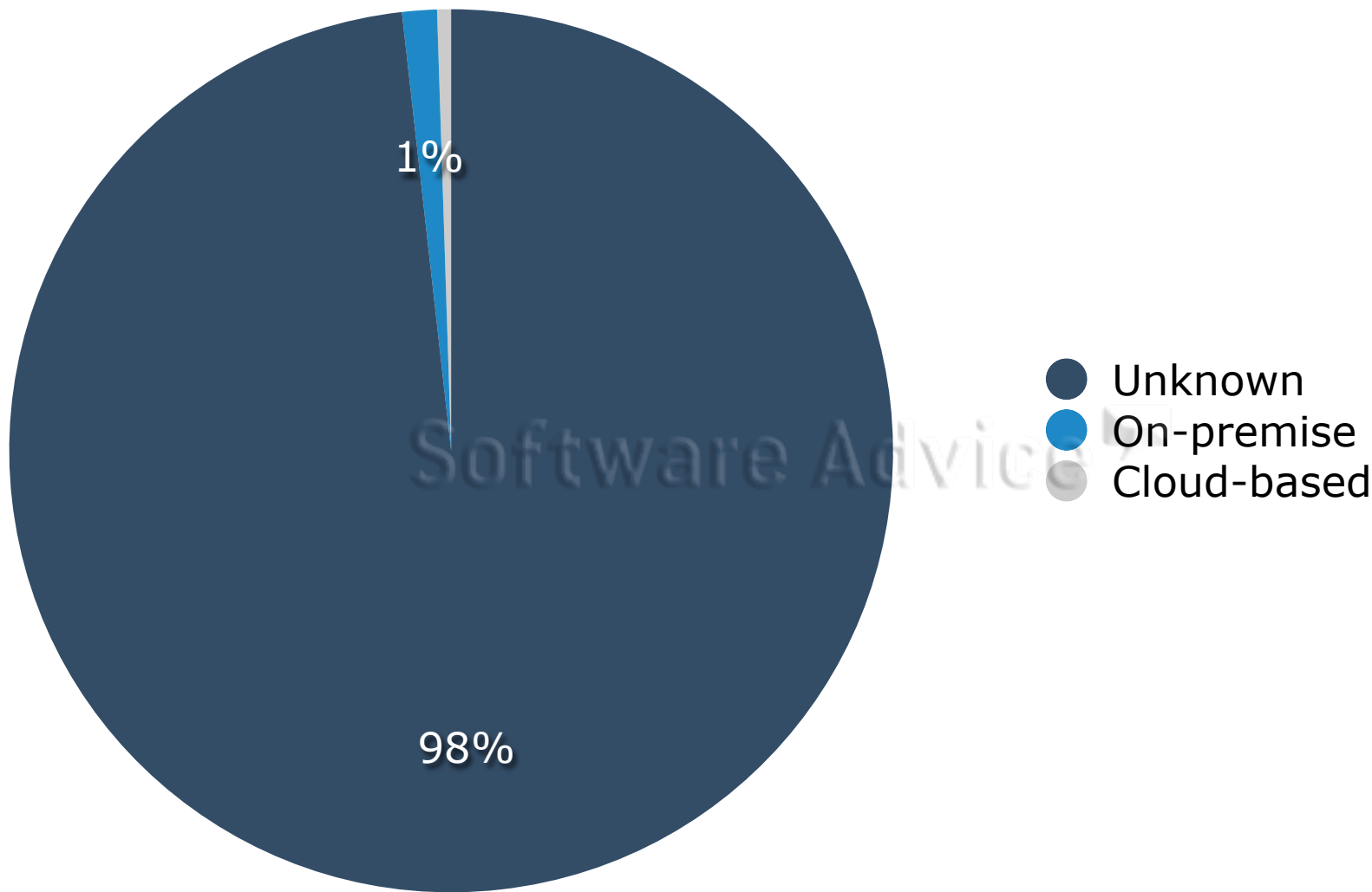
Almost all of the buyers we surveyed (98 percent) did not have a preference regarding the type of deployment model.

Most Companies Have Revenue of $5 Million or Less

Pie chart:
- Less than $1 million — 37%
- $1 - $5 million — 36%
- $5 - $10 million — 11%
- $10 - $25 million — 9%
- $25 - $50 million — 3%
- $50 -$100 million — 3%

Most buyers were small businesses—37 percent companies had annual revenues under $1 million, and 36 percent had annual revenues $1-$5 million.

