

Using HCSS Cloud Services to Reduce IT Costs

HCSS is proud to announce the launch of our newest service, managed cloud hosting, or HCSS Cloud. HCSS Cloud hosting is a service designed to manage and host your HCSS applications like *HeavyBid*, *HeavyJob*, *The Dispatcher*, *Equipment360*, *FuelerPlus*, and *Safety*.

This means that instead of having multiple servers in your office for our applications, they can all be run remotely from our highly secure datacenter. You will no longer have to worry about the server going down on bid day or having to switch to a standalone; our servers are all redundant with hourly backups performed automatically. In addition to the benefits of hourly backups, *your HCSS applications will work from anywhere in the world, as long as you have an internet connection*. For locations without internet access, *HeavyBid* and *HeavyJob* will still run on standalone laptops.

By placing your server in the HCSS Cloud data center, you can leverage the buying power of a large company without the cost; the result is that your HCSS applications will be running on class leading network infrastructure and hardware for a fraction of the cost. If you've struggled with poor server performance, headaches keeping servers up-to-date, or expensive IT consultant fees in the past, why not let us manage and host our applications for you, all at a fraction of the cost you currently pay.

If you choose to try HCSS Cloud hosting, you will not only enjoy the speed and reliability benefits of big company IT infrastructure but the same support staff you rely on 24/7 will also be the ones that manage and update your servers. Cloud customers will enjoy



a variety of benefits, including dedicated support that will perform maintenance and updates on *your* schedule. Not only are cloud services designed to save you money, with us managing your HCSS products, IT personnel will be free to manage other business critical servers running in your office.

If you're interested in learning more about HCSS Cloud Services, call us at (800) 683-3196. We'll be happy to answer any questions you have.

Upcoming HeavyBid Enhancements

By now, you should have received your *HeavyBid 2010* update. One of the exciting new features is the completely **revamped integration to your Excel takeoff spreadsheets**. In the past, you had to create your takeoff spreadsheets while in *HeavyBid*, but now, anyone can create an Excel takeoff spreadsheet and link it to the estimate later.

Upcoming HeavyBid Enhancements

- Spreadsheet Linking
- Spreadsheet Calculations
- Multi-year Escalation
- Nested Holding Accounts

A new enhancement coming soon is the **use of spreadsheets for your calculation routines**. Currently, HCSS has a number of pre-defined calculation routines (such as truck haul, cut-and-fill, etc.) and has a method for you to develop your own calculation routines, which has worked fairly well over the years. The calculations also go into the notes, allowing anyone reading reports to see how the numbers were developed. (See *HeavyBid*, pg. 2)

New Time & Material Billing in HeavyJob

Years ago, we added a feature in *HeavyJob* to identify T&M costs, extract them from time cards, and export them to a spreadsheet where you could prepare T&M bills. This has worked fine in the past, but *HeavyJob* is now taking this to the next level, which will save you considerably more time.

Instead of just sending T&M data to Excel, you can prepare the bills, store them for historical reference, submit them in the format of the entity receiving the bill, and record whether they have been paid. (See *T&M Billing*, pg. 2)

Upcoming HCSS Helpinars This Year

These **free** one-on-one support sessions with HCSS Tech Support Staff are all about you and answering your questions.

Phoenix, AZ
Los Angeles, CA
Newark, NJ

New York, NY
Baltimore, MD
Boston, MA

Washington, D.C.
San Francisco, CA

Visit www.helpinar.com for more information.

HeavyBid (Cont. from pg. 1)

However, to make it even easier, you will be able to create your own calculations with spreadsheets and specify where within **HeavyBid** the result is to go.

You will also be able to use any existing calculation that you have developed in Excel and then print the spreadsheets out in the body of your cost reports. This should make it easier for you to create a library of custom calculations to use repeatedly from your estimates as well as ad-hoc calculations while estimating. This new seamless integration should substantially improve your estimating productivity.

Also, coming soon is our **new multi-year escalation**, which allows you to escalate resource costs based on the year in which they are used in the estimate. On the biditem level, you'll be able to indicate what percentage of the biditem occurs in which year and fine-tune that to individual activities, if necessary. Annual escalation rates will be set by cost type with overrides for any resource or group of resources. Finally, to give you complete control and for ease-of-use, all escalation functions will be consolidated into a single escalation "control panel" where you can control who has access to it.

