

## Create a “Super User” at Your Company

The 2008 HCSS Advisory Board presented HCSS with a unique challenge during the 2008 User’s Group Meetings. They wanted HCSS to formulate a training program that would create “Super Users” of all HCSS products. In other words, they wanted at least one employee at their company to fully understand and be able to utilize advanced facets of *all* HCSS software.

Almost immediately, HCSS set out to meet this daunting challenge, and after eight long months of intense preparation and research, we were able to unveil the inaugural course of the HCSS Masters Program – a one of a kind opportunity that is the most comprehensive training program HCSS has ever offered.

The Masters Program is an eight week training course. The initial and final weeks are staged at the HCSS company headquarters in Houston, Texas, while the six weeks in between take place at the home office of each company.

The first week is an intensive software crash course that details how HCSS products can be utilized most efficiently. Advanced costing methods are a main focus during the initial week, as are the company processes that are required to seamlessly exchange essential information at your company.

The goal of the next six weeks is for class members to determine needs at their companies and create specific procedures that address

those needs. To do that, participants work with dedicated HCSS team members weekly over video and web-conferencing to ensure that all pressing problems are solved.

The culminating week of the course brings everyone back to Houston, where an action plan is formulated. Students are shown how to impart their newly-attained knowledge to those at their home offices, and HCSS describes some of the pitfalls that these new Super Users must prepare to overcome.

The initial offering of the HCSS Masters Program began on October 20, 2008. “This program truly will take us to the next level in management,” said Craig Parker of Silver Star Construction. Alia Nagm, who represented Posillico Civil, called it “...the best training I have ever received by far.”

HCSS plans to offer the Masters Program six times in 2009. The next session begins Monday, February 23, 2009. For more information, please contact the HCSS training department or e-mail [training@hcss.com](mailto:training@hcss.com).

**“This program truly will take us to the next level in management.”**

*Craig Parker  
Silver Star Construction*

## Software’s role in tough economic times

With the current economic climate, it is perfectly reasonable to be asking yourself “What, if anything, should I be doing with software at this time?” While software and training can appear on the surface to be unnecessary costs that can be done away with, at HCSS we are preparing ourselves to help make you more efficient so that you can bid competitively and run leaner than ever.

At the top of our list is helping you get the most out of the software you already own. We are already planning a nationwide *Helpinar* campaign in 2009 so that you can begin to understand how to use your HCSS software better or in a manner you don’t currently use it. We are also expanding our training options. One particularly intriguing option is the HCSS Masters Program. The concept here is simple: take one of your emerging leaders and have him become an expert who can understand all of the factors of how your software interacts with the business. We’ve also developed over 100 different, specific classes for the 2009 HCSS User’s Group Meeting that can help you become more efficient.

We are busy working on new software designed to help you be completely on top of every area of the business. *FuelerPlus*, released in 2008, is designed to help you (See *Economy*, pg. 2)

## Register today for the 2009 User’s Group Meetings



The 2009 HCSS User’s Group Meetings are just around the corner and there’s still time to register for the meetings to be held January 22-24 and February 12-14. Don’t miss your chance to choose from over 100 classes covering HCSS products as well as our

### extensive executive track.

Don’t forget to bring your “wish list” for Saturday when we will be voting on new features for future product updates.

**Bring your spouse.** It will be an exciting time for each of you. We’ll keep them entertained during the day, and they’ll get to attend all the evening events with you.

And remember to bring your favorite sports jersey for Saturday night’s sports extravaganza.

Visit [www.hcss.com](http://www.hcss.com) or use the event brochure to register.

## Get help at a FREE *Helpinar* near you this year

Getting Help is always easy with HCSS. Come to a free *Helpinar* in one of these cities in 2009.

- |                 |                  |
|-----------------|------------------|
| Atlanta, GA     | New York, NY     |
| Baltimore, MD   | Omaha, NE        |
| Cleveland, OH   | Philadelphia, PA |
| Columbus, OH    | Portland, OR     |
| Dallas, TX      | San Antonio, TX  |
| Denver, CO      | San Diego, CA    |
| Dubuque, IA     | Seattle, WA      |
| Los Angeles, CA | Tampa, FL        |
| Minneapolis, MN | Vancouver, Can.  |
| Miami, FL       | Washington, D.C. |
| Newark, NJ      |                  |

Dates for these locations are not yet finalized. Check [www.helpinar.com](http://www.helpinar.com) throughout the year for more information on these valuable, information-packed events.

