Success: Save Time, Achieve Excellence.

Data Management Institute assists contractors in their quests for success by sharing our knowledge. We offer advanced information systems and efficient training for expert bid preparation.

Data Management Institute builds prosperity for contractors that rely on detailed, accurate construction takeoffs and estimates to follow-up on their leads, develop construction bid proposals, and perform work. DMI's founder, Mike Litz, achieved construction bidding excellence for more than 35 years; striving to stay ahead, advocating use of the most advanced technology, Mike never lost sight of his primary goal: generating income by developing smart, less-expensive, ever-accurate takeoff and estimating methods and systems. For more on Mike, go to: History.

DMI's unparalleled methods and techniques are surprisingly easy to learn, and intuitively natural to implement.   Specialty contractors who benefit the most include:

- Acoustic Ceiling Contractors
- Carpentry Contractors
    - Rough Carpenters
    - Finish Carpenters
        - Casework
        - Millwork
- Drywall Contractors
- Doors, Frames, and Hardware Contractors
- General Contractors
- Interior Contractors
- Light Gage Structural Steel Contractors
- Metal Stud Framing Contractors
- Painting and Decorating Contractors
- Stucco, Plaster, and EIFS Contractors

DMI Plan Reading, Takeoff, and Estimating Classes enabled both new and experienced estimators to function more confidently and independently.   DMI's private one-on-one classes were the most expedient way to improve construction takeoff, estimating, and project management skills. Working directly with Mike Litz, even the most seasoned construction professional learned new techniques to focus more precisely and save time in daily routines.   Courses and the differences among class levels are covered in the syllabus.

Michael W. Litz, Inc. Takeoff and Estimating Services offered company owners the luxury of outsourcing large and/or difficult projects, thus enabling the in-house estimating staff to continue their work with one less major disruption.

DMI Database Systems™ enable co-workers to act in concert, and succeed.   Usually, a database is measured by the amount of data it can save.   At DMI, a database is measured by the amount of time it can save.   The continuity of DMI Systems™ guides users to harmonize their efforts with more profitable results.

FAQ: DMI Databases™ for Quick Bid®

Question:

Do DMI Databases™ for Quick Bid® work in all versions of Quick Bid®?

Answer:

DMI Databases™ run seamlessly in On Center Software Quick Bid® version 4.0 and newer. DMI Databases™ will not run in older versions of Quick Bid®.

Question:

What is the primary difference between other Quick Bid® databases, and DMI Databases™ for Quick Bid®?

Answer:

DMI Databases™ are designed to produce immediate, accurate pricing, automatically.

Question:

How can DMI Databases™ provide pricing immediately, accurately, and automatically?

Answer:

Each DMI Database™ for Quick Bid® includes hundreds of accurately priced DMI Systems™. Each DMI System™ is uniquely configured with essential attributes:

1. Each DMI System™ is correctly linked to material items and supplemental labor items.
   - Material items contain correct calculations and valid pricing.
   - Supplemental labor items contain correct calculations and accurate production rates.
2. Each DMI System™ clearly reflects its Master Items List Description.
   - Allows immediate access to a complete system via a single item selection process.
   - Facilitates building of Condition Details.

Question:

How can DMI Databases™ for Quick Bid® accomplish accurate pricing results automatically for the limitless multiple variations of Condition Details?

Answer:

DMI Databases™ for Quick Bid® employ unique methods of systematizing data relationships among Master Items and height/perimeter entries in the Condition Detail; operating in concert with height/perimeter entries, the selected Master Items automatically formulate correct ratios to extract accurate material and labor values for any Condition Detail.

Question:

How can the data in DMI Databases™ accommodate various fluctuating cost values throughout the multitude of geographic regions?

Answer:

The production rates entered throughout DMI Databases™ for Quick Bid® support cost-effective* productivity levels for journeymen earning prevailing wage and benefits in the Chicago metropolitan area. Typically, other regions with lower hourly labor costs incur lower productivity levels; production rates can be adjusted proportionally for each category of work within minutes. Regions with higher hourly labor costs typically achieve the same production rates, thus requiring no production rate adjustment.

*Cost-effectiveness requires employment of journeymen who are experienced and highly skilled in each specific assignment performed; productivity levels relate to work performed during regular working hours and favorable environmental conditions.

