



Construction Software & Services

HeavyNews

For the Construction Industry

Winter 2011

See our New Fuel Management and Trucking Solutions at CONEXPO-CON/AGG

Come visit us at the 2011 CONEXPO-CON/AGG show, where we will showcase all HCSS products and unveil our new technology for truck tracking and fuel management. But be prepared to see more than just computer screens and mouse clicks—you'll see how our solutions are really applied at a simulated job site, while enjoying free beer! Here's a sneak peek:

2011 CONEXPO-CON/AGG

March 22-26, 2011

- Booth #9236 in the South Hall (Beer Booth)
- Booth #31511 at the Hilton Hotel

the same real-time production data, but GPS goes further to analyze your truck cycle times, identify your most efficient truckers, and more.

So don't miss out on these great demonstrations at our South Hall booth (we will also have a booth in the Hilton Hotel; both booths will showcase our estimating, job tracking, resource management, equipment management, and safety management software). Spend a few minutes with us, and you'll see how this emerging technology will give you a competitive edge in 2011 and beyond.

Fuel Management

Using a simulated fuel truck and fuel dispenser, we'll show you how our new metering devices work with RFID technology to identify equipment, track fuel, and streamline your processes. But instead of fuel, we'll be dispensing dark and light beer to resemble off-road and on-road diesel. So swing by, down some free beer, and see just how easy fuel management can be.

Truck Tracking

Through the use of simulated trucks and pavers, we'll also demonstrate how truck loads can be easily tracked using RFID or GPS technology. With RFID, you'll see how a load dump is detected as soon as the truck comes within 30 feet of the paver. With GPS, you'll see how a load dump is detected as soon as the truck enters the moving digital fence (or "geofence") surrounding the paver. Both methods provide



The 2011 User's Group Meeting is Approaching

It's not too late to sign up for our 2011 HCSS Users' Group Meeting in Houston! Based on early registration numbers, we're expecting around 800 attendees. If you're signing up for the meeting on February 17-19, reserve your hotel now since there's another big conference in Houston that week and all downtown hotels will fill up.

Bidding is still a major focus for 2011 as popular classes selected so far include "What All of Your Estimators Must Know About *HeavyBid*", "Ways to Find Possible Errors in Your Estimate", and "The Chief Estimator's Guide for *HeavyBid*". Our goal is to help you bid more with the same or fewer resources and still be on top of your bids.

The *HeavyJob* class "Using *HeavyJob* to Stay on Top of Change Orders and T&M" is so far the most popular *HeavyJob* class followed by "Using *HeavyJob* to Substantiate Claims and Extra Work" and "What Every Foremen/Superintendent Should Be Doing with *HeavyJob*".

Remember the new IT field trip class which will show off a data center and how to inexpensively operate or recover data in an emergency. HCSS had a power outage for an hour recently and while most of our employees were in the dark, our customers never knew it as we maintained our essential services.

Attend the meeting and learn from peers, meet HCSS employees, see the pre-release versions of the 2011 updates, and vote for suggestions to improve the products. And don't forget that we have a spouse program if you wish to make it a mini-vacation.

Check out the activities or sign up at www.hcss.com/ugm2011.

2011 User's Group Meetings February 3-5 & 17-19

Safety Application Release in February

The new HCSS Safety Application has been in beta for the last several months and will be formally released at the User's Group Meeting with a 30% discount for any attendee who wishes to purchase it.

The initial customers have ranged from companies with very mature and formal safety programs to companies who are starting an official safety program for the first time. The varied nature of their programs and businesses has helped us learn how the software needs to handle a wide variety of situations for companies of all sizes, types, and experience levels. Our goal is to help all of our customers develop first class safety programs and for most of our customers to painlessly collect a lot of the information from employees who are already using *HeavyJob* for their daily entry.

Safety in the Cloud

Our Safety customers use the HCSS Cloud to run their software during the beta because they have access to it from anywhere and don't need to add servers or impact the IT department. And best of all – it works just as fast and easy as it would on your own computers. "Once I'm logged into the Cloud, I can't tell the difference from software on my machine and the Internet," says Ryan Smith from MGE Underground.

Low-Margin Jobs?

One great way to reduce risk on low-margin jobs is to catch problems early. If you are really concerned about staying on top of jobs in 2011, consider starting a pilot of *HeavyJob* as a supplement to your accounting system. *HeavyJob* is designed to give same-day feedback to those doing the work and next-day feedback to company management. It also greatly reduces administration expenses by eliminating double and triple entry of data. You save even more time with automatic integrations with your accounting system.

Unlike replacing your accounting system, *HeavyJob* is low-risk because you can start with a small pilot such as the example below. And remember, all of our software comes with a 12-month money-back guarantee when the recommended amount of training is taken.

