Glossary of Terms

The following terms are defined with regard to how they are used within the SmartBuild application.

Accepted Order – A materials order for a given job that has been approved and placed with the materials manufacturer, supplier or distributor.

Accessory – A non-essential roofing component that is added to a job for a decorative or functional purpose.

Add-on – a type of package that users can choose to either include or exclude from a given job. If an Add-on package is included in a job, then all materials and services associated with that Add-on will be added to the job's material list and quote price. (See also: Package, Base Macro, Bundle and Option.)

Ancillary Materials – All physical materials other than sheathing and trim are classified as Ancillary Materials in SmartBuild. Ancillary Materials include all Fasteners, Connectors and additional Hardware.

API – The Application Programming Interface used to connect SmartBuild to an organization's external inventory control application, in order to automatically synchronize pricing updates for all materials.

Base Macro – A SmartBuild package that is automatically included in every job. Base Macro packages are used to calculate things such as the required number of screws and connectors. All Base Macro packages are invisible to SmartBuild end users, and can neither be added nor deleted from a job by them. (See also: Package, Add-on, Bundle and Option.)

Base Materials – Base Materials include all Sheathing and Trim entered into the SmartBuild Materials Database. A model cannot be displayed within the SmartBuild interface until Base Materials have been added to the Materials Database.

Builder – As used within SmartBuild, a Builder refers to a company that purchases its materials from a SmartBuild Supplier. Upon initial setup, a SmartBuild Builder receives a duplicate copy of the Supplier's Materials Database.

Bump Map – A grayscale image that indicates the depth dimension of a material. White = 1 inch above surface; Black = on surface.

Bundle – A collection of two or more types of materials and/or services that are packaged and sold together as a single unit, with a single assigned price. Bundles are used to present customers with a single line-item price, rather than a full breakdown. (See also: Package, Add-on, Base Macro and Option.)

Catalog – An organization's entire collection of materials and services that are offered to its customers. In SmartBuild, the terms Catalog, Materials Catalog, and Materials Database are used interchangeably.

Closed – The status designation for a job that has concluded. A job may be designated as closed whether or not any actual work was performed.

Color Map – An image that adds color to a material, overriding the selected color.

Connector – A type of roofing material that is used for joining and securing sheathing panels to one another.

Cost – The amount that an organization must pay in order to acquire or manufacture a given material or service.

Custom Token – A token created for the exclusive use of a single organization during the SmartBuild setup process. Custom tokens are established by adding fields to the Job tab.

Fastener – The material used to secure sheathing panels and trim to a roof, including nails, screws and rivets.

Hardware – The additional material(s) required for the installation of a roof accessory.

Job – A single defined SmartBuild project for a single designated customer.

Job Status – The current project phase of a job. SmartBuild job statuses include Pending Roof Report, New, Quoted, Ordered, and Closed.

Make Order – The SmartBuild command that is used to transition the status of a job from New to Ordered. The Make order command generates a comprehensive Materials List for a job as it is currently configured.

Manufacturer – An organization that produces and sells metal roofing materials to Distributors and/or Contractors. A Manufacturer may provide materials in pre-cut lengths, custom lengths, or both. In addition to selling roofing materials to others, a Manufacturer may also supply materials to its own internal Contractor group.

Material Services – Services related to a roofing job that add to the calculation of the job's material costs; specifically, Labor and Freight.

Materials Database – A SmartBuild SQL database that contains comprehensive specifications and pricing for all materials offered by a company to its customers. Each separate organization is provided with its own Materials Database in SmartBuild.

Mode – A set of functions available from a given page within the SmartBuild interface. There are four separate modes in SmartBuild; 3D View, Job Review, Drawings, and Advanced Edit.

Option – A type of SmartBuild package that is used to create alternative designs, configurations and treatments for a job from which the customer may choose. Options are not included in the price for a job unless the customer decides to include them as part of the agreed upon work. (See also: Package, Add-on, Bundle and Option.)

Order Prep – A SmartBuild command that locks down the materials and pricing for a job in preparation for placing an order for the required materials.

Ordered – A SmartBuild job status that indicates that the needed materials for that job have been ordered from the manufacturer or distributor.

Output – A document that is generated by SmartBuild to further the progress of a job. Outputs include quotes, material lists, construction drawings, etc.

Package – A defined set of material(s) and/or service(s) that are managed as a single unit and used to estimate the cost and pricing for a quote or order. A package defines how the charges for these materials and services are to be calculated for each job.

Page – As the term is used within SmartBuild, a page refers to a given web page within this web-based application.

Panel – The metal sheathing used to cover a roof. In SmartBuild, the terms panel and sheathing are used interchangeably.

Pending Roof Report – The initial status of a job request submitted by a SmartBuild user, Pending Roof Report indicates that a job request is awaiting return of the data to be supplied by EagleView.

Price – The amount a customer is charged for a given material or service.

Product System – A collection of sheathing and trim, in all colors offered, that are intended to be used together. Manufacturers often refer to this as a Roof System.

Quoted – An assigned SmartBuild job status that indicates that a specific configuration and price have been provided to the customer. Once a job has been quoted, the configuration for that job can no longer be altered, however, the job can be requoted with a new/different configuration.

Requoted – A SmartBuild job status that indicates that a new price, and likely job configuration has been submitted to the customer.

Roof System – See Product System.

Sheathing – The metal panels used to cover a roof. In SmartBuild, the terms sheathing and panels are used interchangeably.

SKU – A Stock Keeping Unit code (SKU) is the unique code a manufacturer or supplier assigns to a given product, so that it can be quickly identified and retrieved both electronically (from computer systems) and physically (from the warehouse).

Square – A unit of measure equivalent to 100 square feet.

Supplier – A manufacturer, supplier or distributor of roofing materials. A Supplier represents the top level in a SmartBuild database hierarchy, and a copy of the Supplier's Material Database is provided to all of its participating downstream customers.

Supplier SKU – The SKU code used by a manufacturer or supplier to identify each unique type of material list sells. If your organization purchases some of its materials from a third party (i.e. outside supplier) SmartBuild's SupplierSku column is used to record the SKU code used by that supplier in reference to its own materials.

System – See Product System.

Take Off – The complete list of materials needed to complete a roofing job.

Token – A string of text, surrounded by French brackets, and used to automatically insert information from the SmartBuild database into a document output.

Trim – The materials used to cover the edges and seams of an installed roof.

Universal Token – A string of text, surrounded by French brackets, that is used to insert customized data into an output; a Universal Token is available to all organizations using SmartBuild. (See also Custom Token.)

Vendor SKU – The SKU code your organization uses to identify each unique piece of material in its inventory. (See also Supplier SKU.)`