Testimonial: DMI Databases™ for Quick Bid®

-----Original Message-----
From: Butch Cash [mailto:specialtydrywall@aol.com]
 To: mlitz@datamanagementinstitute.com

Mike,

I would like to take this time to tell you that your system has made the take off on all projects not only easy using your system but it is enjoyable doing work using your system. It has cut down time in doing takeoffs this gives me more time to spend with my family.

Also in using your system my profit margin and cost reports are easy to keep track of. I have been doing the drywall business for 35 years and I wish I had found you and your system many years ago. Now that I am getting close to retirement I have encouraged my Daughter and son to continue using your system when they take the business over. Thank you again for your service and for you always being there.

Butch Cash
Specialty Drywall
Cowpens, SC
Mobile: (864) 303-6367
Fax: (864) 461-4405

Testimonial: DMI Databases™ for Quick Bid®

-----Original Message-----
From: Badger Wall Systems
[mailto:badgerwallsystems@hotmail.com]
 To: mlitz@datamanagementinstitute.com

I was looking into getting Quick Bid for my estimating when I ran across DMI and Mike's instructional class. Not only did Mike affirm my idea to get Quick Bid, but he showed me the best way to estimate with Quick Bid.

The best decision I made came when I purchased his database for metal studs and drywall. It was put together clearly, concisely, and worked seamlessly with Quick Bid. I have added to it over the past few years, always following Mike's template and it still works great. A few years later, I returned to Mike to get On Screen Takeoff. Once again, Mike was extremely helpful in set up and learning how to use OST.

I am not sure how to express how much Mike helped me with my business without sounding like a sales pitch. What I can tell you is that with his help, my estimating is more accurate and significantly faster. Those two factors alone are enough for me to suggest that everyone.....other than my local competition....goes to see Mike and let him help your estimating go from slow and tedious to quick and accurate.

Paul Giese
Badger Wall Systems
La Crosse, WI

Testimonial: DMI Methods and Systems™

-----Original Message-----
From: Dane Demicell [mailto:dane@consolidateddrywallinc.com]
 To: mlitz@datamanagementinstitute.com

In 2009 I made an error on my framing estimate that caused us to loose a significant amount of money. At that point I called Mike Litz at Data Management Institute.

I went through a 5 day training to learn his estimating software program; since that training we've been able to produce accurate, track-able, competitive bids, in less time.

Thanks Mike

Sincerely
Dane Demicell
President
Consolidated Drywall Incorporated
125 Hangar Way, Ste. 210
Watsonville, CA 95076
o) (831) 728-4767
f) (831) 728-4769

Testimonial: DMI Systems™ for Excel®

-----Original Message-----
From: Vince Martorano [mailto:vince@clarionconstruction.com]
 To: Mike Litz

Hi Mike,

The Spreadsheets we got from you enable us to analyze our wall assembly prices in greater detail. We are a general contractor that self performs many trades.

We use Master Builder software for estimating & accounting, but we analyze the assembly cost on your spreadsheets both before the bid input & when negotiations happen.

Thanks!

Vincent A. Martorano| President
Clarion Construction
87 Eisenhower Lane S. | Lombard, IL 60148
Main 630 925-0880 ext. 7019 | Direct 630 596-2151
vince@clarionconstruction.com

Testimonial: DMI Methods and Systems™

-----Original Message-----
From: MidwestDrywall1@aol.com
[mailto:MidwestDrywall1@aol.com]
To: mlitz@datamanagementinstitute.com

I have attended Data Management Institute classes for interior and exterior estimating a few years ago. Michael has always been very supportive and always there when you have any questions, his knowledge 30+ years in the industry makes an excellent choice for anybody who wants to learn their estimating craft or just refresh their knowledge.

Data Management Institute has so many options of what skill level a client is requiring. Michael has a very easy-going approach to learning with no pressure which is very easy to learn at any level.

Thanks again for all your help,

Mark McGuinness
Midwest Drywall
Lockport, IL

Testimonial: DMI Methods and Systems™

-----Original Message-----
From: Robert Robinson [mailto:robby@trpainting.com]
 To: 'Mike Litz'

Mike Litz of Data Management is very knowledgeable and professional from my experience. I would recommend anybody looking to learn or sharpen their estimating or project management skills to take a course with him.

