



# HeavyNews

Building Efficiency Together

Keeping You Informed as We Build Efficiency Together

Winter 2008

## Time Is Running Out

Sign up Today for the 2008 User's Group Meetings!

Feb. 7-9, 2008 & Feb. 21-23, 2008

Houston, TX

Don't miss your chance to learn how other contractors use HCSS products, meet HCSS employees, and find out what new features are coming up, as well as give your suggestions for future updates, all while having a great time!

Be sure to pack your favorite team jersey. You'll want to wear it Saturday night during our All-Star Experience.

Sign up online at [www.hcss.com/UGM2008](http://www.hcss.com/UGM2008) or fax your registration to 713-255-3890.

Rooms fill up fast, so call the hotel today at 713-627-7600 to make your reservation. We have arranged a special rate, so be sure to mention HCSS when you call. We'll see you there!

## Beat HCSS & Support Charity

There's still time to register for the 201-mile Texas Independence Relay held March 1-2. Remember, HCSS will donate \$1,000 to the Huntington's Disease Foundation for each construction team that enters. And, if your construction team can beat HCSS's 12-man team, we will donate \$1,000 in your name to the charity of your choice. Read more at [www.hcss.com/challenge](http://www.hcss.com/challenge).

## New Dashboard Drives Better Decisions

HCSS is very excited to unveil our new Advanced Reporting application at our February User's Group Meetings and at CONEXPO in March.

Advanced Reporting is a flexible graph, chart, and report creator with built-in drill-down technology that helps you identify and understand numbers in a snap. It will work with the SQL database configurations of *HeavyBid*, *HeavyJob*, and *The Dispatcher* as well as SQL-compliant construction accounting systems.

Our goal with Advanced Reporting is to help improve your decision-making in the office by summarizing the information you need, regardless of the application in which it resides. Advanced Reporting's dashboard will place your most important information in front of you at all times.

Unlike general dashboard software, this software is aware of the data structures of HCSS products, making it much easier to use to get the kind of data construction professionals are likely to need. We at HCSS are very excited about this new product and its ability to help get the right information to the right people at the right time. This contributes to our goal of helping your company achieve operational efficiency and create knowledge workers.



The charts and graphs in the Advanced Reporting application allows you to see important information at a glance to help you make decisions.

## Getting the Best Service when Calling HCSS Support

When calling for technical assistance, please call the support phone numbers rather than the sales numbers. There are over 30 knowledgeable techs in the support department who answer incoming calls and only 4 people answering all other lines. You will get served much faster by calling directly into the support department where the people who answer the phones can help you immediately.

Remember to use the HCSS support stickers or your support card. These cards list not only the 800 and after-hours support phone numbers, but also the home numbers of several HCSS managers and the HCSS president. If you need more support cards or stickers, simply call us and we'll be more than happy to send you more.



## HCSS Employee Fails Miserably at Boast

The HCSS myth busters tested a boast from Tom Webb, Vice President of Technical Services, that he could throw a football 60 yards. Tom made the claim over a year ago, and after several people took hold of it, it became an HCSS urban legend, a legend only to be busted in front of HCSS staff after he received a football and 60-yards of rope from his HCSS secret Santa.

So how far did Tom throw the football? Only about 35 yards. Maybe he was just out of practice...

## Not Attending the User's Group Meeting?

Come See Us At  
**CONEXPO-CON/AGG 2008**  
Las Vegas Convention Center

**March 11-15**

Visit Us at Booths

**S-10323 (main booth) or C-4263**

Stop by to see new features unveiled at the HCSS User's Group Meetings such as *HeavyJob/Web*, *FuelerPlus*, the new equipment maintenance application, and the new Advanced Reporting dashboard.

## More Improvements for the New Fuel Application

In our last newsletter, we announced that we were beta testing a new fuel application for managing fuel transactions across your entire fleet of equipment.

**FuelerPlus**, as we have now named the product, is currently being improved to add other data such as oil, grease, and checklist items. This, along with the ability to provide detailed routes to all equipment that needs servicing that day, and the ability to capture current meter readings and fuel dispensed, allows a fueler to easily track all of their work and time for the day. Furthermore, this information can be easily viewed and used by all interested parties, as it is comprised of a manager component for your office staff and handhelds for your mobile employees.

