



HeavyNews

For the
Construction
Industry

Fall 2011

2012 User's Group Meeting - Educate. Collaborate. Innovate.

Our 24th annual User's Group Meeting takes place February 9-11 and 23-25, 2012 at the Intercontinental Hotel in Houston, Texas. Join over 800 estimators, executives, project managers, equipment and safety professionals, and IT professionals from around the country.

With over 50 individual classes and discussion groups focused on developing timely, accurate estimates and managing your jobs as efficient as possible this will be an event that you won't want to miss. You'll learn how to improve your day-to-day processes, meet HCSS employees, and network with your industry peers.

In addition to classes, you will be able to sit down with our team on Thursday at our Coaches Corner or during our one-on-one support sessions on Saturday. Bring your questions and we'll be there ready to answer!

When classes are finished, it's time for us to learn from you. On Saturday, we'd like your feedback to help shape the future development of HCSS products. Our programmers, product managers and executives will be there to listen and learn!

Sign up by January 13, 2012 and save \$150! For details and to register for our 2012 User's Group Meeting, visit us online at www.hcss.com/UGM.



What's New for 2012?

Revised Event Schedule

After 23 years of having our dinner and HCSS Party on Saturday night, we will now have the dinner and party on Friday night. The User's Group Meeting will end at 4:30 pm on Saturday.

One-on-One Support Sessions

If you have specific questions about one of our products, then sign up to talk with one of our product experts one-on-one during the Saturday meeting.

JD Edwards Networking Station

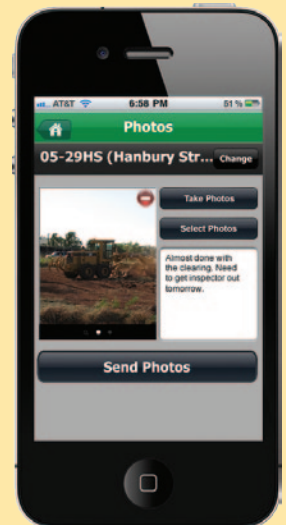
Meet and network with other JD Edwards customers during Thursday's Coaches Corner.

HCSS Mobile and Tablet Apps

HCSS is unveiling a new series of mobile applications at our User's Group Meeting in February. Our new apps will enable you to have access to information on an iPhone, iPad, and Android-based smartphones and tablets to help get your daily work done. For example, the app shown at the right allows you to take jobsite photos using the built-in camera with your phone and send it directly into **HeavyJob**. You can even type notes about the picture.

We'll also be showing apps that allow you to see the skills of your employees from the jobsite, type notes about what is happening throughout the day, keep track of quantities when on the site, look at daily job costs and even create time cards. You'll even get a sneak peek at how you can work on estimates from your iPad.

Want more info? Make sure you are at our 2012 User's Group Meeting to see how you can gain a competitive advantage by going mobile in 2012.



HCSS Executive Takes ARTBA Role

For many years, HCSS has been actively involved in American Road and Transportation Builders Association (ARTBA). We are pleased to announce that Steve McGough, our Chief Operating Officer, is taking on a leadership role as the incoming president of the Materials and Services Division. For more information on ARTBA, visit www.artba.org.



From left, Pete Ruane, President and CEO of ARTBA with Steve McGough, Chief Operating Officer of HCSS, at the 2011 ARTBA National Conference in Monterey, CA.



Contractors Name HCSS Top Pick for 7th Straight Year

For the seventh straight year, HCSS has won the Gold Medal in the Software Category of Roads and Bridges annual Contractor's Choice Awards. HCSS received the medal for **HeavyBid** estimating software, **HeavyJob** field management software and **The Dispatcher** resource management software.

IT Corner: Explaining the Many Mobile Operating Systems

Touch screen mobile applications are becoming increasingly popular, but choosing one is confusing for both businesses and the developer alike. Because of the difficulty in writing one program that will run on all devices, developers are faced with the decision to write for just one class of device or write multiple copies of the same program for different devices which may not be practical for specialized business software. Thus you may find that the application you want doesn't run on the device that you own.

The Operating System Makes the Difference

Similar to the Apple vs. Microsoft battle, the tablet OS war is an intense playing field. Apple's iOS (used for iPhones and iPads) is a stable, mature system that holds true to Apple's standard of simple, efficient usability. Because of iOS' popularity and usability, the iPad2 is the primary "go to" device for most tablet consumers. However, there is much competition.

iOS' greatest competitor is Android. Android is developed by Google, but maintains an open platform which allows other developers and hardware manufacturers to create solutions. While Apple is the sole iOS hardware manufacturer, the Android OS can run on tablets from any manufacturer willing to invest the resources to create a tablet. Because of its openness, the Android platform is more customizable than iOS, but general usability and stability tend to suffer slightly. It is

commonly reported that Android is not quite as intuitive as iOS, but more hardware options (USB and HDMI) are available on Android tablets that aren't available on the iPad2.

