



Construction Software & Services

HeavyNews

For the Construction Industry

Keeping You Informed as We Build Efficiency Together

Summer 2009

New HCSS Location Serves More Customers

In mid-August, we will be moving our Houston, Texas, office to a new 45,000sq. foot building in the Houston suburb of Sugar Land.

"The move to this new facility in a smaller community will provide huge benefits for hiring and retaining the employees who will help create and service the software that will help our customers grow their businesses," said Mike Rydin, HCSS president.

The new location has amenities that will serve both HCSS employees and customers who visit. The building has ten customer conference rooms that will accommodate up to 10 customer companies simultaneously for implementation planning and training. Other amenities include a multi-purpose sport court, which can house basketball, soccer, tennis, and volleyball. Outside on the grounds is also a walking trail, a running track, and a soccer field.

"We're attempting to create the ideal work environment with this campus-style facility," Rydin said. "Our goal is to attract top talent who will stay with us a long time and provide the best possible service to our customers. The facility also will give us many options for working with and entertaining customers when they visit us."

All HCSS phone numbers will remain the same, but the mailing address will change.



Equipment360 Implementations Underway

HCSS' new equipment maintenance application, **Equipment360** was offered for early release to User's Group Meeting attendees. Those customers began implementation by coming to HCSS' Implementation Center in Houston, TX. Over two days customers worked with our implementation staff to build a plan for integrating **Equipment360** into their organization.

IMCO General Construction, Inc., was one of the first companies to come to Houston to implement the product. "The support and commitment from the entire HCSS team during our planning and implementation has been second to none. I really feel they are listening when we tell them what we need," said Jason Kelley of IMCO.

Equipment360 helps organize your equipment department with work order tracking and detailed cost history for your entire fleet. Casey Dillon of Atlas Excavating, Inc. spoke about this after his trip to Houston. "**Equipment360** will pay dividends in the first 12 months of implementation, and then huge returns in the future with very detailed history available at the touch of a button."

Equipment360 will be available for wide-release this fall. Want to learn more about it? Live online demonstrations are offered weekly. Call us at 800-683-3196 today to participate.

Great Business Conference + Free Helpinar

Looking for a great opportunity to combine getting free help with HCSS software and attending a great, inexpensive business conference? HCSS is offering a free Helpinar in **Denver, CO**, the day prior to the third annual Ownership Thinking Conference on **September 17-18**. This conference is put on by Brad Hams, who is an Executive Track speaker for the HCSS User's Group Meetings. Brad believes that encouraging ownership thinking in employees will be the trend for the 21st century.

HCSS is an advocate of Brad's organization and believes in what it stands for. HCSS fosters ownership thinking through an Employee Stock Ownership Plan (ESOP) and cash profit sharing plan. We also designed **HeavyJob** to help turn your foremen and superintendents into knowledge workers. If your first-level managers think like owners, have the information of owners, and act like owners, your company has far more potential for improvement than those who mindlessly follow the same procedures year after year.

Brad has put together a conference that conveys the importance of employee education, involvement, and accountability toward driving improved earnings. This conference attracts attendees who are truly enthused about business and enjoy sharing information and ideas.

After attending the event both of the last two years, we believe this to be such a great opportunity to learn more about business practices that we are sending eight employees this year. And, at only \$579 per person, we believe it is a great value. Brad is also offering special pricing for HCSS customers.

(See *Ownership Thinking*, pg. 2)