2-user <i>HeavyJob</i> /Manager	\$9,460
5 <i>HeavyJob</i> /Field licenses	\$5,750
3-day Implementation Planning in Houston	\$5,100
3-day on-site follow-up Implementation (expenses included)	\$6,900
2-day on-site follow-up Implementation (expenses included)	\$4,600
Total	\$31,810

A great use of your time is to combine your trip to our User's Group Meeting with an implementation planning session. You could bring a small group to the HCSS office on Monday-Wednesday for *HeavyJob* planning and attend the User's Group Meeting Thursday-Saturday. By the end of the week, you should be jump-started with a well thought-out plan to improve your operations, a whole lot of knowledge including peer experiences, and a team that is on the same page with each other.

Tech Support During the User's Group Meetings (February 3-5 & 17-19)

This year our entire support operation will be setup at the hotel to take support calls. We should be able to come close to handling normal call volume, but since many of our support people also teach classes, there may be a few times when you have to wait for us to call you back. If you have a critical issue during this time, be sure to let us know and we will see that you get immediate help.

Run a 200 Mile Relay with HCSS

If you are a runner and are capable of running 10 to 20 miles over 2 days, join us March 5-6 for the Texas Independence Relay which covers the 200 miles from the first to the last battle when Texas won independence from Mexico. HCSS will field two 12-man teams that will compete with each other and end at the San Jacinto monument in Houston. All you have to do is get to Houston, and we will cover everything else. This is a great opportunity to engage in a fun and unusual event and spend a lot of time with HCSS employees. For more information, go to www.hcss.com/run.



Managing Change - Nothing is Permanent

Perspective



Steve McGough
HCSS Chief Operating Officer

One of the toughest times for a teenager is the transition from middle school to high school. They are maturing as young adults physically and more importantly emotionally. They cling to middle school friends that will move on to high school with them to help soften the transition. Nothing is scarier than starting a new school without your existing friends, especially when you are fourteen.

This change is even more difficult if a parent changes jobs and relocates the family or if a new high school is built and the boundaries are rezoned. That is exactly what happened to my son Grant. Virtually all of his friends from his middle school were zoned to a new high school. He was obviously upset and wanted me to request an inter-district transfer that would allow him to attend the new high school and remain with his friends. The problem was the new school was about 20 miles from home, and there would be no bus service to take him to and from school.

So how do you help your kids manage change? 1) Instill in them that nothing is permanent in life; everything will change. 2) Listen to your child's concerns, and come up with a solution together. In this case, we all agreed that after the first year if he still wanted to change schools we would request a transfer. He would be driving by then and he would at least have a year to give his new school a chance.

I encouraged Grant to get involved early and train during the summer with the high school cross-country team. After the first week of practice, I noticed when I picked Grant up from practice, he was at least talking to the other kids. Grant made the team and a lot of new friends. What a difference extracurricular activities and being involved can make!

For my son, making friends and getting to know a small group of kids during the summer made all the difference. Getting involved early in a sports team or any extracurricular school activity can have a big impact on the transition to a new school. Showing up to class on the first day of school and not feeling isolated and lost in a large school helped Grant adapt to the change.

As adults, we are accustomed to changes—some great, some small. Emotions can often keep us from embracing the change, but in the end, we come to the realization that nothing is permanent; everything will change. Teaching our kids this lesson will help them adjust and adapt to the changes they will surely encounter.

Notes Change in HeavyBid

Last year we found that we could improve *HeavyBid* speed on large networks by reducing the size of the notes and using attachments for the occasional larger documents. During the Saturday discussion at the 2010 User's Group Meeting, we asked customers if that would be ok and they said it would, so we made that change for 2010.

However, a customer called in December and said that the shorter notes severely restricted his estimating style because he regularly explains detailed methodologies in the notes as he estimates. As a result, we changed the system for him to automatically roll notes over a certain number of characters into an attachment behind the scenes that displays and prints so that you don't realize that it is an attachment. This is a nice improvement for everyone that will be in *HeavyBid* 2011. It, in effect, makes the notes appear to be infinite.

We try hard not to take things out of the system or make changes that will negatively affect customers. This is one of the reasons we run ideas by the Saturday User's Group Meeting attendees. However, as this incident shows, we sometimes don't realize the full impact on all 25,000 *HeavyBid* estimators, so let us know anytime we do something that actually makes your process harder.

