

2011 User's Group Meeting Offers New Classes to Help You Bid More & Run Leaner

Make plans now to join hundreds of estimators, executives, project managers, equipment & safety professionals, and IT personnel from around the country in Houston on February 3-5

2011 User's Group Meeting & 25th Anniversary Celebration

- February 3-5
- February 17-19

or 17-19 for the annual HCSS User's Group Meetings. Over 700 contractors are expected to attend the meetings, held at the George R. Brown Convention Center and Hilton Americas Hotel, to learn how to improve their processes, meet HCSS employees, and network with others in their field.

This year, over 70 individual classes will focus on helping you estimate more jobs quicker and run your jobs leaner. After attending the 2010 User's Meeting, Joel Mearns with Apollo, Inc. said, "We came home with ways to automate *HeavyBid*, which will give us more time to spend strategizing how to get the jobs we are bidding."

One change this year is the Executive Track, which changes focus from leadership to managing the results of your HCSS products. For example, "The Chief Estimator's Guide for *HeavyBid*" will help you understand what to check and why so you can thoroughly review your estimates for quality as you find yourself having to bid more work with fewer resources. You'll leave the class with a booklet containing step-by-step instructions and a checklist to refer back to as you're reviewing your bids. In the "How to Avoid Getting Fleeced on IT Purchases" class you'll get a vocabulary lesson on popular technology lingo, learn the similarities and differences of various technologies, and understand general IT pricing strategies.

When classes are finished, it's time for us to learn from you. On Saturday, the *HeavyBid* and *HeavyJob* User's Meetings give you the opportunity to help us plan our software releases for the next year. Everyone from the programming team all the way up to the HCSS executives are there to hear your feedback. "The ability for us as users to have that level of input on the products we use is fantastic!" says Scott Blair with Feutz Contractors, Inc.

On Saturday night, the finale to the meeting will be our most memorable party yet. We'll take you Back to the Future as we celebrate our 25th anniversary. You'll be transported to 1986 with award-winning cover band Molly and the Ringwalds jamming on tunes by Queen, Michael Jackson, Bon Jovi, and more. There will also be karaoke, "Company" Feud, a DOS vs. Windows estimating competition, and more!

Register early because the first 200 attendees per meeting to register and book Hilton hotel rooms will receive an iPod Shuffle. For the February 17-19 meeting there is a very large Oil & Gas Expo at the same time and if you do not book early, you will not be able to get a room anywhere downtown. For details and to register, visit www.hcss.com/UGM.



Full Day Class on Hosting & Cloud Scenarios

We are very excited to offer new IT classes this year including a full day designed to give you hands-on access to multiple options that can save money and drastically improve IT for 2011. We'll start the day by touring a hosting facility and discussing how off-site replication and unmanaged hosting options work. We'll then continue to the HCSS office to learn about inexpensive emergency and disaster recovery options, discuss new technologies available for online backups and data recovery, and see exactly how HCSS is using the Cloud.

Our goal for IT this year is to help you leave the User's Group Meeting with firsthand experience and a clearer understanding of the new technology available so that you can get more for your IT dollars.

Have HCSS Help With IT This Year

We are thrilled to have received a ton of positive interest in our new HCSS Cloud Services since our last newsletter. Over the past few years, we have moved our own email, internal applications, server backups, and data to the cloud and have seen it reduce the overall costs of IT while increasing our speed, security, accessibility, and ability to operate in emergencies. One of our major goals in 2011 is to help you save money and increase the capabilities of your IT team by using some of the same IT technologies that are maturing and thus are more reliable and less expensive to implement than you may think. How can HCSS Cloud Services help you?

Hourly Online Backup Software

If you use nightly tape backup software that few people know how to restore easily, or have no consistent backup at all, consider using our new online backup software that can be configured to run as often as hourly! (See *HCSS Cloud Services*, pg. 3.)