## Equipment Maintenance Product in the Works

HCSS is nearing completion of our Equipment Maintenance application. Using guidance from customers across the country, we have tried hard to make managing your equipment and shop as easy as managing your projects and bids. Now, rather than filing through stacks of time cards and invoices, you can quickly see all the maintenance work performed on a piece of equipment with the click of a button. Our automated maintenance alerts will ensure equipment will no longer be "forgotten" for months without routine maintenance performed. Easy-to-create work requests will help shop managers and mechanics stay on top of what needs fixing and when, while maintenance codes will help you track expenses at levels you define. Seamless integration with *The Dispatcher* ensures updates to equipment location or meter readings in one application are immediately available in the other. The included reports will help you quickly identify which equipment is being misused or abused, as well as help spot anomalies in labor and parts costs.

**Our automated maintenance alerts will ensure equipment will no longer be "forgotten" for months.**

For a more in-depth look at this exciting new product, visit us at our User's Group Meetings in February or CONEXPO in March.

## Helpinar Attendee: "I've Won the Lottery"

HCSS customers in the Chicago, IL, and Lafayette, IN, areas couldn't believe that HCSS came to their area to offer free help. One was so excited that he compared this experience to winning the lottery. Customers (and prospects) had the opportunity to work face-to-face with our expert support staff to strengthen their knowledge of HCSS software, learn more about products, and get answers to their questions.

The first tour of many to be held around the country, these *Helpinars* are designed to offer you even more opportunities to get help. If you would like to see a helpinar come to your area next summer, contact HCSS at 800-683-3196, and ask for Olivia.



Scott Goff, HeavyJob product manager, gives personal attention to Kim Ubert and Sue Rediehs of R.A. Ubert at the Chicago Helpinar.

## New Database Gives You Choice and Flexibility

HCSS will soon offer optional Microsoft SQL Server databases for *HeavyBid* and *HeavyJob* in 2008. These can be seen at the HCSS User's Group Meetings in February and at CONEXPO in March. *HeavyJob* expects to release its SQL version in the spring, while *HeavyBid* expects to release its version in the summer.

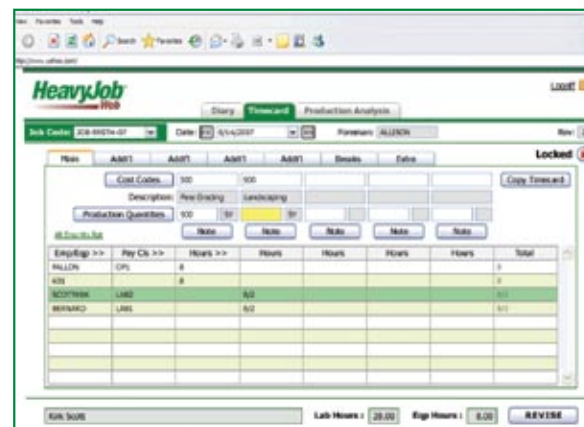
Why would you use the SQL database? Larger companies may have IT requests to standardize on the SQL server. If you have other applications that use SQL, such as accounting, it may be easier to integrate them with HCSS products. Some newer HCSS products, such as *HeavyJob/Web* and Advanced Reporting, require the SQL database.

If you plan to use the SQL database this year, make sure that you have Microsoft servers. Unlike the current HCSS database, SQL will not run on Novell or Linux. Also, you may want to run the SQL database on your servers and the current database on your standalone laptops. This will work fine, and because our current database is simpler and faster on laptops than SQL, it will require less IT resources. HCSS will provide conversion tools to move your data to SQL, and older backups should restore successfully.

We at HCSS are very excited to offer SQL as an option. We believe that your data is *your data*; where and how you store it should be *your decision*.

## HeavyJob/Web: Giving Your Foremen More Options

With the upcoming release of the SQL version of *HeavyJob*, we are expanding your foremen's options for entering daily job data. We are pleased to announce *HeavyJob/Web*, a web-based field entry extension to everyone's favorite job management software, *HeavyJob*. Now, those foremen with a broadband connection can connect directly to the company network without having to use Citrix or Microsoft's Terminal Services. The best part is that *HeavyJob/Web* works in conjunction with the field systems, your network, Citrix and handheld versions you already own. With all of these options, your IT staff can now deploy the best possible combination of systems for your particular environment.