New Feature Makes Comparing Estimates Easy

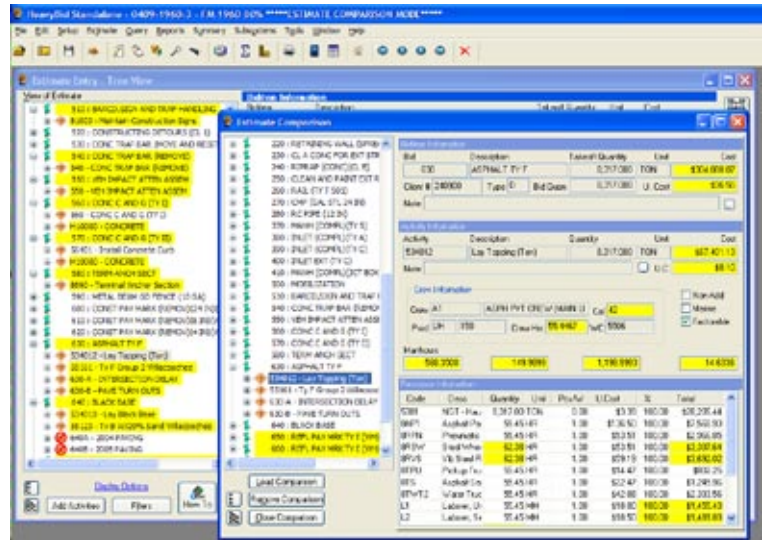
This year's *HeavyBid* annual update is going to be one of best we've ever had. Slated for release in August, *HeavyBid 2009* is loaded with new and exciting features and improvements.

Leading the way in the release is *HeavyBid's* new Estimate Comparison feature. Developed based on feedback from our customers, Estimate Comparison allows you to open a second estimate simultaneously for comparison against your current estimate. *HeavyBid* will highlight biditems and activities that are different between the two estimates and show you exactly where and what those differences are, such as differences between quantities, unit costs, and total costs. Additionally, you can still make changes to your current estimate, allowing you to instantly see how the changes you make compare against your other estimate.

"I anticipate that our customers will find a variety of uses for Estimate Comparison. It's going to help with bidding design-build projects, joint venture jobs, and to see what has changed between backups on bid day," says *HeavyBid* Product Manager Timothy Saludo.

In addition to Estimate Comparison, *HeavyBid 2009* contains a redesigned feature to compare sub prices with your own work, which we expect to be very popular. It is now much faster and easier to setup, review, and compare your self-performed work against sub quotes, and to get a report showing management exactly what is happening.

"We're pretty excited to get *HeavyBid 2009* in our customers' hands," says Saludo. "We really feel that this release has a lot to offer, and we can't wait for our customers to see the benefits."



With the new Estimate Comparison feature, you can easily identify differences between estimates. In this screen, biditems and activities that are different in the two estimates are highlighted.

HCSS Wins Gold for 4th Straight Year

HCSS' *HeavyBid*, *HeavyJob* and *The Dispatcher* have once again won the Gold Medal in the *Roads and Bridges Contractor's Choice Awards*. HCSS has received the highest award in the software category every year since the award's inception.

"This award is very meaningful as it is voted on by the contractors who use many software programs every day," said HCSS president Mike Rydin. "We're not only competing against similar vendors but all software they use."

Over 22,000 contractors from *Roads and Bridges'* readership received the ballot earlier this year and voted on which software programs they prefer.

The awards will be presented during the ARTBA National Convention in Charleston, SC, in October.



More Options for HeavyBid Beginner Training

Registration is now open for our regional *HeavyBid* beginner trainings. In addition to Las Vegas and Atlantic City trainings in the fall, we have added two new cities, Chicago and Orlando, which will be offered during the summer.

There are two class options for *HeavyBid* beginner training. *HeavyBid 101* is a great opportunity to get new estimators who are not familiar with *HeavyBid* up and running quickly. *HeavyBid 102*, only offered in Las Vegas and Atlantic City, is a great option for those who are familiar with the fundamentals but would like to learn more advanced features of the program. Both groups will enter the same estimate covering the same basic topics but at different paces.

Visit www.hcss.com/regionals for a more complete description on these classes and to register.

These trainings are also available monthly at the HCSS office in Houston, Texas. Visit www.hcss.com to find out more about those options.