User's Group Meeting Brings Ideas to *HeavyBid*

As construction estimating changes over the years, *HeavyBid* must continuously adapt to meet the needs of its users. Every enhancement and new feature starts with a customer reporting a difficulty they face. We listen to their issue, determine if it's a common problem across the industry, and then develop the solution that will help the most people. The entire development process requires constant feedback to let us know we are headed in the right direction.

The Saturday User's Group Meeting is the most important four hours of the year for *HeavyBid*'s development. At the meeting, hundreds of customers engage the development team in an open discussion, providing us feedback on what's working well and what needs to be improved. We come to the meeting with prototypes of new features under development to make sure we're on the right track, asking for feedback as we show them.

It can be a great learning experience as we discuss the details of

HeavyBid and you learn how other companies handle similar situations. It's also an exciting experience for us because these talks will drive our development for the next year.

At the 2010 User's Group Meeting, we received many great suggestions. Some of those that have been completed or started include: better integration of spreadsheets and ability to print them with the estimate, completely revamped escalation, multiple library estimates, linking multiple activities to biditems in the biditem codebook, adding a biditem review feature that works like the current activity review feature, allow holding accounts to reference other holding accounts, making the copy functions faster by reducing a couple of keystrokes each time, catching and correcting material inconsistencies, and making it easier to work in multiple estimates at once.

If you want to be a part of designing the future of *HeavyBid*, make sure you attend the 2011 User's Group Meeting.

IRS Section 179 Expense Deductions for 2010

Did you know IRS Tax Code Section 179 allows businesses to fully deduct the cost of qualified equipment purchases placed in service in 2010 for up to \$500,000 without capitalizing them? These qualified purchases include "off-the-shelf" software such as HCSS' products. The 'Small Business Jobs and Credit Act of 2010' also added some additional accelerated depreciation allowances. Time is running out as these limits expire December 31, 2010 although the same rules will apply for 2011. For more details, go to SECTION179.ORG to read more about the potential tax savings for 2010.

Improving Your Processes Through Implementation

When purchasing software, it is very important to have the right people involved to make decisions on how they want to operate the software. Defining the proper procedures and processes is often just as important as having the right people to use the software. By using our implementation services, we can help define your company's processes and provide custom documentation on these processes. Since the implementation documentation maps all of your processes and procedures, it can help lower costs for employee turnover. The comfort level of your employees will increase because they will have clear expectations on how to use the software the way it was decided during implementation. By having these processes in place, you can build confidence in both the employee and the manager by knowing that the task is being performed correctly without having to spend a lot of time training new employees.

Project Manager Input Desired at Meeting

HeavyJob's primary focus in 2011, as it has been for the past few years, is to continue to expand the amount of project information that is tracked and analyzed in the system. So if you are a Project Manager/Engineer or Construction Manager, the 2011 User's Group Meeting is the place to learn about the solutions we have already released and explain problems that you would like us to solve.

Some of the areas in which we have new classes include: managing change orders, tracking and billing T&M work, truck tickets, tracking safety meetings, recording fuel transactions, reviewing data faster and easier with new customized menus, planning production, new forecasting tools, managing forms, capturing digital signatures, and tagging pictures so that you can find them faster.

There will be much discussion at the User's Group Meeting to help set direction for the problems to tackle next - make sure you have someone attend to contribute ideas!



HCSS' Mark Reeves (left) and John Lassig, (right) accept the Gold Medal for the Contractors Choice Award from Roads and Bridges Editorial Director Bill Wilson (center) at the Roads and Bridges Live Conference. This is the fifth straight year HCSS has won this award.

The HCSS Safety Application is Running Strong

The *HCSS Safety Application* is up and running strong in the Beta version. The safety application that is set for full release at the end of the year enables construction companies to gather job site safety meeting data, inspections and incidents across the entire company. With this data, a company can instantly analyze risk factors and safety compliance at individual job sites or throughout the company.