We are also making changes to our "holding account" feature, which has been around for over 20 years, to make it faster, easier, and more flexible. This includes the **ability to "nest" holding accounts**. For example, if you are producing your own aggregate and have portable concrete and asphalt plants on a project, your cost to produce aggregate can be built as one holding account and then spread to your concrete and asphalt plant holding accounts whose costs are then spread throughout the estimate.

With the tough economy and the industry not yet recovering, our focus this year is to help customers bid more work by optimizing frequently used or time-consuming tasks.

T&M Billing (Cont. from pg. 1)

You can also be able to check the status of your billing at any time.

Our goal is to build T&M templates for all states and many major owners as well as generic ones. By the time you have a template for most of your owners, T&M billing should get a whole lot easier.

Our **HeavyJob** focus this year is to help the project management run leaner. The new T&M billing enhancement is coming out in July. Later this year, we will be adding a new Change Order feature to further help reduce paperwork and improve efficiency.

Example of NYDOT T&M work authorization from HeavyJob.

HeavyBid & HeavyJob SQL

Don't forget that you have SQL options for both **HeavyBid** and **HeavyJob**. If you would like more information, please give us a call at (800) 683-3196.

Weekly Product Demonstrations

Join us in weekly product demonstrations to learn more about HCSS's newest products.

FuelerPlus Fuel Management Software

Tuesdays at 10 am CST

The Dispatcher Resource Management Software

Wednesdays at 10 am CST

VECTR GPS GPS Solutions

Wednesdays at 11 am CST

Equipment360 Equipment Maintenance Software

Thursdays at 10 am CST

Safety Application

Fridays at 10 am CST

To register for these weekly presentations, please email jason.lacarter@hcss.com.

Great Business Conference + Free Helpinar

Looking for a great, inexpensive business conference to attend this fall? One of the very best conferences we attend is the Ownership Thinking Conference held in **Denver, CO** on **September 16-17**. This conference is put on by Brad Hams, who is an Executive Track speaker for the HCSS User's Group Meetings. At only \$579 per person, we believe it is a great value.

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.

As a way to combine your trip to the conference with getting help from HCSS, we will be offering a **Free Helpinar** at the same hotel on **September 15** 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.

Ownership Thinking Conf.

September 16-17
Inverness Hotel
Englewood, CO

HCSS Helpinar

September 15
Inverness Hotel
Englewood, CO

Adversity and Perseverance Builds Character

I grew up in a totally different era. In my time, self-reliance was a requirement, not a choice. When I needed to go somewhere but didn't have a ride, I either asked a friend, or I just didn't go. If my car broke down and I didn't have the means to fix it, it simply didn't get fixed until I figured out a way to pay for the repairs myself.

Now, it seems like we have a generation of kids that expect mom and dad to take care of everything that comes along. There is no struggle to come up with the money, and responsibility largely remains with the parents, even as the kids are maturing. My son Ryan is no different...or so I thought.

What a difference a year makes! Almost a high school senior now, Ryan has matured greatly over the past year. During his junior year, he managed to turn his grades around to all A's and B's. He committed to being the best he could be in the pole vault, trained year-round, and eventually won the state championship. The only area I thought he took for granted was being able to drive freely while mom and dad paid for maintenance, insurance, and gas—that is, until he wrecked his car this summer.

Ryan only carries liability insurance and now carries a repair estimate of \$2,000 on his car. Last year, he would have simply expected us to foot the bill. But this year, he is allowing his car to sit idle while he works through his own plan to pay—all without sacrificing his commitment to pole vault training. His summer practices are across Houston, so he rides a couple of buses for over an hour to get to practice then turns around, and rides them back home.

Ryan knows we could get a rental car, pay the repairs, and everything would be back to normal. However, that would be business as usual. Instead, I think he understands there is a life lesson in all of this: the more you face adversity and practice perseverance, the more you believe that you can tackle just about anything.

We all face these types of challenges in life, so why not learn to handle them early? For my son, I know that repairing his own car with his own money will provide a great sense of pride, and in the meantime, waiting for the bus definitely instills the virtue of patience.

