



December 28, 2006

To: The Broker's Workstation Users

Dear Valued Client:

RE: The Broker's Workstation – Important Release and Changes

Custom Software Solutions Inc. (CSSI) is pleased to announce the release of the following enhancements and new features to its The Broker's Workstation (TBW) product.

Conversion from MS/B RCT Evaluator to Full MS/B RCT

Effective January 1, 2007 the MS/B RCT Evaluator will be updated to the Full MS/B RCT. The "new" RCT will allow users to generate a more accurate replacement cost estimate for main street homes up to \$750,000. We anticipate the learning cycle for the new product should be minimal as the old Evaluator was a simpler version of the Full RCT.

New features in the RCT include the following:

- 1) Property Details screen:
 - a) We now have a list of over 20 different styles of house to choose from. Once you choose your style, a description and picture of that style will display to the right of the screen. (Figure 1-A)
 - b) New Generate Defaults button – RCT uses postal code, families, year built construction and total living area to generate default foundations and material selections.
 - c) Perimeter Calculation – RCT allows you to enter either the Perimeter or the Shape of the home (or section of the home if it has wings). If you place your mouse on this field it will give a description of different types that can be chosen – Default, Shape, and Perimeter. (Figure 1-B)
 - d) Elaborate Roof – one that does not fall into a typical style, such as gable or hip roof. It can be a combination of different styles which create peaks and valleys. (Figure 1-B)
 - e) New Frame construction options. (Figure 1-B)
 - f) New Foundation Wall options. (Figure 1-C)

(Figure 1-A)

Property Details
Complete the following details on the home.

Type: 1 Family Style: Contemporary Wings: Access: 

Year Built: Construction: Stories: Total Living Area: Perimeter Calculation:

Perimeter (Ft): Shape: Elaborate Roof: Cathedral Ceilings (%): 8 Ft Wall/Ceiling (%): 9 Ft Wall/Ceiling (%): 10 Ft Wall/Ceiling (%): 2 x 4 Frame Wall (%): 2 x 6 Frame Wall (%): Steel Frame Wall (%): Post & Beam Frame Wall (%): Basement (%):

Style: Contemporary

- Contemporary
- Cottage
- Federal Colonial
- Mediterranean
- Ornate Victorian
- Queen Anne
- Raised Ranch
- Rambler

Contemporary

A residence designed from combinations of square and rectangular geometric patterns, blending both interiors and exteriors. Contemporary residences typically contain multiple roof lines, where roofs are flat or flat with a slight pitch (shed roof). Exteriors are often plain with little or no ornate trim, typically with extensive use of glass. The designs of these residences are more modern and less traditional. They typically have wide open interiors with fewer partitions than other traditional home styles.

(Figure 1-B)

Property Details
Complete the following details on the home.

Perimeter Calculation: Shape:

Perimeter (Ft): Default

Shape: Perimeter

Shape: Shape

Elaborate Roof:

Cathedral Ceilings (%): 8 Ft Wall/Ceiling (%): 9 Ft Wall/Ceiling (%): 10 Ft Wall/Ceiling (%): 2 x 4 Frame Wall (%): 2 x 6 Frame Wall (%): Steel Frame Wall (%): Post & Beam Frame Wall (%):

(Figure 1-C)

Foundation Wall:

Stone (%): *

Brick (%): *

Concrete (%): *

Block/Wood (%): *

2) Exterior Details

- a) Exterior Walls/Roofing – we now have a filter option that will show common or show all. There is also a picture that will display on the right for roofing. (Figure 2-A & Figure 2-B)

(Figure 2-A – Show Common)

Exterior Details
Enter the exterior details on the home.