HP's webOS is the last platform worth mentioning. Usability on the webOS platform is good, but HP's lack of vision in its initial release resulted in many lost expectations. HP has a lot of work ahead if they want to make a substantial influence in the tablet industry.

2012 - The Year of the Tablet

A lot is expected to come out in 2012. Android tablets are pushing technology to the limit and will leap past the iPad2 - at least until Apple releases the iPad3. Microsoft's Windows 8 will be tablet compatible and while not due out until late 2012 or 2013, Windows 8 is built on architecture similar to the newer Android tablets coming to market in the near future.

Mobile and tablet technologies hold a lot of promise to give your business a competitive advantage and 2012 may indeed be a "get started" year. However, don't be discouraged by a few things you'll likely experience: a still-confusing market of many difficult hardware choices, apps that are still not business oriented enough, and a consumer-driven hardware market that may make your first few purchases obsolete quickly. The tide appears to be turning towards business and HCSS will be there to help you. Call us or come to our February User's Group Meeting to see more about our apps.

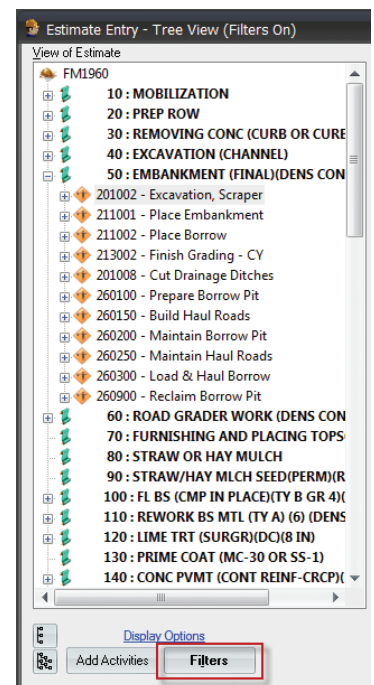
Easily Filter What You See in HeavyBid

One of the most powerful - and under-utilized - features in **HeavyBid** is the ability to restrict what you see (filter) in the Cost Entry screen. This filtering capability is enormously helpful when you are working on or reviewing parts of estimates.

To filter the estimate, click on the "Filter" button at the bottom left of the entry screen (see illustration). Some examples of ways you can use filters to limit what you see are:

- When multiple people work in an estimate, everyone can put their initials next to their bid items and filter by initials
- You can set up sorts like "D-Groups" or types of work (like Concrete, Earthwork, etc)
- Show only items you haven't reviewed
- Showing only activities with your crews in it helps keep subcontract or material purchase tasks from cluttering your screen.

Cont. on pg. 3, Easily Filter What you See in HeavyBid



My Secret Weapon

As a parent of twin 13-year old boys, my words sometimes roll off my kid's backs! If you have teenagers, you know exactly what I mean. To help, I have discovered a secret weapon - volunteering with low-income families and the homeless- that reinforces our family values & changes their perspective of themselves as the center of the universe.

It has also helped them develop skills that I believe will serve them well as they mature - the confidence to speak to people they can't relate to and the ability to work in uncomfortable situations.

The parenting benefit is great. Because their normal teenage guard is down, I'm able to talk about things that would normally go in one ear and out of the other after we finish working. Since we volunteer as a family, my wife and I are able to demonstrate values in a very tangible way - not just by lecturing.

We work with other families we know, so my kids don't think that I'm the only mean parent making them do this! This helps them want to go because they are with their friends. Bonus for me - these are exactly the kind of friends I want them to have!

My kids have had some interesting experiences, such as:

- A homeless man told them to "stay off drugs and listen to your parents. Don't make the same mistakes I made." That sentence is worthless from me, but is priceless from that man.
- After working with a group of young children from low-income families, they discovered most of the children in their group had no father at home. This shocked them, challenged their reality, and served as a great vehicle for me to discuss the role of a father using a conversation that they started.

So as a parent, these experiences seem to be worth every bit of time invested and more. They help me get past the normal wall of teenager attitude to continue teaching stuff that I think is valuable. If you have similar stories to share, send me an email at tom.webb@hcss.com - I'd love to hear from you!

Perspective



Tom Webb
Vice President of Product Development

Bid News

(HeavyBid Customers Noted in Green)

WYOMING

IM-0804228 & IM 1804243 - I-80 Bridge Rehabilitation Work

McMurray Ready Mix	\$17,299,471.03
Knife River	\$17,523,076.37
McGarvin Moberly	\$17,680,649.16
Simon Contractors	\$18,886,985.76

Top 4 are HeavyBid Customers!

