



HeavyNews

For the
Construction
Industry

Winter 2012

Smart phone and Tablet Apps for HeavyBid and HeavyJob

Come to the User's Group Meeting to see the first of many applications we are developing for iPhones, iPads, and Android-based phones and tablets.

Specifically for Construction

While smart phone and tablet apps are the "in" thing and many people are developing these apps, ours have been developed specifically for construction to integrate with our back-end databases and suite of other construction programs. The tablet app shown is a time-card entry screen for *HeavyJob* and it does most of the same things that our PC version does but with the advantage of the touch screen and the instant-on capability when those are preferable to a laptop. Some people will also find the user interface even easier to use.

The original intent of *HeavyJob* back in 1998 was to help reduce entry time for foremen and superintendents while giving them immediate feedback on their work compared to the estimate, and to give everyone else in the company next-day reporting. The big ROI payback is to catch problems in the field early with a secondary benefit of reducing administrative expenses. We never intended for it to be just a data entry tool. The tablet app continues that tradition as well as enhancing communication with the estimators and reducing calls to the field from the payroll department.

Mix Laptops and Tablets (and Smart Phones)

One advantage with using HCSS is that laptops, desktops, tablets, and smart phones are simply different entry devices into the same software. You don't have to bet the farm on a technology. Many foremen already have laptops and are comfortable with them, so we have PC versions for them, but others may prefer tablets. Also, once you buy a *HeavyJob* license, HCSS does not care what device you use it on and you can change your mind at any time.



While the tablet version theoretically works on smart phones, the large amount of data in a small space will not likely be very easy to use for a foreman; however, we will be developing applications for smart phones in 2012 for individuals who typically only enter their own time such as truckers and plant operators.

The first tablet app for *HeavyBid* will allow completing small uncomplicated estimates on the tablet so that you can make small estimates or change orders on site and give them to owners. The second version will be a supplement to the PC Version and will allow entry into an estimate that has already been created on a PC and then merge that data back into the main estimate. The end result of these estimates can then go into *HeavyBid* with all the rest of your estimates.

Constant Internet Connection Not Required

Many applications these days assume that you are 100% connected to the internet and some tablet apps are stand-alone apps. *Cont. on pg. 3*

HCSS 2012 User's Group Meeting is Right Around the Corner

Have you registered for our annual User's Group Meeting? It's less than a month away! With over 800 anticipated attendees, we're prepared to offer the best skill-building classes and discussions in a great learning environment. Leave with an understanding of how to estimate and manage your jobs more quickly and efficiently than ever.

This year's conference boasts over 55 unique classes for estimators, job management, executives, dispatchers, equipment managers, IT and payroll. These sessions fill up quickly, so register early to reserve a seat.

Come prepared to network, celebrate, and eat like Texans at our Thursday evening Welcome Reception and Friday evening social events. We're having a tailgate party, and we want you to show support for your favorite college. And as always, you'll have plenty of opportunities to learn from your peers and meet the entire HCSS team.

The User's Group Meeting deadline is approaching quickly, so register now at www.hcss.com/ugm. See you in Houston!

Use GPS to Help Report Equipment Hours

We have added a new feature to *HeavyJob* to help get more accurate equipment utilization: the ability to pull the actual hours used from GPS onto the time card. It is very simple: your foreman clicks a button on the time card to have the GPS system calculate the total hours each piece of his equipment worked and place that in a column on his time card. The column appears right next to the total so that the foreman can use it as a reference while he distributes hours to cost codes for the day.

For Scott Briscoe, COO & Executive VP of ER Snell in Georgia, this integration improves accuracy and also saves their foremen from having to go read the meter. As Briscoe states, "We are getting accurate equipment hours for job costing and freeing up field personnel to focus on managing their jobs."

Not only does this help provide accurate equipment costing, but it should help the office uncover underutilized pieces that could be used elsewhere, ultimately reducing equipment rentals.

IT Corner: Automated Backups in HeavyBid 2012

It may be surprising to know that many people do not backup data regularly because they count on the IT department to handle all backups. A nightly backup is usually their solution, but how often does an estimate change between the hours of 5 AM and 5 PM? Would last night's data be good enough to you? Can your team afford that lost productivity on bid day?

Perhaps your IT staff has a solution for these scenarios, but have you ever tested restoring data? Do they know how to restore just the data for an individual estimate so it doesn't mess up any of the other bids your staff is working? Tape backup restores can be dangerous without knowledge of the data.

HeavyBid 2012 will perform automated local backups to help protect data. This powerful solution addresses many data concerns: it can schedule automatic backups that run in the background as often as you like. Need backups hourly? Or every 15 minutes? *HeavyBid* will handle it for you.