Exterior Walls (%)
Filter: **Show Common**

Material	%
Aluminum Siding	
Block (Painted)	
Brick Veneer	
Clapboard	
Solid Brick	
Solid Stone	
Stone Veneer	
Stucco on Frame	
Vinyl Siding	
Wood Siding	
Wood Shakes	

Roofing (%)
Filter: **Show Common**

Material	%
Architectural Shingles	
Asphalt/Fiberglass Shingle	
Built-up/Tar & Gravel	
Clay Tile	
Concrete Tile	
Hail Proof	
Rubber	
Slate	
Tin	
Wood Shakes	
Wood Shingle	

(Figure 2-B –Show All)

Exterior Details
Enter the exterior details on the home.

Exterior Walls (%)

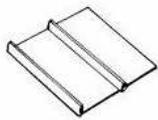
Filter: Show All

Material	%
Block (Painted)	
Brick & Block	
Brick & Block (Custom)	
Brick Veneer	
Brick Veneer (Custom)	
Cement Fiber Shingles	
Clapboard	
Clapboard (Redwood)	
Concrete (4 to 6 inch)	
Exterior Insulation & Finish System	
Greenhouse Wall	
Hardboard Siding	
Logs	
Logs (Custom Cedar)	
New England Shingle	
Painted Decorative Block	
Plywood Siding Only	
Panel Concrete	

Roofing (%)

Filter: Show All

Material	%
Asphalt/Fiberglass Shingle	
Built-up/Tar & Gravel	
Clay Tile	
Concrete Tile	
Copper	
Fiberglass Panel	
Foam Roofing	
Hail Proof	
Mission Tile	
New England Pine Shingle	
Plexiglass Roofing	
Rubber	
Slate	
Spanish Tile	
Steel Roofing	
Tin	
Victorian Scalloped Shake	
Wood Shakes	



Copper

3) Attached/Detached Structures

- a) Garage and Carports – There are now more options for number of cars and the option to fill in the square footage. Each structure type will show a sample picture to the right of the page. (Figure 3-A)
- b) Attached Structures/Detached Structures – There is now a show common and show all list. (Figure 3-A & Figure 3-B)

(Figure 3-A)

Attached/Detached Structures
Enter all attached/detached structures for this home.

Garages and Carports

Structure	1 Car	1.5 Car	2 Car	2.5 Car	3 Car	3.5 Car	4 Car	4.5 Car	5 Car	Sq Ft
Attached Garage										
Built-in Garage										
Basement Garage										
Carport										
Detached Garage										
Detached Garage with Fin. Area										



Attached Garage

Attached Structures

Filter: Show Common

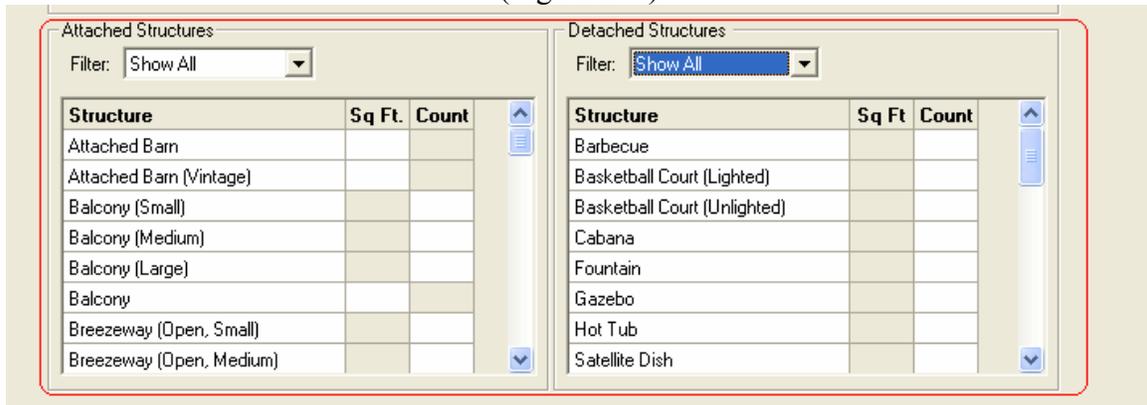
Structure	Sq Ft.	Count
Breezeway (Open)		
Breezeway (Closed)		
Breezeway (Screened)		
Deck (Redwood)		
Deck (Wood)		
Greenhouse		
Porch (Closed)		
Porch (Open)		