2009 Regional HeavyBid Beginner Trainings

Chicago, IL
HB101
August 20-21

Atlantic City, NJ
HB101, HB102
November 5-6

Orlando, FL
HB101
August 27-28

Las Vegas
HB101, HB102
November 19-20

Houston Beginner Trainings

HB101
July 30-31
August 27-28
September 24-25
October 29-30

HB102
August 27-28
September 24-25

Ownership Thinking *(Cont. from pg. 1)*

Our **free Helpinar** will be at the same hotel on **September 16** from 7:00 am - 4:00 pm. We will also be available later in the evening for those of you arriving in Denver later that day. This particular Helpinar is also a special opportunity to ask questions or share ideas with two HCSS executives, including HCSS president Mike Rydin.

For more information on Brad's conference, visit www.ownershipthinking.com. To sign up for the HCSS Helpinar, visit www.helpinar.com.

A Hard Lesson to Learn

The most difficult part of growing up is learning that for every choice you make there are consequences—good or bad. My son Ryan learned this lesson the hard way last month when it came time to compete in his first district track meet.

It was a two-day track and field meet with the field events on day one and running events on day two. Day one required early dismissal from school so Ryan could compete in the pole vault event. Day two did not require early dismissal, but Ryan and his friend, the star track athlete, decided they would skip their last class of the day to get their track stuff together.

Bad decision! They were caught by one of the teachers. Now, the only way to compete at the meet was for the kids' parents to call the school office and tell them they had a doctor's appointment or some other reason they missed their last class. I received a call from Ryan, five minutes before the bus was to leave, pleading with me to call the office and tell them he had a doctor's appointment. I refused to lie for him.

Ryan was not allowed to compete on day two of the event. Instead, he spent the weekend examining how something he thought was so innocent blew up on him. He now understands that "he" made the choice and had to live with the consequences. It might be a difficult lesson to teach, but through experience, he did learn what skipping class will do for him.

The star athlete was allowed to compete; his parents called the school and provided an excuse for him to have been out of class. He sadly learned a different lesson.

Ryan worked for months getting ready for the district track meet, and one poor choice cost him. It's never easy to teach your kids life lessons, but they do provide opportunities to build character, reinforce right from wrong, and learn how to deal with disappointment.

Perspective



Steve McGough
HCSS Chief Operating Officer

Bid News

(HeavyBid Customers Noted in Green)

OHIO

Reconstruction on IR-75 in the cities of Middletown, Franklin and Springboro, Warren County. Part 2 - State Route 22 in the city of Middletown, Butler and Warren Counties

John R. Jurgensen Company	\$110,734,462.55
Shelly & Sands Inc.	\$112,060,269.10
Kokosing Construction Co.	\$116,546,229.39
Barrett Paving Materials, Inc.	\$128,435,794.15

All bidders use HeavyBid!

PENNSYLVANIA

Roadway & Bridge Reconstruction MP 31.04 to 37.82 on PA Turnpike

Joseph B. Fay Company	\$113,201,351.38
Trumbull Corporation	\$117,777,777.77
Walsh Construction Company	\$120,300,000.00

All bidders use HeavyBid!

MAINE

Oxford County Runway reconstruction, Oxford County, ME

Glen Builders Inc.	\$1,493,023.00
R.J. Grondin.....	\$1,498,480.00
Pike Industries.....	\$1,530,522.00
K&K Excavation	\$1,535,944.00
Sargent Corp	\$1,537,897.00
Gendron & Gendron	\$1,540,000.00
Shaw Brothers.....	\$1,555,555.55
McGee Construction.....	\$1,642,169.00
Wyman & Simpson	\$1,746,349.00

VIRGINIA

Fourmile Creek Trunk Sewer Rehabilitation, Eastern Henrico County

Jack L. Massie, Contractor, Inc.	\$7,099,645.43
S.J. Lewis Construction, Inc.	\$7,108,000.00
Garney Companies.....	\$7,157,000.00
American Infrastructure	\$7,234,000.00

This result shows the top 4 of 19 bidders.