## 2009 *HeavyBid* Training Opportunities

2009 is here, and there are several opportunities for *HeavyBid* Beginner Training throughout the year. This is a perfect way to get new estimators up to speed with *HeavyBid*.

### Mark your calendars for these trainings in Houston, Texas

- |   |                 |
|---|-----------------|
| January 22-24<br><i>(User's Group Meeting)</i>  | June 25-26      |
| February 12-14<br><i>(User's Group Meeting)</i> | July 30-31      |
| March 26-27                                     | August 27-28    |
| April 23-24                                     | September 24-25 |
| May 28-29                                       | October 29-30   |
|   | November 19-20  |
|   | December 3-4    |

## Economy *(cont. from pg. 1)*

stay on top of fuel and get a good idea of consumption. *Equipment360* promises to help the maintenance department stay efficient. *Illuminate* is designed to provide operational dashboards and reporting to management.

HCSS is looking to help you use software and knowledge to become more efficient and competitive in this market. We view ourselves as your partner – not just a software vendor. We are always open to unique ideas of how we can work better together, so let us know any way that we can help you.

## FuelerPlus offers wide-range of benefits



Just six months after its release, *FuelerPlus* is already a success with several users! Like all HCSS products, user feedback has played a vital role in improving *FuelerPlus* to meet real user needs. The latest includes a bar code solution for those whose equipment ID does not come from *The Dispatcher*. Fuelers can simply scan an equipment piece and then record fuel dispensed and hourly meter readings.

The feedback we received also includes comments on how *FuelerPlus* has improved daily work. One of the most common benefits we hear is the amount of time saved by importing data from the

field directly to the office. *FuelerPlus* integrates with multiple accounting systems for equipment costing, so that fuel data can be transferred from *FuelerPlus* to your accounting system.

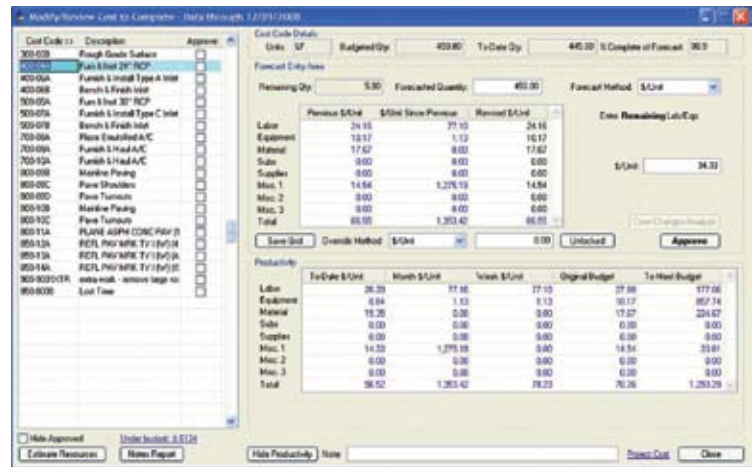
*FuelerPlus* also takes the guess work out of calculating consumption rates. Users run consumption rate reports for equipment in their bids, and with *HeavyBid* integration, they can easily update their estimates with actual consumption rates in their operating cost setup.

Users also rely on *FuelerPlus* for its meter readings. With these readings, *FuelerPlus* calculates equipment utilization to help dispatchers and equipment managers make smarter decisions about moving, buying, and renting equipment. These readings can also be exported to *The Dispatcher* for preventative maintenance scheduling. And if a fueler performs equipment services, such as preventative maintenance or repairs, those services can be recorded directly in *FuelerPlus*.

As you can see, users across a wide range of roles are already benefitting from the use of *FuelerPlus*. We invite you to explore how this revolutionary product can help you as well.

## Forecasting made easy with *HeavyJob*

Forecasting jobs is an essential task in many companies. However, just because it is essential does not mean that it is easy to do. There isn't even a lot of software available that can help. Many accounting systems don't provide their users with a good system of forecasting – if they have the option at all. Instead, forecasts are often performed externally and the final



numbers are manually entered into the accounting system. Some companies enter all the data into a spreadsheet and do their forecasting and reporting from there.