Detached Structures

Filter: Show Common

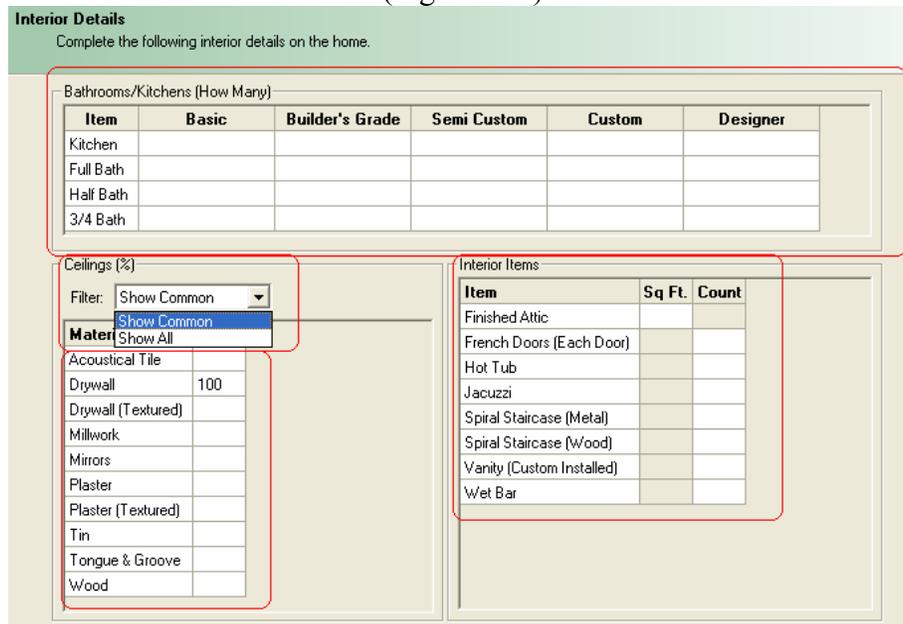
Structure	Sq Ft	Count
Hot Tub		
Shed (Small)		
Shed (Medium)		
Shed (Large)		
Swimm. Pool (Concrete, Small)		

(Figure 3-B)



- 4) Interior Details #1 & #2 – Due to all the interior detail options we have now split these into two screens.
 - a) Bathrooms/Kitchens/Ceilings/Interior items – user now has the option of choosing the type of Kitchen and Bathroom (Figure 4-A). (Hint: hold your mouse over the field and it will give you a description. Figure 4-B)
 - b) Wall Partitions/Flooring/Wall Covering – There are a few new wall partition options, new filter options for flooring and wall covering to show common or show all. (Figure 4-C)

(Figure 4-A)



(Figure 4-B)

Bathrooms/Kitchens (How Many)

Item	Basic	Builder's Grade	Semi Custom	Custom	Designer
Kitchen					
Full Bath					
Half Bath					
3/4 Bath					

Definition: A kitchen that typically includes the following:

- Base and wall cabinets, prefinished plywood or equivalent
- Countertops, good grade laminated plastic or ceramic tile
- 1 range/oven, built-in
- 1 dishwasher, built-in
- 1 sink and faucet
- 1 garbage disposal
- 1 range hood, with two-speed exhaust fan, outlet duct, and light

The amount of cabinets and countertops varies with the size of the home. There may be some variation in the items in a builder's grade kitchen. Use the above list as a guide for selecting the kitchen type.

Entry Information: Enter the number of builder's grade kitchens in the home.

(Figure 4-C)

Interior Details #2
Complete the following interior details on the home.