*HeavyJob/Web performs the same basic functions of the Field system. As seen in this view, the foremen can enter their time just as they would in the Field system.*

**Be sure to pack your favorite team jersey for the User's Group Meetings. You'll want to wear it Saturday night during our HCSS All-Star experience.**



## Common Goals

I never thought it would be a challenge to have a conversation with my son Ryan. That all changed when he turned 14 and started high school. We used to talk all the time about his friends, school, kayaking and fishing. Then our conversations turned into him giving me one-word answers or short sentences without a lot of substance. I was once told it feels like someone kidnaps your kid when they start high school, and you don't get them back until they graduate college. I believe it! I was frustrated, but I knew there had to be a solution.

One morning, I asked Ryan if he wanted to go for a run. We didn't talk much, other than the usual razzing about how slow I was running. I asked him if he wanted to run a half marathon or the Independence Relay, which is a 201-mile run that HCSS is sponsoring from Gonzalez to Houston. Ryan accepted the challenge of the relay!

We are now training for the run together, giving us a common goal and daily contact. I find our conversations about his life are flowing much more freely, and the one-word answers are starting to disappear.

If you are having trouble connecting with your kids, find a goal or project you can do together. It brings you closer and keeps you involved in their daily life.

### Perspective



Steve McGough  
HCSS Chief  
Operating Officer

## Easily Document Safety Compliance

Does this sound like it could be one of your foremen?  
*"You know, I spend all of this time filling out safety meeting forms, and it's frustrating to see them stacked up on top of desks and in filing cabinets all the time. It makes me feel like our company's 'Commitment to Safety' is lip service, nothing more than a commitment to stay out of a lawsuit."*

Try addressing this in 2008 by using **HeavyJob's** new Safety feature. Recording meeting attendance is easy and actually saves the foremen time over using paper forms since the majority of the information needed is already on the timecard. You can even give them access to electronic forms, making the process completely paperless. The reporting in the office is powerful because you have electronic records at your fingertips for every meeting on every job for every day.

The real benefit comes from what you can do with this timely and accessible data. Imagine addressing compliance issues with only the non-compliers instead of all-hands-on-deck meetings that frustrate those who do it right. Imagine setting goals and rewarding those who meet them. Imagine the speed of retrieving the information when you need it most. Now that is a work culture that really promotes safety!

Interested? Want to find out more information? Call us today at 800-683-3196. Better yet, come see us at the HCSS User's Group Meetings in February or at CONEXPO in March.

## Don't Leave Your Spouse out of the Excitement of the User's Group Meetings

There's a lot to see and do in Houston, so don't leave your spouse behind. After several requests in previous years, we have added a spouse program to our meetings. We'll be keeping them entertained while you're in class, and then they'll get to enjoy our nightly events with you.

The all-new Spouse Program will include a workshop by Suzie Wilson (an inspiring and entertaining image coach), a Houston city tour, and a trip to the Houston Museum of Natural Science. They can also join you for the Tailgate Party, the HCSS All-Star Experience, and several meals, including Saturday night. They will have Saturday for free time, so they are able to visit the world-renowned Houston Galleria or other favorite hot spots.

Even if you have already registered, it's easy to add your guest. You can still call us at 800-683-3196, and we'll simply send you a separate invoice for your spouse.

## Bid News

(HeavyBid Customers Noted in Green)

### PENNSYLVANIA

Lick Run Bridge, Clearfield County

<b>Glenn O. Hawbaker, Inc.</b> .....	<b>\$11,612,607.00</b>
<b>New Enterprise Stone &amp; Lime Co., Inc.</b>	<b>\$11,662,436.55</b>
Francis J. Palo, Inc. ....	\$12,262,126.00
HRI, Inc. ....	\$12,446,364.20
<b>Brayman Construction Corporation</b> ...	<b>\$13,167,954.50</b>
<b>Mosites Construction Company</b> .....	<b>\$13,567,749.45</b>

4 of 6 bidders are **HeavyBid** Customers

### TEXAS

FM 2499, Construct 4-Lane Divided Urban Section, Denton County

<b>Ed Bell Construction Company</b> .....	<b>\$45,831,630.44</b>
W.W. Webber, LLC .....	\$46,171,987.80
<b>Austin Bridge &amp; Road, LP</b> .....	<b>\$47,400,000.00</b>
<b>Texas Sterling Construction Co.</b> .....	<b>\$48,988,272.58</b>
<b>J.D. Abrams, LP</b> .....	<b>\$49,699,045.71</b>
<b>McCarthy Building Companies, Inc.</b> ....	<b>\$50,775,898.16</b>
<b>Balfour Beatty Infrastructure, Inc.</b> .....	<b>\$51,953,013.19</b>
Zachry Construction Corporation.....	\$53,494,197.87