In addition to automatic protection, you can authorize users to restore individual estimates to *HeavyBid* without IT assistance. Revert back 30 minutes or 5 hours to what you need with a few mouse clicks.

Concerned about local drive failure? Backup to our highly affordable cloud solution for offsite data protection. All systems down? HCSS can get you back up and running on our cloud while IT repairs your local system.

Backups are insurance necessary to protect you in the event of unplanned system failure. Come hear about all of our backup solutions during the Coaches' Corner at the February Users' Group Meeting.

Tech Support During the User's Group Meetings

This year our entire support operation will again 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.**

Telematics, Driver Behavior, and Milling

What do all three of these have in common? These are all new features that *VectrGPS* has added to help you track more of what your field operations are doing.

To help you stay in front of the latest technology, *VectrGPS* now offers GPS units that plug directly into the computer on your heavy equipment. In addition to standard GPS data, it also gives you remote access to the same data that technicians see when they plug their computers in to diagnose problems. Temperatures, pressures, rpms and fault codes are all right there in the comfort of your shop office. Telematics is the term that describes this data and accessing this data remotely is like having a mechanic on the machine 24 hours a day, 7 days a week.

VectrGPS is now also offering units that plug directly into the on-board computer for all of your pickup trucks and vehicles as well. Not only do these units give you the ability to see telematics data like fuel level, engine rpm and trouble codes, they also have built-in accelerometers that allow you to monitor and alert based on driver behavior. This includes rapid acceleration, hard braking, fast turns and speeding, giving you the ability to address poor behavior before it has a chance to put your employees and your company at risk.

Also in the *VectrGPS* lineup is the ability to track milling operations. We have added features like mobile geofences around milling machines, cycle calculations that handle multiple stops and reporting and auditing capabilities that allow you to pay your milling truckers the same way we have been doing for asphalt haulers.

Be sure to attend our 2012 User's Group Meeting to see how these new features can help you run lean, safe and profitable!

Social Media – Teens & Parents Beware

Perspective



Steve McGough
Chief Operating Officer

No doubt about it—social media plays a big role in a teenager’s life. But most simply see it as a communication link to their friends and fail to understand its larger significance. By using Facebook, Twitter, and other social media tools, today’s teens are unknowingly building an online reputation that may have a huge impact on their future.

Your teens may think the casual tweets about last night’s party are trivial. Or they may not care if a friend posts an inappropriate photo of them on a Facebook wall. Well, employers do!

According to the social media monitoring service Reppler, 90% of recruiters and hiring managers have visited a potential candidate’s profile on a social media site during the hiring process. A staggering 70% of those have rejected a candidate based on content. Common reasons for rejections include inappropriate comments and photos.

For years, I’ve been warning my kids to not include anything in an e-mail or text that they wouldn’t want printed and taped to the refrigerator at school or work. With the social media explosion, I’m afraid my verbal warnings may not be enough. So I now also text and e-mail them the following message every few months: “REMEMBER - Anything you do that can be posted to the Internet can be used against you in the future. It can affect your acceptance into graduate school or your ability to secure a good job, as well as cause embarrassment with friends, potential spouses, their families, your family, and employers. This includes TEXTS, E-MAILS, and VIDEOS captured on mobile phones and posted to Facebook, voicemail, etc. I cannot stress how damaging this can be on so many fronts. If you don’t want to see it all over the Internet, DON’T DO IT!”

Now that may sound harsh, but I’m trying to persuade Grant at 16 and Ryan at 19 to avoid doing anything they may regret now or in the future. It’s never too early to talk to your kids about online content. A wall post, text, or e-mail may only take a minute, but it can affect the rest of their lives. So tell them to think twice next time before clicking “Send.”

Smart Phone & Tablet Apps *cont. from pg. 1*

You have to make a choice when you select a vendor. However, most of our customers tell us that they still do not have 100% connectivity to their jobs, so the fact that HCSS has both connected models and disconnected models using PC’s and tablets means you don’t have to make risky choices. And again, you can mix and match. Some employees can be connected full-time via Citrix, some can have laptops, and some can use tablets and any of them can change their minds.

No Double Entry – Integrates with Accounting

Because the tablet apps work with *HeavyJob* and *HeavyBid*, you have the built-in benefit of integrating with your accounting system without having to worry about how that is going to be done. HCSS integrates with around 40 accounting systems and most start-up software companies do not have that capability.

Those looking for ways to use iPads and/or Android-based tablets to give your business competitive advantages will not want to miss the opportunity to be on the ground floor. This new technology is expanding rapidly into business and you’ll have a great opportunity to see and use a lot of new stuff we are developing at our User’s Group Meeting.