Wall Partitions (%)	
Material	%
Adobe	
Block	
Brick & Block	
Drywall	100
Drywall (Textured)	
Glass Block	
Plaster	
Plaster (Horsehair)	
Plaster (Textured)	
Plywood Only	
Solid Brick	
Solid Stone	
Stone & Block	
Studs Only	

Flooring (%)	
Material	%
Brick	
Carp. over Hardw. (acryl./nylon)	
Carp. over Hardw. (cust. acryl.)	
Carp. over Hardw. (wool/berber)	
Wall to Wall Carp. (acryl./nylon)	
Wall to Wall Carp. (cust. acryl.)	
Wall to Wall Carp. (wool/berber)	
Ceramic Tile	
Ceramic Tile (Imported)	
Concrete (Stamped/Textured)	
Cork	
Flagstone	
Granite	
Hardwood	
Laminated Wood Flooring	
Marble Tile	
Mural Tile	

Wall Covering (%)	
Material	%
Bookcase Walls	
Ceramic Tile	
Ceramic Tile (Imported)	
Grass Cloth Paper	
Knotty Pine	
Millwork	
Mirrors	
Paint	
Sheet Paneling	
Solid Wood Paneling	
Tongue & Groove	
Wallpaper (Foil)	
Wallpaper (Vinyl)	

5) Heating/Cooling system

- Current Heating System – User now has the option of choosing the type of heating in the house. (Figure 5-A)
- Cooling system – user now has the option of choosing the type of cooling system in the house if applicable. (Figure 5-A)

(Figure 5-A)

Heating
Enter the heating/cooling details for this home.

Current Heating Systems (How Many)

Fireplaces - Built-in

Single - Masonry:

Double - Masonry:

Triple - Masonry:

Natural Gas / Propane:

Prefabricated Metal:

Direct Vent:

Kiva:

Wood Stove (Free Standing):

Electric Heat Pump:

Additional Furnace:

Current Heating Systems (%)

Heating System (Average Cost):

Gas:

Gas (Hot Air):

Gas (Hot Water):

Electric:

Oil:

Oil (Hot Air):

Oil (Hot Water):

Oil (Hot Water w Rad.):

Propane Gas (Hot Air):

Propane Gas (Hot Water):

Radiant Floor Heat:

Heat & Cen. Air Cond. (Avg Cost):

Cooling System (How Many)

Evaporative Cooler/Rooftop:

Evaporative Cooler/Window:

Whole House Fan (Attic):

Cooling System (%)

Same Ducts:

Seperate Ducts:

Cen. Air Cond. (Avg Cost):

6) Built-Ins/User Adjustments

- a) Misc. Systems/Special Items – There are a few new options under Misc. Systems, ex. Lift, Chair. Under Special items we have a show common or show all selection of items. (Figure 6-A)
- b) User Adjustments – you can use these user adjustment percentages to adjust for any unusual conditions for an estimate such as market conditions, additional permits & fees, additional debris removal, etc... (Figure 6-B)

(Figure 6-A)

Built-Ins/User Adjustments
Add all the Built-ins and other additional features for this home.

Misc. Systems

Item	%	Count
Central Burglar Alarm System		
Central Fire Alarm System		
Central Stereo System		
Central Vacuum System		
Elevator		
Intercom System		
Interior Sprinkler System		
Lift, Chair		
Lift, Wheelchair		

Special Items

Filter: Show Common

Item	Sq Ft.	Count
Breakaway Wall (Lattice on Frame)		
Breakaway Wall (Unreinforce Masonry)		
Doors (Atrium)		
Skylight (Small)		
Skylight (Large)		
Windows (Atrium)		
Windows (Picture)		
Windows (Bay)		

(Figure 6-B)

User Adjustment Costs

Description	Value (%)
<input type="text"/>	<input type="text"/>

7) Cost Markups

a) Used to change any additional markups. Ex. Architect's fee. (Figure 7-A)

(Figure 7-A)

RCT Please enter any cost markups...