Perspective



Steve McGough
HCSS Chief Operating Officer

Bid News

(HeavyBid Customers Noted in Green)

TEXAS

Reconst & Widen 4 to 6 Ln to Reduce Congest & SAF - IH 35

James Construction Group, LLC	\$106,887,770.94
W.W. Webber, Inc.....	\$113,408,654.60
Texas Sterling Construction Co.	\$119,615,210.72
Austin Bridge & Road	\$120,887,807.97
Williams Bros. Construction Co.	\$121,366,555.24
J.D. Abrams, LP	\$122,979,657.14
SEMA Construction, Inc.	\$127,314,229.82
Balfour Beatty Infrastructure	\$137,502,992.25
Zachry Construction Corp.....	\$145,832,688.30

HAWAII

DLNR Dams and Reservoirs on Kauai, Dam Maintenance and Remediation Improvements - Upper Kapahi Reservoir

Jennings Pacific, LLC	\$4,406,000
Earthworks Pacific, Inc.	\$4,490,000
Goodfellow Bros., Inc.	\$5,077,416

FLORIDA

S.R. 429/ S.R. 414 Interchange

Southland Construction, Inc.	\$47,690,303
Hubbard Construction Company	\$48,418,383
The Lane Construction Corp.	\$49,209,312

DELAWARE

I-95 Toll Plaza/EZ Pass Lanes

A-Del Const. Co., Inc.	\$32,662,529.47
American Infrastructure	\$32,955,555.00
Mumford & Miller.....	\$33,729,054.93
R.E. Pierson	\$33,939,340.33
Greggo & Ferrara.....	\$34,653,928.84
Daisy Construction.....	\$35,790,677.87
Lane Construction	\$48,963,780.80

MISSISSIPPI

Add 2 Lanes to I-20, from SR 468 to Greenfield Rd.

Superior Asphalt	\$30,657,281.45
Dickerson & Bowen, Inc.....	\$33,090,383.77
APAC - Mississippi, Inc.	\$35,292,085.83

ILLINOIS

1.55 Miles of Reconstruction, Adding Lanes and Traffic Signal Modernization Along US 45 from IL 120

Berger Excavating Contractors	\$13,199,922.20
Lake County Grading Co.	\$13,223,322.00
Curran Contracting Co.	\$13,227,738.41
Alliance Contractors, Inc.....	\$13,426,229.53
Acura Inc. & Lindahl Brothers Inc.	\$14,070,239.00
Sjostrom & Sons, Inc.....	\$14,461,981.45
Capital Cement Co., Inc.....	\$16,528,920.88

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 Direct Field Entry Adds Flexibility

In the past, foremen/superintendents could enter their Time Card information of hours, production quantities, diaries, materials, etc. in one of three ways: (1) stand-alone laptop, (2) handheld, or (3) directly into the office network via *HeavyJob/Manager*.

Option 3 worked well for companies whose employees had 100% access to the internet, but had the disadvantage of taking up one of the concurrent licenses of the *Manager* system.

Our new Direct Field Entry, available in *HeavyJob 2010.1*, lets you give your foremen/superintendents access to the office network *without adding to the user count*, and it also restricts them to see to the appropriate functions for a field user. But the best part is that they now have the option of being *both* a stand-alone laptop user *and* a network user *for no additional cost*. Every stand-alone license now includes a network license so you have maximum flexibility to mix and match how your employees connect to enter their field data.



Construction Software & Services

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User Tips

HeavyBid®

Quickly Review Costs on Bid Day

Would you like to quickly review the activities and costs associated with a biditem when you're pricing it on bid day? The fastest way is by right-clicking on a biditem in Pricing and selecting "View Item in Entry Screen." This will open the biditem in Estimate Entry so you can quickly review the item, saving you valuable clicking time.

Get Screen Specific Help Anytime

You can find help specific to the screen you are on by pressing the F1 key on your keyboard. This will launch the help system to the topic specific to your screen where you can quickly find the information you need.

HeavyJob®

My Work Menu

The new My Work Menu is a great screen to use if you often check the same screens in a set of jobs every day. Configuring it is simple: select the screens you typically bring up and the jobs you are working with. Then, every time you open **HeavyJob**, you have an easy-to-use tree view of the jobs and can navigate directly to any of the screens in the jobs with just one click. You can find the My Work Menu under the Utilities tab.

Selecting Multiple Jobs to Delete

After you finish archiving your old jobs, you can delete them from your live system. In this case, selecting the correct jobs is clearly important. So, on the job selection screen for deleting multiple jobs, the last transaction date of each job in the list has been added. Knowing when work was last performed on a job will help you select the correct items and keep you from deleting an active job that is currently being worked on.

The Dispatcher™

Change Dates on Multiple Schedules

If you need to change the dates on multiple schedules, just select the schedules you want in the Planner View, right-click on one of the schedules, and then select "Shift Schedules." This will allow you to either change the start or end dates or shift the entire schedules forward or back.

Save the Date

February 3–5 & 17–19, 2011

February 2011			
	Thursday	Friday	Saturday
User's Group Meeting	3	4	5
	17	18	19

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.