

4. Class Selection (Please select only one class per time slot.)

Name: _____ (Please fill in your name again in case the pages get separated.)

Track Legend

HB - HeavyBid Class; **HJ** - HeavyJob Class;
Equip - Equipment Class; **IT** - IT Class;
Lead - Leadership Class;
Intro - Intro to HCSS Class;

THURSDAY PRE-CONFERENCE CLASSES

9:00–10:15 am

- Using the Quote System to Effectively Manage Quotes - Part 1 **HB**
- Using the Bid Summary to Develop Realistic Unit Costs **HB**
- Using the Activity Codebook for Rapidly Building Estimates **HB**
- Ways to Find Possible Errors in Your Estimate **HB**
- Fundamentals of Field Entry **HJ**
- Streamline Your Processes Through HeavyJob Integration **HJ, IT**
- Using The Dispatcher to Electronically Improve the Traditional Magnet Board **Equip, Intro**
- Improve Shop Efficiency with Equipment360 **Equip, Intro**
- Reduce Fuel Waste by Tracking Where It Goes **Equip, Intro**
- Using Data Integration Studio to Better Integrate with Your Accounting **IT**
- Managing the Power of Expectations - Part 1 **Lead**

10:30–11:45 am

- Using the Quote System to Effectively Manage Quotes - Part 2 **HB**
- Efficiently Closing the Bid on Bid Day **HB**
- Using Advanced Cost Entry Techniques to Save Time **HB**
- Efficiently Sponsoring a Joint Venture Using HeavyBid **HB**
- Advanced Field Entry - Really Improve Your Operations **HJ**
- Finally - Better Ways to Track Trucks **HJ, Equip, Intro**
- Using The Dispatcher to Track People, Trucks, Material, and Small Tools **Equip**
- Using Equipment History and PMs to Improve Equipment Up-Time **Equip**
- Using the SQL Version of HCSS Products **IT**
- Managing the Power of Expectations - Part 2 **Lead**

THURSDAY 1:30 - 4:15

FRIDAY 9:00 - 5:00

- HeavyBid 101 Training **HB**
- HeavyBid 102 Training **HB**

THURSDAY

1:30–2:45 pm

- Using the Quote System to Effectively Manage Quotes - Part 1 **HB**
- Using the Bid Summary to Develop Realistic Unit Costs **HB**

- Using the Biditem Codebook to Rapidly Create D.O.T. Estimates **HB**
- How to Quickly Change Anything in Your Estimate **HB**
- Conforming the Estimate to Better Track Costs **HB**
- Fundamentals of Field Entry **HJ**
- Finally - Better Ways to Track Trucks **HJ, Equip, Intro**
- Using the Production Planner to Improve Productivity **HJ**
- The Human Side of Introducing HeavyJob to Your Foremen **HJ**
- Using The Dispatcher to Track People, Trucks, Material, and Small Tools **Equip**
- Improve Shop Efficiency with Equipment360 **Equip, Intro**
- Using Active Directory for Single Sign-On with HCSS Products **IT**
- Effective Delegation - Part 1 **Lead**
- Making Change Happen - Part 1 **Lead**

3:00–4:15 pm

- Using the Quote System to Effectively Manage Quotes - Part 2 **HB**
- Efficiently Closing the Bid on Bid Day **HB**
- Using Advanced Cost Entry Techniques to Save Time **HB**
- Ways to Find Possible Errors in Your Estimate **HB**
- Efficiently Sponsoring a Joint Venture Using HeavyBid **HB**
- Using Alternates to Arrive at the Best Possible Bid **HB**
- Leaner Jobs - How Can HeavyJob Benefit My Company **HJ, Intro**
- Ongoing Reconciliation of HeavyJob with Accounting **HJ**
- Using HeavyJob to Substantiate Claims/Extra Work Requests **HJ**
- How to Get More from the Field Than Just Time **HJ**
- Using The Dispatcher to Electronically Improve the Traditional Magnet Board **Equip, Intro**
- How to Get More from GPS Than Just Locations **Equip**
- How to Setup and Manage FTP **IT**
- Using Illuminate to Create Your Own Ad Hoc Reports **IT**
- Effective Delegation - Part 2 **Lead**
- Making Change Happen - Part 2 **Lead**

FRIDAY

9:00–10:15 am

- Using the Quote System to Effectively Manage Quotes - Part 1 **HB**
- Creating Quick, Attractive, and Accurate Bid Proposals **HB**
- Activity Codebook Workshop - Part 1 **HB**
- How to Quickly Change Anything in Your Estimate **HB**
- Efficiently Sponsoring a Joint Venture Using HeavyBid **HB**