After taking his class, I was able to become much more confident in my take offs and have definitely seen an up-tick in work landed even in a highly competitive market and bad economy. I would definitely recommend taking a course in On Screen Take Off as Mike knows this program well and can help take the learning curve out of the software.

Robby Robinson
Estimator
Todd Robinson Painting, Inc.
Tumwater, WA

Testimonial: DMI Databases™ for Quick Bid®

-----Original Message-----
From: Ben DeBaillie [mailto:ben@danco-const.com]
 To: Mike Litz

Mike,

Your database has allowed us to become more organized and efficient. It has saved us time in pricing jobs, doing schedule of values, ordering material and requesting quotes from suppliers. I use it every day to bid work, order material and check job costs.

Thank you,

Ben DeBaillie
Danco Construction, Inc.
Evansville, IN

Testimonials: DMI Databases™ for Quick Bid®

Quick Bid® User - Business Owner:

...Your DMI Database™ has allowed me to change a major aspect of my business. In the past, I had outsourced over half of our estimating work. I relied on an estimating service to provide estimates for all of the larger and more complicated projects that we bid. My internal estimating staff consists of a former superintendent, a former carpenter foreman, and myself. My staff & I have found your DMI Database™ very easy to work with. I'm confident each of us is now capable of estimating any set of plans that comes into our office. In fact, since we started using your DMI Database™, we have bid slightly more work than average, without any help from the outside estimating service...

Quick Bid® User - Chief Estimator:

...I need to thank you for making my life at work so much easier. I have been employed with (my company) for many years. My company began using Quick Bid® several years ago. As chief estimator, I always strive for consistency among the estimates my company produces. Before we started using your DMI Database™, my staff and I were constantly struggling to achieve consistency. I was never comfortable with our level of success towards that end. Thankfully, we started using your DMI Database™ a few months ago. I find myself spending much more time estimating my own projects. At the same time, I'm way more confident that the work my staff is producing is accurate and consistent. Last week, I ran a small test to see how consistent we really are now. I gave each member of my staff a copy the same plans, along with the specific bidding parameters for the project. As I had hoped, thanks to your system, each of them came up with exactly the same number (after all of them finally got the quantity survey exactly right)...

Quick Bid® User - Superintendent:

...I work for a company that employs several estimators. Our company has been using Quick Bid® for quite a few years. Over the years, I have learned that some estimators are better at their jobs than others. I have been pushing a long time for our estimating staff to get together more with their bidding styles. I'm very impressed with your DMI Database System™. After we started using your DMI Database System™, I really think that our company has been getting better work. I think that all of our estimators have improved their bidding with the help of your DMI Database System™. The production rates make sense, and the material lists that come through are a lot more accurate too...

Testimonials: DMI Databases™ for Quick Bid®

Quick Bid® User - Beginning Estimator:

...I have been using Quick Bid® since I began estimating, about a year ago. A few weeks ago, the company I work for starting using your DMI Database™ in Quick Bid®. I think that I have learned more about estimating in the last few weeks, than I did during the entire past year. The Database™ is full of information that used be a big hassle to obtain. Now it seems that everything I need to know is at my fingertips. Your coding system in the master material list is unbelievably easy to use. There is really nothing to memorize. That Database™ of yours has changed my whole outlook on work. And maybe better yet, it has changed the way my co-workers interact with me. I'm sure asking a lot fewer questions these days...

Quick Bid® User - Experienced Estimator:

...I have been estimating for decades, and using Quick Bid® for many years. Based on past experience, I must say that I was not particularly fond of the idea of changing to a new Database System™. I was quite familiar with the codes in my old database, and thought that switching would not be worth the trouble. To my surprise, I have never been so happy about making a change. Although I had been using my old database for years, I can find things faster with your new Database™ because the codes are named so intuitively. That part is great, but even better are the hundreds and hundreds of DMI Systems™ in your DMI Database™. They really help me do my job much faster and much more easily. I had been battling burnout in this profession for many years. I can't believe I'm saying this, but estimating has become fun again...