With *HeavyJob*, all the data already exists; there is no manual double-entry of data into a spreadsheet or accounting system required. In addition to the recently added ability to TrueUp your *HeavyJob* data with your accounting system's data, the ease-of-use and functional improvements to *HeavyJob*'s Cost to Complete feature lets you quickly and accurately forecast your jobs. Simply enter your forecast values and compare against to-date, budget, and previous forecasts. Each cost type can be forecasted individually. Labor and Equipment can be forecasted using other methods such as MH/Unit, Units/Shift, and Crew Hours/Unit as well. A "What-If" screen is also available to help determine productivity using actual crews.

From the screen shot above, you can see the intent is to help you identify the necessary information you need when you are trying to figure out what to forecast. You can even see what \$/Unit you need to perform for the remainder of the job (per cost type) in order to get back to the original budget amount by the end of the job. Additionally, the amount you are over or under budget is included.

# Do we want success or greatness for our kids?

I learned a valuable lesson over the last few months. I would rather my kids grow up to be great than successful. We drive our kids to success, our vision of success. In my case that included a college degree from one of the top universities, a great paying job, living in a nice neighborhood, the perfect spouse, etc.

Why is that? Have you ever slowed down long enough to ask why we push our kids so hard? I did last month, and I didn't like what I saw. I found myself over the last year pressuring my son Ryan about how important his high school grades will be to his future, insinuating or outright telling him that it will set the ground work for the rest of his life.

What an injustice! Don't get me wrong. His grades are important, and it does matter that he does his best. However, they aren't the only thing, and they won't define him as a person. What will define him is his willingness to help others without asking anything in return. Finding a career that he loves and wants to get up every day and work at without feeling like its work. Ryan has had many opportunities to do volunteer work over the last two summers, including handing out emergency supplies after Hurricane Ike. He has an entrepreneurial spirit, loves being outdoors and gets true happiness from helping others.

Ryan will find true greatness if he finds a career where he can help others. I don't believe his high school grades will matter to those he helps. I know I need to constantly ask myself, Which is more important: success, or greatness?" Take a look at what you portray as success to your kids. You might not like what you see. In the long run, if our kids find true greatness, success gets thrown in for free.

## Perspective



Steve McGough  
HCSS Chief  
Operating Officer

# Bid News

(HeavyBid Customers Noted in Green)

### MASSACHUSETTS

Bridge Replacement - Chelsea Street over Chelsea Creek

<b>J. F. White Contracting Company.....</b>	<b>\$112,728,287.00</b>
<b>Jay Cashman, Inc./Kiewit Const., J. V</b>	<b>\$114,707,330.00</b>
<b>Cianbro Corp./Middlesex Corp., J. V</b>	<b>\$118,782,768.00</b>
Barletta Heavy Division, Inc.....	\$126,454,554.00

### ILLINOIS

I-94 NB IL 137 TO School Stearns

<b>Plote Construction, Inc .....</b>	<b>\$52,181,073.51</b>
<b>Walsh Construction Co .....</b>	<b>\$52,231,889.14</b>
<b>F.H. Paschen, S.N Nielsen &amp; Assoc .....</b>	<b>\$53,775,461.14</b>

### KANSAS

18.254 miles on I-70, Mill and HMA overlay, Gove County

<b>APAC Kansas Inc. Shears Division .....</b>	<b>\$11,623,093.22</b>
Venture Corporation .....	\$11,646,443.12

### CALIFORNIA

Route 10- Between Interstate 5 & Route 605, Los Angeles County

<b>Atkinson Construction.....</b>	<b>\$131,598,361.80</b>
Chumo Engineering .....	\$136,397,035.50
Security Paving.....	\$145,374,070.59
<b>Balfour Beatty .....</b>	<b>\$148,756,253.00</b>

### PENNSYLVANIA

South Street bridge over Schuylkill River, Philadelphia County

<b>Driscoll Construction Co.....</b>	<b>\$67,457,375</b>
<b>Buckley Construction .....</b>	<b>\$69,458,307</b>
<b>Conti Construction .....</b>	<b>\$88,277,729</b>

### FLORIDA

4 lane urban lane addition and reconstruction, Seminole County

<b>Southern Site. ....</b>	<b>\$9,586,302.00</b>
<b>Russell Eng. ....</b>	<b>\$ 9,599,232.00</b>
<b>Halifax Paving .....</b>	<b>\$9,696,875.00</b>
<b>John Carlo .....</b>	<b>\$10,182,541.00</b>
JM Hall .....	\$10,345,835.00
Cathcart.....	\$10,493,171.00
<b>Gibbs &amp; Register .....</b>	<b>\$10,581,948.00</b>
<b>Jr. Davis Construction .....</b>	<b>\$10,613,634.00</b>
<b>APAC .....</b>	<b>\$11,195,089.00</b>
<b>Hubbard Construction Co. ....</b>	<b>\$11,508,824.00</b>
<b>JMHC, Inc. ....</b>	<b>\$11,550,777.00</b>