- Estimating Equipment Costs - Part 1 **HB**
- HeavyJob Best Practices Discussion Among Payroll Personnel **HJ**
- Managing Your HeavyJob System **HJ, IT**
- Managing Pay Requests with HeavyJob **HJ**
- How Project Management Can Best Use HeavyJob **HJ**
- The Dispatcher/GPS User's Group Meeting - Part 1 **Equip**
- Using Data Integration Studio to Better Integrate with Your Accounting **IT**
- Key Performance Indicators, Scoreboards, & Forecasting - Part 1 **Lead**
- Models of Motivation - Part 1 **Lead**
- HeavyBid Overview **Intro**

10:30–11:45 am

- Using the Quote System to Effectively Manage Quotes - Part 2 **HB**
- Streamline Your Invitation to Bid Process **HB**
- Activity Codebook Workshop - Part 2 **HB**
- Managing Your HeavyBid System **HB, IT**
- Design-Build Strategies Using HeavyBid **HB**
- Estimating Equipment Costs - Part 1 **HB**
- Advanced Field Entry - Really Improve Your Operations **HJ**
- Using HeavyJob to Collect and Distribute Joint Venture Field Data **HJ**
- Using Our Specialty Time Card for Rapid Data Entry **HJ**
- How to Get More from the Field Than Just Time **HJ**
- The Dispatcher/GPS User's Group Meeting - Part 2 **Equip**
- Reduce Fuel Waste by Tracking Where It Goes **Equip, Intro**
- Using Active Directory for Single Sign-On with HCSS Products **IT**
- Key Performance Indicators, Scoreboards, & Forecasting - Part 2 **Lead**
- Models of Motivation - Part 2 **Lead**

12:45–2:00 pm

- Self-Perform vs. Sub Analysis - Do it Quickly at Any Time **HB**
- Streamline Your Invitation to Bid Process **HB**
- Using the Activity Codebook for Rapidly Building Estimates **HB**
- Ways to Find Possible Errors in Your Estimate **HB**
- Design-Build Strategies Using HeavyBid **HB**
- Estimating Equipment Costs - Part 2 - Fine Tuning Your Costs **HB**
- Fundamentals of Field Entry **HJ**
- Streamline Your Processes Through HeavyJob Integration **HJ, IT**
- Using the Production Planner to Improve Productivity **HJ**
- Reduce Expenses by Eliminating Paper Time Cards **HJ, Intro**

- Advanced Dispatching Features to Improve Equipment Utilization **Equip**
- Using Equipment History and PMs to Improve Equipment Up-Time **Equip**
- Using the SQL Version of HCSS Products **IT**

2:15–3:30 pm

- Short-Cuts to Save Time in the Quote System **HB**
- Efficiently Closing the Bid on Bid Day **HB**
- Using the Biditem Codebook to Rapidly Create D.O.T. Estimates **HB**
- Linking Excel Takeoffs to HeavyBid and Other Excel Uses **HB**
- Conforming the Estimate to Better Track Costs **HB**
- Using Alternates to Arrive at the Best Possible Bid **HB, Intro**
- Using HeavyJob to Improve Your Safety Processes **HJ, Intro**
- Using HeavyJob to Collect and Distribute Joint Venture Field Data **HJ**
- Managing Pay Requests with HeavyJob **HJ**
- Advanced HeavyJob for Your In-House Expert **HJ**
- Equipment360/FuelerPlus User's Group Meeting - Part 1 **Equip**
- How to Get More from GPS Than Just Locations **Equip**
- Writing Custom Crystal Reports Against HCSS Data **IT**
- Creating Incentive Plans... That Work! - Part 1 **Lead**

3:45–5:00 pm

- Self-Perform vs. Sub Analysis - Do it Quickly at Any Time **HB**
- Creating Quick, Attractive, and Accurate Bid Proposals **HB**
- Using Advanced Cost Entry Techniques to Save Time **HB**
- Reduce Computation Time With Assemblies & Custom Calculations **HB**
- Reducing the Time to Convert an Estimate to a Budget **HB**
- What an Executive Needs To Know About HeavyBid **HB**
- Using HeavyJob to Improve Your Safety Processes **HJ, Intro**
- Ongoing Reconciliation of HeavyJob with Accounting **HJ**
- Using HeavyJob to Substantiate Claims/Extra Work Requests **HJ**
- How Project Management Can Best Use HeavyJob **HJ**
- Advanced Dispatching Features to Improve Equipment Utilization **Equip**
- Equipment360/FuelerPlus User's Group Meeting - Part 2 **Equip**
- How to Setup and Manage FTP **IT**
- Creating Incentive Plans... That Work! - Part 2 **Lead**