Most Buyers from Companies with 10 Employees or Less

Legend:
- 1
- 2 - 5
- 6 - 10
- 11 - 20
- 21 - 50
- 51 -100
- 101 - 500

Slices: 7%, 33%, 21%, 17%, 14%, 5%, 4%
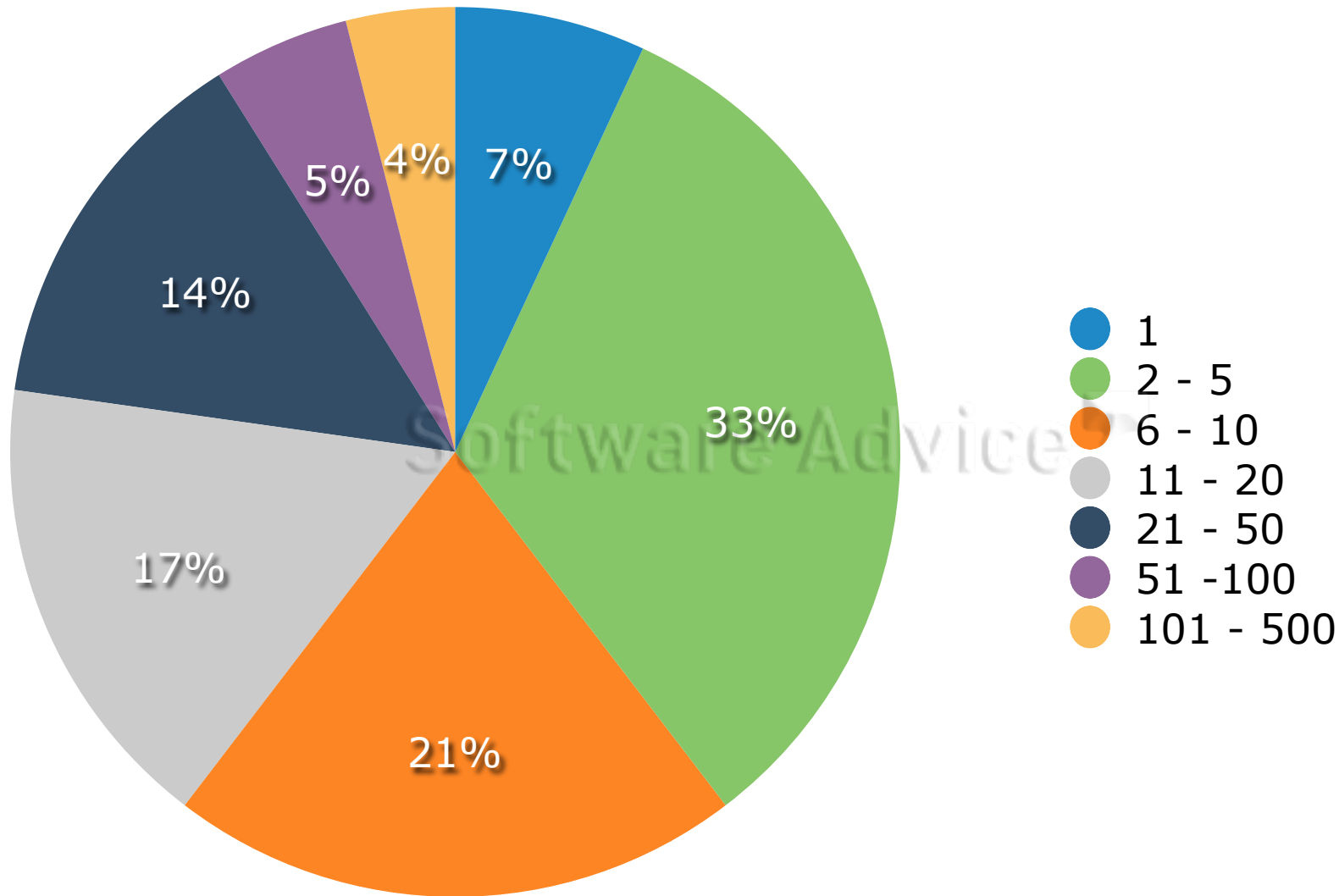
Thirty-three percent of buyers were from companies had two to five employees, 21 percent with six to 10 employees and 7 percent with only one employee.

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