**9 of 11 bidders use HeavyBid!**

### TEXAS

SH 289 Widening to 6 Lanes,

<b>Mario Sinacola &amp; Sons Excavating ....</b>	<b>\$35,046,753.00</b>
<b>Ed Bell Construction .....</b>	<b>\$35,127,962.00</b>
<b>Texas Sterling Construction .....</b>	<b>\$35,432,874.00</b>
W.W. Webber LLC.....	\$36,050,584.00
Glen Thurman, Inc.....	\$36,925,259.00
Zachry Construction .....	\$37,286,906.00
<b>Austin Bridge &amp; Road .....</b>	<b>\$38,000,000.00</b>
<b>Balfour Beatty Infrastructure .....</b>	<b>\$40,558,962.00</b>
<b>J.D. Abrams L.P. ....</b>	<b>\$40,886,425.00</b>

If you have bid results you'd like to share, simply e-mail them to [bidresults@hcss.com](mailto:bidresults@hcss.com).

## HCSS receives top award from contractors

HCSS has once again won the Gold medal in the software category of the *Roads and Bridges Contractors' Choice Awards*. This is the third year in a row that HCSS has taken the top award.

Contractors from around the country voted on their favorite products and equipment in a ballot that was distributed with the magazine earlier this year.



HCSS Chief Operating Officer Steve McGough (right) accepts the Contractors' Choice Award from Roads and Bridges Editor Bill Wilson at the national ARTBA convention.

## HCSS breaks ground on new office

HCSS has broken ground on a 45,000 square foot office building in Sugar Land, Texas. The new building will be the first sole ownership property for the company. "Our goal is to provide a premier work environment," said HCSS President Mike Rydin. "This will help attract and retain top employees providing customers with the best service possible."



## User Tips

### HeavyBid®

#### Assign estimators to specific Quote Folders

Do you require certain estimators to handle specific quote folders in a bid? If so, you can now assign estimators to each quote folder in the Quotes System.

In the Quote Sheet, simply go to **Subsystems menu > Quotes > Quote Sheet link**. Then select the estimator from the estimator drop down menu. After the folders are assigned, estimators can filter quote folders to only show the folders they are working on.

#### Share important calendar dates

You can easily add Outlook appointments for your bid date or review date by going to **Setup > Estimate Information > Optional Information tab > calendar button**. If you'd like to edit the appointment (i.e. invite attendees) be sure that the 'Show New Appointment window in Outlook' is checked. If this option is not selected, the appointment is added without opening it in Outlook.

### HeavyJob®

#### Easy access to safety information

Did you know that you can access your company's safety web page with one click while you are recording your safety meetings? This will help your safety department communicate important information or topics to discuss to the field. A one-time setup is all that is required: Go to **Utilities > Preferences > System Tab** and enter the web address in the Hot Topics Site.

#### Scan documents directly to diary

You can scan a document and automatically attach it to the Diary. Simply go to **Diary Entry > Images/Docs > Scan**. *HeavyJob* creates the PDF and attaches it to the current Diary.

#### We're ALWAYS Available to YOU

Never be frustrated. If you have questions about these or any other tips, **our customer support team is here to help you instantly, 24/7**. Remember to call the support line directly to get help faster.

### The Dispatcher™

#### E-mail resource information to the field

Here's an easy way to let your superintendents and foremen know what's going on at a specific job: In the Magnet Board view, simply right-click on the job name, and select the **E-mail Location Info** option. The e-mail will contain resources currently at the job, and can optionally include Needs and Schedules, depending on your view settings.

#### Easily Track Rental Equipment

Setting up rental houses as sites can help you keep track of when you sent the rental equipment back to the rental house. This helps easily find pieces you regularly rent. (Use the rental houses asset number as the equipment number in *The Dispatcher* and *HeavyJob*.)

Have you discovered a shortcut that could be useful for others?  
**We want to know! Please drop us a line at [tips@hcss.com](mailto:tips@hcss.com).**



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**Mark Your  
Calendar!**

**2009  
User's Group  
Meetings  
Jan. 22-24 &  
Feb. 12-14**



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