If you're looking for a safety application that offers the tools you need to make your company safer and demonstrates how safe your company is to insurance companies, OSHA, and clients, then attend one of our free webinars held every Friday at 10am CST.

The Christmas Box

My family has quite a few traditions, but none do we hold dearer than the letters we write to each other and place in the Christmas box. Each year around Thanksgiving, we write a handwritten letter to each family member telling him or her why we are thankful they are part of our life. I write a separate letter to Elaine, Ryan, and Grant; place them in individual envelopes; and put them in the Christmas box under the Christmas tree. After mass on Christmas Eve, we open the box and hand out the letters. It's the one time of year we slow down and make sure that we let each other know exactly what they mean to us.

We started the Christmas box when I realized that Ryan kept every letter or note, good or bad, that I wrote him. My wife Elaine still has letters that I wrote her in college over 25 years ago. And I still carry in my wallet a note from Grant and the dollar he gave me on my birthday when he was seven. We all keep things that are special to us.

All of our lives have become busier. We are connected 24/7 by email, instant messaging, and cell phones. The ones closest to us often feel like they are taken for granted. Do yourself and your family a favor this year – slow down and tell the ones closest to you how you feel about them.

It doesn't have to be Christmas. It could easily be a Valentine's Day or Mother's Day box. Yearly heartfelt letters from your spouse and kids are priceless, and it has taught me that giving truly is better than receiving.

Perspective



Steve McGough
HCSS Chief Operating Officer

Bid News

(HeavyBid Customers Noted in Green)

TEXAS

Rehab US 82 Ramps and Frontage Roads

Ed Bell Construction Company	\$14,049,261.86
Austin Bridge & Road	\$14,359,370.00
R.K. Hall Construction Ltd.	\$15,015,324.11
Texas Sterling Construction Co.	\$15,556,807.39
AUI Contractors, LLC	\$15,655,488.91
The Lane Construction Corporation ...	\$15,820,030.10

ALASKA

Chefornak Airport Relocation

Quality Asphalt Paving	\$17,443,650.00
Brice, Inc.	\$17,512,160.00
Cruz Construction, Inc.	\$18,909,516.00
Phillips & Jordan, Inc.	\$19,924,333.85
Bering Pacific Construction	\$21,497,030.00
Knik Construction Co., Inc.	\$23,517,844.00
Mid Mountain Contractors.....	\$23,688,000.00
AIC Alaska Interstate Const. LLC	\$32,710,014.00

MARYLAND

Mill/Grind, Patch, and Resurface Roadway Pavements at Various Locations in Baltimore County, West of I-83

Gray & Son, Inc.	\$3,200,000.00
American Infrastructure-MD, Inc.	\$3,237,777.00
P. Flanigan & Sons, Inc.	\$3,756,021.00

MISSISSIPPI

Overlaying 5 miles of U.S. Highway 84 from the Bogue Homa Bridge to the Wayne County Line

Warren Paving, Inc.	\$3,001,538.79
Dunn Roadbuilders, LLC.	\$3,186,373.00
Tanner Construction Co., Inc.....	\$3,281,151.14

NEW JERSEY

Interchange 6 to 9 Widening Program

South State, Inc.	\$144,139,490.97
The Delaney Group, Inc.	\$145,238,146.00
Tutor Perini Corporation	\$149,565,777.00
J.H. Reid General Contractor	\$152,080,882.15
Union Paving and Const. Co., Inc.	\$153,748,653.81
Pierson-Driscoll	\$154,093,894.95
George Harms Const. Co, Inc.	\$178,369,637.56
InterCounty Paving/H. Kibblehouse ..	\$184,444,444.44

ALABAMA

Cahaba Heights Reinforcement Project

Civil Contractors LLC	\$449,999.00
Cherry Brothers, Inc.	\$452,489.40
Onyx, Inc.....	\$466,178.40

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.