LOUISIANA

I-49 North (Mira-Myrtis Road to LA 168), Caddo Parish

Austin Bridge and Road	\$31,126,131.00
James Construction Group	\$33,057,973.00
JB James Construction	\$33,883,714.00
Gilchrist Construction	\$34,069,972.00
Best-Yet Builders	\$34,166,725.00
Southern Industrial Contractors.....	\$35,636,415.00

TEXAS

Reconstruct to 4 lane divided rural and replace bridges - US 380 - From: 0.395 miles east of FM 903 to: US 69

R.K. Hall Construction	\$17,631,266.69
Austin Bridge & Road	\$17,773,216.36
D.L. Lennon Incorporated	\$17,925,460.62
Texas Sterling Construction	\$18,179,775.98
Longview Bridge and Road	\$19,159,722.19

All bidders use HeavyBid!

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

New Features Available in HeavyJob 2009

By now, you should have received your **HeavyJob 2009** update. It was months in the making and includes features first seen at the 2009 User's Group Meetings. As in previous releases, we have made numerous updates to the system that have come from your suggestions. Additionally, we are happy to introduce to you some brand new features as well. Some examples of these new features include:

- The ability to attach images and documents at the job level and not just to specific dates and foremen
- The ability to export specific transactions back down to the field system from the manager system
- The inclusion of charts and graphs in our reports menu for an easier understanding of the data
- A Job Review Tool that helps you find issues with data entry or even common entry errors
- The ability to send text messages directly from the manager system to field personnel's cell phones alerting them that they haven't sent in their time cards for the day or that a submitted time card has been rejected.

We know you will find several of the new features exceptionally useful. Be sure to update your **HeavyJob** systems at your earliest convenience so you can take advantage of these items. As always, please don't hesitate to call if you need help. We want you to get as much value as possible out of your software.



Construction Software & Services

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User Tips

HeavyBid®

Make Scanning Bids Easy

Make estimating, scanning, and reviewing your bid faster by highlighting the information that is important to you. In Estimate Entry, highlight biditems and activities by clicking the **Display Options** link in the lower left-hand corner of the screen. Biditems can be highlighted based on various criteria such as biditem type, bid/takeoff quantity difference, and total cost. Activities can be highlighted if they are unreviewed, non-additive, self-perform, and non-factorable.

See Breakdown of Equipment Costs

If you are using the Advanced Equipment Setup, and would like to see a breakdown of the advanced costs for equipment used in the estimate, simply go to **Reports menu > Cost Reports**. Select the **Equipment by Equipment report**, and choose **Legal Landscape 1** as your report size. You'll see equipment ownership and rent costs as well as operating expenses broken down into Fuel, Lube, GEC, and repair costs.

HeavyJob®

Eliminate Paper Forms

If you have a daily form or report used on the job site, such as a safety report, you can add it to the EmptyForms folder located in the **C:\HeavyJob\EmptyForms**. You can access the blank forms by clicking the **Images/Docs** button on the Diary entry screen. Click **Fill in a Form** to enter the data. Anytime you fill out a form in **HeavyJob**, it is attached to the Diary, and you can send it to the manager system, eliminating the need to carry paper forms in the field.

Automatically Retrieve Files

Rest assured that your foreman have the latest job updates, backups, and other files that you have sent them. From the **Utilities menu**, click on **FTP Preferences**. Go to the **Retrieve Options tab** and select the check box for **Automatically Retrieve HeavyJob Files**. When the foremen export their transactions, they will automatically receive the updates.

Don't forget help is only one click away in HCSS products. Press the F1 key on your keyboard to get detailed help for the current open screen.

The Dispatcher®

Where is My Equipment Tomorrow?

Use the Snapshot Mode to see where your resources will be on a specific date. For resources scheduled to multiple jobs in one day, you can set a display preference. Simply go to **Utilities menu > System Preferences > Magnet Board tab**, and select whether you want to see those resources at their first scheduled location, last scheduled location, or all scheduled locations.

Conflicting Locations?

When using GPS units with **The Dispatcher**, you can easily compare the locations of your equipment in **The Dispatcher** against their actual GPS locations. Simply select **Utilities menu > True Up** to view location conflicts. Select the desired equipment pieces, and then click the **True Up** button to move them to their actual GPS locations.

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.