	(%)	Not to Exceed (\$)
<input type="checkbox"/> Architect's Fee:		
<input type="checkbox"/> General Contractor's Overhead:		
<input type="checkbox"/> General Contractor's Profit:		
<input checked="" type="checkbox"/> Debris Removal:	5	

Depreciation Calculation:

Effective Age:

Condition:

Percentage:

Exclude Excavation, Backfill and Foundation Below Ground

8) Detailed Report

- a) Detailed report now includes building cost estimate and building cost details, so the user can see a breakdown of costs.

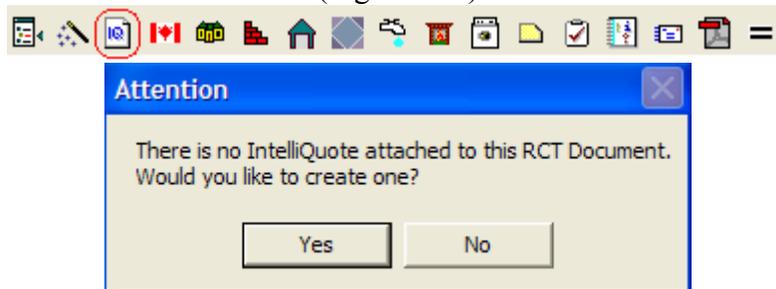
(Figure 7-A)

Building Cost Estimate				
Base Replacement Cost				\$119,419.00
Debris Removal				\$5,971.00
Total Insurable Replacement Cost				\$125,390.00
Primary Structure Actual Cash Value				\$125,390.00
Total Building(s) Insurable Value				\$125,390.00
Building Cost Details				
	Labour	Equipment	Materials	Total
Sitework	\$0.00	\$0.00	\$0.00	\$0.00
Foundations	\$7,853.00	\$1,282.00	\$10,153.00	\$19,288.00
Slab on Grade	\$1,608.00	\$62.00	\$2,696.00	\$4,366.00
Framing	\$7,010.00	\$0.00	\$9,102.00	\$16,112.00
Roofing	\$1,846.00	\$0.00	\$3,034.00	\$4,880.00
Exterior Walls	\$6,834.00	\$183.00	\$11,995.00	\$19,012.00
Partitions	\$3,260.00	\$0.00	\$4,338.00	\$7,598.00
Wall Finishes	\$2,218.00	\$0.00	\$2,790.00	\$5,008.00
Floor Finishes	\$681.00	\$0.00	\$3,016.00	\$3,697.00
Ceiling Finishes	\$1,142.00	\$10.00	\$834.00	\$1,986.00
Equipment	\$747.00	\$0.00	\$10,149.00	\$10,896.00
Conveying Systems	\$0.00	\$0.00	\$0.00	\$0.00
Plumbing Systems	\$3,405.00	\$0.00	\$8,301.00	\$11,706.00
HVAC Systems	\$1,787.00	\$0.00	\$3,605.00	\$5,392.00
Electrical Systems	\$3,143.00	\$0.00	\$6,335.00	\$9,478.00
Attached Structures	\$0.00	\$0.00	\$0.00	\$0.00

9) Create IQ right from RCT toolbar

- a) Users now have the option of clicking on the IQ icon on the RCT toolbar and creating a new Intelliquote (IQ), if there is not one already attached. (Figure 9-A)

(Figure 9-A)



With “new” RCT implementation, we will no longer be updating the current RCT Evaluator. For easy transition, users can check out on their desktop an existing RCT evaluator and drop a new RCT document on top of it. All existing information will be pulled through from the “old” RCT to the “new” RCT. The user will then complete the required new fields to complete the evaluation.

Please run the TBW Remote Update Utility to access these changes. For assistance in using these new features, please contact our Support Team at 1-888-291-3588.

Please share this information with all TBW users in your office(s) and thank you for using TBW.

Yours truly,

Custom Software
SOLUTIONS INC.