MONTANA

MT-NH 15(73) Reserve Drive South - Kalispell, MT

LHC, Inc.	\$2,998,986.47
Nelcon, Inc.	\$3,089,946.00
Schellinger Construction	\$3,363,559.93
Knife River - Kalispell	\$3,386,386.00

Top 4 are HeavyBid Customers!

MARYLAND

MD 260 & MD 2 Drainage Repairs Various

Delmarva Site Development, Inc.	\$263,247.57
Reliable Contracting Co., Inc.	\$283,465.00
Locust Lane Farms, Inc.	\$298,393.52
Certified Maintenance Co., Inc.....	\$316,695.00
Gradient Construction, LLC	\$327,551.00
Rustler Construction, Inc.	\$339,160.00
C & N Associates, LLC.....	\$364,013.00

NORTH CAROLINA

Bridge Over Neuse River and Approaches on SR-2000

Blythe Construction, Inc.	\$3,295,180.21
Lee Constr. Co. of the Carolinas	\$3,394,437.82
D.H. Griffin Construction Co., Inc.	\$3,496,216.57
Fred Smith Company	\$3,544,060.76
Flatiron Constructors, Inc.	\$3,655,817.12
United Contractors, Inc.	\$3,739,904.91
Rea Contracting	\$3,894,009.66
D.W. Lyle Corporation	\$3,895,372.15
HRI, Inc. DBA HRI Bridge Company	\$4,121,500.81
Dane Construction, Inc.	\$4,167,325.03
Carolina Bridge Company	\$4,376,632.92

10 of 11 are HeavyBid Customers!

OKLAHOMA

Grade, Drain, and Surface Rural US-177 at the Chickasaw Turnpike

Silver Star Construction Co.	\$2,756,145.50
Overland Corporation	\$2,989,028.77
Schwarz Paving Co., Inc.	\$3,064,482.54

Top 3 are HeavyBid Customers!

UTAH

I-15 Asphalt Rehabilitation, Hamilton Fort to Cedar City

W.W. Clyde & Co.	\$6,574,294.37
Staker & Parson.....	\$6,948,069.00
Granite Construction Co.	\$7,008,522.00
Flatiron Constructors, Inc.	\$7,175,000.00

Send your results to bidresults@hcss.com.

Easily Filter What You See in HeavyBid

Cont. from pg. 2

- Only show activities greater than a certain dollar or man-hour amount so you can drill right into the most expensive elements of your estimate.

The filters are not mutually exclusive and can be combined to build complicated filter criteria such as "Concrete work that contain my crews and are over a certain amount of money".

Best of all, this is easy to use. Just click on the filter button, set the filter, and clear it when you are done to go back to normal.

Using these filters should help you stay on top of your bids and make it easier to find things in a large estimate. If you have questions on how to use filters, call our support department.



Estimating, Field Management & Resource Management Software

For Infrastructure Contractors

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Annual Updates Posted Online

Don't forget that all annual updates of HCSS products will be posted for download on www.myhcss.com instead of being mailed.



This newsletter printed on recycled paper.

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User Tips

HeavyBid®

Find Resources Not in Quote Folders

The Change Material/Other Resources screen can be a valuable tool in your error finding routine. In addition to using it to find inconsistencies in the Unit or Unit Cost or a resource, you can also use it to see what resources have not been brought in to a quote folder. Simply check the **Quote Folder** box in the Custom Display Options section and you will be able to quickly see which resources have no assigned quote folder in the grid above.

Date & Time Stamp on Bid Proposal

Did you know you could add a time/date stamp to your customized bid proposals in **HeavyBid**? Simply go to Summary > Proposals > Bid Proposals and click the **Show Time/Date Stamp** check box.

HeavyJob®

Material Auto Prompt

Get better material quantity information from the field. After entering a production quantity on the time card, **HeavyJob** can automatically prompt for materials used, allowing you to track materials received at and installed on the job site. All materials included in the bid are automatically transferred from **HeavyBid** and will pop-up for easy entry. Turn this preference on via Utilities>Preferences>System tab. Under **Time Card Options** select **Auto-prompt Material-Sub-Expense Transaction Helper on Time Card**.

The Dispatcher™

Quick Magnet Board Moves

Want to make quick magnet board moves without scheduling? In the Utilities menu, under Preferences>User Preferences>Magnet Board tab, check the **Do Not Show Confirmation When Moving Magnets** checkbox. This will make any manual dispatch happen without the confirmation popup which can save time when making lots of manual moves.

Find History of Resources

To quickly find which location an employee or piece of equipment was at during a particular time, you can simply right click that employee or equipment on the magnet board and select the **Quick Find** function. From this screen you can select a date and time, click Find, and the location of that employee or equipment for that selected time will appear in the Search Results box below.