Bid News

(HeavyBid Customers Noted in Green)

KANSAS

Overlay & Shoulder on US-75

Shilling Construction Co., Inc.	\$3,403,723.41
Bettis Asphalt & Construction, Inc.	\$3,492,640.82
Hamm, Inc.	\$3,536,349.60
Hall Brothers, Inc.	\$3,981,813.64

3 of 4 are HeavyBid Customers!

DELAWARE

Pavement & Rehabilitation, South I-11

George & Lynch, Inc.	\$5,290,721.70
American Infrastructure - MD, Inc.	\$5,357,777.00
A-Del Construction Company	\$5,436,630.35
David A. Bramble, Inc.	\$5,584,092.80

Top 4 are HeavyBid Customers!

NEW JERSEY

UTE 30/130 Collingwood/Pennsauken Phase B Adding, Paving & Structures Contract

South State Inc.	\$25,760,617.00
Richard E. Pierson Const. Co.	\$26,116,602.75
Driscoll Construction Co., Inc.	\$27,811,661.66
Agate Construction Co., Inc.	\$28,423,772.68
Northeast Remsco Const., Inc.	\$30,324,758.12
JPC Group, Inc.	\$30,743,171.30
A.P. Construction, Inc.	\$33,422,444.00

All Bidders are HeavyBid Customers!

NEVADA

Roadbed Modification from 0.48 Miles North of the Lander/Eureka County Line to South of Beowawe, Eureka County

Southwest Iron Works, LLC	\$6,927,268.30
Aggregate Industries - SWR, Inc.	\$7,287,777.00
Road and Highway Builders, LLC.....	\$7,494,494.00
Granite Construction Company	\$7,601,601.00
Sierra Nevada Construction, Inc.	\$7,878,007.00
Q & D Construction, Inc.	\$8,989,000.00

5 of 6 are HeavyBid Customers!

LOUISIANA

Veterans Blvd. to Clearview Parkway Route I-10

JB James Construction, LLC	\$42,463,843.76
James Construction Group, LLC	\$43,446,610.56
Boh Bros. Construction Co., LLC	\$51,812,957.10
Barriere Construction Co., LLC.....	\$53,611,567.61

Top 3 are HeavyBid Customers!

TEXAS

#3021 Newton / SH 87

APAC - Texas, Inc.	\$2,777,739.00
Longview Bridge and Road, Ltd.	\$2,877,765.00
A.L. Helmcamp, Inc.	\$3,176,132.00
Pinto Construction Co., Inc.	\$3,466,939.00

All Bidders are HeavyBid Customers!

Send your results to bidresults@hcss.com



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User Tips

HeavyBid®

Customize Your Entry Screen

Looking for a way to customize the Estimate Entry Tree View to your liking? In Estimate Entry Tree View, you can click on the link for Display Options and from here you can set many options. You can set to see the biditem or client number in the tree, the regular or alternate description for biditems, and setup custom highlighting options for items that have overruns/underruns, highlight particular biditem types, and even set highlighting options for items above or below a particular cost. These options are user specific so that each user has their own individual preference.

Standard Inclusions/Exclusions

If you use a standard list of inclusions & exclusions in the footnote of your bid proposal, you can set them up under Setup > Custom Notes so that you can just check the ones you need when creating proposals, preventing you from having to copy/paste them in from another document.

HeavyJob®

Spot Check Your Jobs

Use the Job Review tool in **HeavyJob** as an electronic “spot check” of your jobs before transactions are exported. You can set Job Review Preferences such as time cards with no production quantities, unlinked equipment in a time card, or time cards that have no diary entry. From the Utilities menu, go to Job Review and set your date range, select your jobs and your foreman and click on Gather Data.

Easily Enter Materials

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 Matl-Sub-Expense Trans Helper on Time Card”.

The Dispatcher™

Free Form Dispatch

You can assign any move to a driver, even items not tracked in **The Dispatcher**. Simply provide a “free-form” description of the item. This is useful when you need to transfer another company’s equipment, random supplies at a job site, and other items that you don’t need to track in the system. In the Dispatch Drivers panel, right-click on the desired driver and select the Add Free-Form Dispatch option. Provide the details of your move, and the free-form dispatch is now complete.

Preference for Default Screen

Do you have a particular screen that you use all the time? You can setup **The Dispatcher** to always start in the screen that you prefer. To do this, go to Utilities>Preferences>User Preferences and in the General tab select the default screen that you prefer. This is a user specific preference so what you set is for you and will not affect other users.

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.