6 of 8 bidders are **HeavyBid** Customers

### COLORADO

Interchange of I-70 and SH 340, Town of Fruita

<b>Elam Construction, Inc.</b> .....	<b>\$3,795,553.40</b>
<b>SEMA Construction, Inc.</b> .....	<b>\$3,948,198.70</b>
Kiewit Western Co.....	\$4,686,133.75
OldCastle SW Group.....	\$5,607,249.55

2 of 4 bidders are **HeavyBid** Customers

### ARKANSAS

Route 64, Crawford County

<b>Forsgren, Inc.</b> .....	<b>\$ 2,524,944.90</b>
Crawford Construction Co. ....	\$2,653,258.35
Township Builders .....	\$ 2,991,204.00

### LOUISIANA

I-55 from Louisiana Highway 10 to junction Louisiana Highway 1049, Tangipahoa Parish

<b>Diamond B Construction Co.</b> .....	<b>\$19,101,462.47</b>
Barriere Construction Co., LLC .....	\$19,774,136.47
Dickerson & Bowen, Inc. ....	\$28,612,933.17

### IDAHO

Garryly IC to Meridian IC, Milling & Temp WDN PH, Ada & Canyon Counties

<b>Central Paving Co., Inc.</b> .....	<b>\$1,147,754.20</b>
Idaho Sand and Gravel .....	\$1,247,246.77
<b>Western Construction, Inc.</b> .....	<b>\$1,477,777.77</b>

2 of 3 bidders are **HeavyBid** Customers

Do you have bid results you'd like to share? Simply e-mail them to [bidresults@hcss.com](mailto:bidresults@hcss.com) to have your company featured in our Bid News.

## User Tips

### HeavyBid®

#### View Totals of Fuel Costs and Consumption

A new Fuel Consumption Report has been added to the Cost Reports. This report allows you to view a breakdown and totals of fuel costs and consumption in your estimate. If you use Advanced Equipment Setup to calculate your equipment's total rate, the report will show each piece of equipment's fuel consumption per activity. Simply go to the **Reports menu > Cost Reports > Fuel Consumption Report**.

#### Allow Room on Proposal for Letterhead

Do you need to add a space to the top of your page to allow room for a letterhead? This ability has been added to the Customized Bid Proposal. Simply go to **Summary menu > Bid Proposals > Customized Bid Proposals**. Then, just select the **Letterhead Space** check box. When the letterhead option is selected, it is best to leave the company information section blank on the bid proposal since this information is most likely included in your company's letterhead.



**Building Efficiency Together**

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### HeavyJob®

#### Remotely Update the Field System

Starting with version 2007.1, you may automatically update **HeavyJob/Field** remotely. When you update the Manager system, the foremen or superintendents will receive a notification on their Field system the next time they connect to **HeavyJob** via the Internet. They can then simply click "OK" to start the update, and the updates are automatically sent to their computer.

#### Find the Last Transaction for a Job

Have you ever wondered when the last transaction was created on a Manager system for a series of jobs? You can quickly find the last transaction date for a job by going to the **File Menu > Open Job > Add'l Tab**. The last column of this view will show you when the last transaction was created in each job on your Manager system.

#### We're ALWAYS Available to YOU

Never be frustrated. If you have questions about these or any other tips, our customer support team is here to help you instantly, 24/7. Remember to call the support line directly to get help faster.

### The Dispatcher®

#### Find Employees Not Scheduled

Would you like to find employees who have not been scheduled anywhere on a given date? Simply go to the **Map View** and click on **Search**. Then, just search for employees with an Active status of "Yes," and check the box for **Not Scheduled on**. Select the date you want and a list of employees not scheduled will show in the filter pane. You can then select the employee and drag them onto the map location where you want to schedule them.

#### Resize Equipment Dispatch Panel

You can now adjust the height and width of the floating Dispatch Equipment panel. You can also drag the splitter bar between the top and bottom lists to minimize the viewing of one list and increase the other. When the panel is docked in the Map view, it can be resized in a similar manner. Increasing or decreasing the panel width here adjusts the map viewing area accordingly.

**Have you discovered a shortcut that could be useful for others?**

**We want to know! Please drop us a line at [tips@hcss.com](mailto:tips@hcss.com).**

**Estimating, Field Management, & Resource Management Software**

**For Infrastructure Contractors**

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