Quick Bid® User - Procurement Manager:

...Your DMI Database™ for Quick Bid® really helps us get the right products, in the correct number, onto the job site. Before using your system, our estimators would routinely substitute similar products in their estimates so they could get their bids out on time. Although the substitutions probably didn't change things that much on bid day, those small product differences sure could cause some large problems a few months down the road. When the time came for deliveries to the job site, they'd forget all about the substitutions. Let's just say, I'm glad we have a good-sized warehouse. Hopefully, now that we're using your system, we'll clear-out some space in the warehouse over the next few years...

Testimonials: DMI Databases™ for Quick Bid®

Quick Bid® User - Controller:

...Our company has begun to operate like a finely-tuned machine now that we have fully implemented your DMI Database System™ for Quick Bid®. We are bidding more, and more precisely. The flow of information among our sales, purchasing, and construction departments has never been this expedient. We are producing better reports. The details that flow out of your system are invaluable toward building schedules of values and obtaining change orders. I am truly optimistic about our future profitability...

Quick Bid® User - Administrative Assistant:

...I have to tell you that I really appreciate your product even though I don't use Quick Bid® very often myself. I cannot believe the transformation in the working atmosphere in our office. The stress level in the office has actually become quite manageable. Perhaps you should change your company's name to "Stress Management Institute"...

FYI: DMI Databases™ for Quick Bid®

DMI Database Systems™ overcome inefficiencies and inadequacies associated with traditional construction oriented databases. Two primary concepts, divergent from conventional techniques regarding the organization of these databases, underlie the DMI Database™ method and system. These two concepts are "end user logic" and "comprehensive scope". The first primary concept, "end user logic", logically separates data sets into the following three categories:

1. Material data sets.
2. Labor data sets.
3. System data sets.

This fundamental modification enables the construction professional to manage a database that is comprehensive in scope. The second major concept, "comprehensive scope", is simply a complete database inclusive of the data sets desired by construction professionals. A comprehensive database includes the following three components:

1. Data sets representing standard materials currently produced in the industry.
2. Data sets representing aspects of labor associated with the industry.
3. Data sets representing systems comprised of materials and labor aspects utilized in the industry.

By compiling complete and accurate data, and organizing the data correctly, DMI Database Systems™ facilitate both speed and accuracy during the procedures used by construction professionals. Additionally, the procedures become less demanding on the intellect of the construction professional, because much of the judgment has been replaced by automation within the DMI Database™.

Consequently, DMI Database Systems™ and methods enable less experienced construction professionals to produce much more "experienced" results. Nevertheless, DMI Database Systems™ and methods are equally well suited to experienced construction professionals. DMI Database Systems™ save the experienced construction professional both time and energy that can be used to refine his/her own work and/or the work produced by less experienced colleagues.

Moreover, time saved by construction professionals within a company enables that company's executive administrators to reallocate tasks for the following reasons:

Inexperienced construction professionals can now accomplish more.

- Inexperienced construction professionals can learn more because the automation associated with the DMI Database™ method and system provides them with access to insightful information.
- Inexperienced construction professionals can produce more work because the automation associated with the DMI Database™ method and system reduces uncertainty associated with the processes.
- Inexperienced construction professionals can perform more advanced tasks because the automation associated with the DMI Database™ method and system provides them with more accurate results.

Experienced construction professionals can now accomplish more.

- Experienced construction professionals can be more productive because the automation associated with the DMI Database™ method and system reduces stress and fatigue associated with the thought processes.
- Experienced construction professionals can produce better work because automation associated with the DMI Database™ method and system enables them the luxury of extra time to review and refine their work.
- Experienced construction professionals can supervise their colleagues, who are not as knowledgeable, more effectively because the automation associated with the DMI Database System™ promotes uniformity and consistency in work produced by the entire staff.

Furthermore, timesaving does not end there; rather, this is just the beginning. Now the company's executive administrators have more flexibility to reallocate work for the following reasons:

- The less experienced employees can communicate their ideas more effectively because the consistency of the DMI Database™ method and system helps co-workers to act in concert more quickly and thoroughly.
- The more experienced employees can utilize time saved via the automation associated with the DMI Database System™ by becoming advocates of synergy among all the company's departments. More experienced employees can redistribute their expertise to augment efficiency within and among each of the company's departments.

An important benefit associated with the DMI Database System™ is removing the drudgery associated with the procedures typically performed by construction professionals, thereby encouraging employees affected by the DMI Database System™ to become more productive members of their companies.