Bid News

(HeavyBid Customers Noted in Green)

CALIFORNIA

12th Street Reconstruction Project - City of Oakland

McGuire and Hester	\$32,036,418.00
Gallagher & Burk/R&L Brosamer JV	\$32,975,357.00
RGW.....	\$33,533,307.00
Top Grade/Flatiron JV	\$34,816,527.00
California Engineering.....	\$42,180,631.00

5 out of 7 are HeavyBid Customers!

TEXAS

#3022 Montgomery/IH 45

W.W. Webber, LLC.....	\$8,966,666.00
Williams Bros. Construction Co.....	\$9,038,947.00
Texas Sterling Construction Co.	\$9,880,000.00
J.D. Abrams, LP	\$9,969,363.00
Hassell Construction Co., Inc.....	\$10,165,878.00
Ed Bell Construction Company.....	\$10,247,000.00

5 of 6 are HeavyBid Customers!

NEW YORK

TAA 10-36 Reconstruction of the Thruway between Interchange 23 & Interchange 24 between MP 141.35 & MP 148.45 in the Albany Division of the NYS Thruway

Rifenburg Construction, Inc.	\$99,671,115.00
Kubricky Construction	\$102,585,126.45
Delaney Construction	\$102,892,117.50
Lancaster	\$110,971,491.07

TEXAS

#3016 Coryell/SH 9

Ledcor CMI, Inc.	\$31,901,005.00
SEMA Construction, Inc.	\$32,656,571.00
James Const. Group, LLC.....	\$33,919,796.00
Anderson Columbia Co., Inc.	\$32,524,896.00
J.C. Evans Construction Co.	\$35,435,756.00
Knife River Corp South	\$35,496,747.00
T. J. Lambrecht Construction, Inc.....	\$35,688,582.00
Ranger Excavating, LP.....	\$36,826,232.00
Haydon Building Corp.....	\$37,413,466.00
Austin Bridge & Road, LP.....	\$37,727,200.00

8 of 10 are HeavyBid Customers!

ARIZONA

Williams Field Road, Maricopa County Dept. of Transportation

Achen Gardner Construction	\$3,376,989.00
InterMountain West.....	\$3,377,114.00
Nesbitt Contracting.....	\$3,449,560.00
J Banicki Construction	\$3,540,000.00

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.



Construction Software & Services

13151 W. Airport Blvd.
Sugar Land, TX 77478
713-270-4000 • Fax 713-270-0185

Estimating, Job Management, & Resource Management Software

For Infrastructure Contractors

800-683-3196 • www.hcss.com

PRSR STD
U.S. POSTAGE
PAID
Houston, Texas
Permit #3917

13151 W. Airport Blvd.
Sugar Land, TX 77478

2011 User's Group Meetings
February 3–5
February 17–19





This newsletter printed on recycled paper.

© 2011 HCSS. All Rights Reserved.

User Tips

HeavyBid®

Fast Ways to Get Cost Totals

The fastest way to get your cost totals for the estimate is by clicking on the hyper link on the bottom right of the entry screen that says Total Cost. It gives the same result as the flashlight icon but minimum information and is designed to be as fast as possible. For biditem totals and productivities, the Biditem Totals icon  on the right of the entry screen summarizes the biditem and if you just want to print one biditem, the fastest way is to click the  icon on the right and pick the "Print Biditem" option which will print the current biditem.

Quickly Finding the Right Estimate to Open

Don't forget that you can now sort your estimate list by column headers. While you are in the File > Open Estimate screen, sort by any column by clicking that column header – for example, click the column header Bid Date to sort by the bid date either by ascending or descending order.

HeavyJob®

Find Your Jobs Easier

Manage your job list better with Job Filters under the File -> Open Job -> Filters Tab. Filter your jobs by year, project manager, type of work, division, etc. Set up the filter headings under the Utilities -> Preferences -> System Tab. Three filter values can be assigned per job and utilized on any screen where you may have to select multiple jobs (open job, merge setups, overview reports, time card management tool, etc).

Building Your Note Indexes

Create a note index called "Note Index Suggestions". Your field personnel can then use this index with a description of indexes they would like to add. You can then run the note finder (Reports > Note Finder) to see all the suggestions and decide which ones to implement or not. Want to get added value out of this, offer a small reward to the best suggestions you receive. This will help the field users remember to use the note indexes and to look for ways to make the process better for everyone.

The Dispatcher™

Recording Lowboy Moves for Items Other than Equipment

The Dispatch panel is a great tool used in planning the day for your equipment transport driver. This panel allows you to assign and schedule the equipment and inventory moves for the day per driver. You may also record free-form moves, i.e., moves that do not involve resources you are tracking in *The Dispatcher*. In the Dispatch panel, simply right click on the driver's name and select the option for Free-Form Dispatch. In the screen that follows, you will select a description of the move, location moved from, and location moved to along with a date and time.

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.