HCSS Cloud Services *(Cont. from pg. 1)*

These backups are easier to maintain, much easier to restore, and faster to run. We'll even help do an inspection of the backups every month with you to ensure that the right items on your network are included as well as walk you through any restore you need, anytime you need it! This should provide peace of mind on bid day.

Instant Backup for Quick Emergency Use

If you live in an area that is prone to natural disasters or has power issues, consider using our new online replication software to instantly copy your important data to the cloud. This service would allow you to get up and running with your HCSS software on a dedicated server on the cloud in an emergency situation within an hour or so (with HCSS 24-hour support) using your most current data. We'll also perform bi-annual "emergency simulations" to help ensure that things will be where you expect them should an emergency happen. This is important because we have discovered many times that customers thought they were getting backups when they were not.

Maximum Up-Time with Minimal IT Work

For those who, like us, prefer to host your HCSS servers and applications outside of the office, consider HCSS Cloud Hosting. This virtually eliminates your network IT requirements, uses highly secure and highly available network technologies, and runs on amazingly fast, dedicated servers. In this situation, HCSS is basically your IT department for HCSS applications and can keep your network running and your data properly backed up. This is absolutely perfect if you are either fed up with dealing with IT consultants or just ready to start using the latest super fast, super secure technology but are not willing to pay the price to build it yourself!

We really want to help make 2011 the year you take huge steps forward in IT while reducing costs. Interested in finding out more about HCSS Cloud Services? Call us today.



Construction Software & Services

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Sugar Land, TX 77478
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User Tips

HeavyBid®

Copy Several Activities within Your Estimate at Once

If you have several similar biditems in your estimate, you can quickly copy the activities from one biditem to another instead of recreating those activities for each biditem. Click the Copy button on the **HeavyBid** toolbar. In the Copy Biditems/Activities screen, your current estimate will appear on both sides. On the left-side, simply select the activities you want to copy, and then click and drag them to the biditem on the right side that you want to copy them to.

Search for Activities & Resources by Description

When selecting from your codebooks, if you can't remember the code of the activity or resource you are looking for, you can search for it by its description. In the Activity or Resource Codebook selection window, click the "Search" button. Type in keywords to search for, and click the "Find" button. Select a resource, click OK, and **HeavyBid** will take you to the activity or resource in the selection tree.

HeavyJob®

Stay Connected to the Field

Missing time from the field? Send your foremen a text message to let them know they need to submit their time card for that day. When using the "show foreman with unsubmitted time cards" option on the Time Card Management Tool, right-click their name, and select "send text message." This allows you to send your message to them immediately. You can also send an instant reminder when you reject a time card. Simply click the "send text message" button on the bottom of the rejection screen.

Streamline Truck Ticket Entry

Bogged down entering your truck tickets? Try the numeric shortcut option in **HeavyJob's** Truck Ticket Entry. As you go about your daily truck ticket entry, **HeavyJob** will keep a running list of all your entered items. When you are in a column, the common item's list allows you to enter the # of the common item instead of typing out the entire field again. If you have 5 items you use on a regular basis such as truck numbers, simply switch between them by entering the numbers 1-5, and **HeavyJob** will fill in the information for you. This feature will dramatically reduce the keystrokes necessary to enter an item.

The Dispatcher™

Add Schedule Notes in the Planner View

You can right-click on any schedule in the Planner View, and add a note. This applies to Employees, Equipment, and Crews. When you hover over the schedule, these notes will show in the tool tip along with the schedule details and if you export the schedule to Excel.

Permanently Attach Equipment

If you have a piece of equipment attached to an employee, you can make this a permanent attachment by going into the Equipment Details, clicking on the Dispatch Tab and checking the box for Permanent Crew/Attachment. This works great for employees' vehicles and will make sure that wherever you move an employee, the vehicle goes with them.

We're ALWAYS Available to YOU

Never be frustrated. If you have questions regarding any HCSS software product, our customer support team is here to help you *instantly, 24/7*. Remember to call the support line directly to get help faster.