

Yourcostcenter.com Upgrade Announcement

We are pleased to announce another set of upgrades to our software package. As is our policy, there is no charge for these upgrades, they are included in your subscription price.

The following is a quick review of the new features:

Password Protection

- For users of the Enterprise version, you will now have the labor costing/overhead module password protected. This will allow other users in your company to access the Bid Plan, Unit Price/Production Rate Builder and the Sales Analyzer while locking them out of sensitive salary information.

YOUR ACCOUNT

This account has the models password protected. Enter the password below to access this section.

MODEL ACCESS AUTHENTICATION

SUB USER PASSWORD

AUTHENTICATE > **CANCEL REQUEST** > **RESET PASSWORD** >

To allow access to the features mentioned above, while restricting access to other areas, we have created a toolbox section on the “Your Account” page.

YOUR ACCOUNT

To manage or update your account information, click on the Update Account button. You will be able to change any part of your company information. You may change your password by clicking on the Change Password button. You can also change your email address/login id by clicking on the Change Email button.

Click on Run Model to review or modify an established model. Click on Create Model to build a new model. Select the model you wish to use by clicking on the drop-down field just above the Model button.

<p>MANAGE YOUR ACCOUNT</p> <p>Update your contact information: UPDATE ACCOUNT ></p> <p>Change your password: CHANGE PASSWORD ></p> <p>Change your email address: CHANGE EMAIL ></p> <p>ACCOUNT NEWS</p> <p>You are nearing the end of your subscription. Your account will expire on 4/4/2010. RENEW YOUR ACCOUNT ></p> <p>TOOLS</p> <p>Bidding plans, select a model year: 2010 ▾ SUBMIT ></p> <p>Unit pricing, select a model year: 2010 ▾ SUBMIT ></p> <p>Sales analyzer, select a model year: 2010 ▾ SUBMIT ></p>	<p>PRICING MODELS</p> <p>You currently have cost analysis models for years contained in the following drop down list. Select the year you wish to analyze and click "RUN MODEL"</p> <p>2010 ▾ RUN MODEL ></p> <p>Use the following drop down list to select additionally available years you would like to run a cost analysis model for and click "CREATE MODEL"</p> <p>N/A ▾ CREATE MODEL ></p> <p>DUPLICATE YOUR 2009 MODEL</p> <p>To copy the entered values from your 2009 model, click the "DUPLICATE" button below. This will copy all the data entered (workers compensation/ classifications, owner/employee data, and expenses) from your 2009 to your 2010 model.</p> <p>DUPLICATE ></p> <p>WARNING: If you have a model for 2010 already created, it will be deleted with this duplication process.</p>
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The following features have been added specifically to the Bid Planning module:

Notes:

- Now you can add notes to each project that you enter into the system. Use this area for comments on conversations you may have with client, etc...

ENTER YOUR NEW PROJECT

* - Required field

STATUS OF THIS PROJECT *	Bid	for	March
PROJECT NAME *	<input type="text"/>		
CLIENT *	<input type="text"/>		
PRICE *	<input type="text"/>		
HOURS *	<input type="text"/>		
GROSS PROFIT *	<input type="text"/>		
NET PROFIT	<input type="text"/>		
BID DATE DUE	<input type="text"/>		
NOTES	<input type="text"/>		
KEYWORDS	<input type="text"/>		

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Options at the “Manage Bid Plan” screen:

- Our system uses information from the labor costing/overhead module to determine your company’s monthly and yearly overhead goals. You will now have the option to override this feature and enter your own yearly overhead goal. This will be useful for budgeting for different scenarios or for those who may not want to use the pricing/overhead feature.

ENTER YOUR BIDDING PLAN

* - Required field

BASE OVERHEAD CALCULATIONS ON *	Gross Profit <input type="button" value="v"/> Note: Changing this will impact your projects. Please adjust accordingly.
TRACK CLOSING RATE *	Dollar Value <input type="button" value="v"/> Note: Changing this will impact your projects. Please adjust accordingly.
CLOSING RATE GOAL % *	<input type="text" value="18"/> Use your actual average closing rate of 10.31%
YEARLY OVERHEAD *	<input type="text" value="100,000"/> <input checked="" type="checkbox"/> Override this with a yearly value?
NET PROFIT GOAL % *	<input type="text" value="10"/> <input type="button" value="RETRIEVE DATA FROM SALES ANALYZER"/>
YEARLY BILLABLE HOURS GOAL *	43,008

Gross Profit Percent goal and actual:

- This feature allows you to set your company's Gross Profit Percent goal and then track how you are doing as you close work.

ENTER YOUR BIDDING PLAN

* - Required field

BASE OVERHEAD CALCULATIONS ON *	Gross Profit <input type="button" value="v"/> Note: Changing this will impact your projects. Please adjust accordingly.
TRACK CLOSING RATE *	Number Of Bids <input type="button" value="v"/> Note: Changing this will impact your projects. Please adjust accordingly.
CLOSING RATE GOAL % *	<input type="text" value="20"/> Use your actual average closing rate of 41.18%
HOURLY OVERHEAD *	\$10.10 <input type="checkbox"/> Override this with a yearly value?
NET PROFIT GOAL % *	<input type="text" value="10"/> <input type="button" value="RETRIEVE DATA FROM SALES ANALYZER"/>
YEARLY BILLABLE HOURS GOAL *	14,984
SALES GOAL YEAR *	<input type="text" value="1,000,000.00"/> <input type="button" value="RETRIEVE DATA FROM SALES ANALYZER"/>
GROSS PROFIT GOAL %	<input type="text"/>

Now that you can set your goals for Gross Profit, view up to the minute results of your efforts:

January	Budget	Actual	Difference	2009	Budget	Actual	Diff
Bid Goal:	\$416,666.67	\$22,000.00	(\$394,666.67)	Bid Goal:	\$416,666.67	\$22,000.00	(\$394,666.67)
Sales Goal:	\$83,333.33	\$5,000.00	(\$78,333.33)	Sales Goal:	\$83,333.33	\$5,000.00	(\$78,333.33)
Hours Goal:	1249	100	-1149	Hours Goal:	1249	100	-1149
Closing Rate:	20%	33%	13%	Closing Rate:	20%	33%	13%
G.P. Goal:	10%	27%	17%	G.P. Goal:	10%	27%	17%
O.H. Needed:	\$12,611.53	\$1,350.00	(\$11,261.53)	O.H. Needed:	\$12,611.53	\$1,350.00	(\$11,261.53)
Profit Goal:	\$8,333.33	\$0.00	(\$8,333.33)	Profit Goal:	\$8,333.33	\$0.00	(\$8,333.33)

Search All Projects
 Search Project Name
 Search By Client
 Search By Dollar Amount
 Search By Keyword(s)

Keyword(s):

Include Previous Model Year Bids? YES

Bid:	\$312,000.00
Sales:	\$305,000.00
Hours:	900
Closing Rate:	75%
Gross Profit:	\$116,350.00
Gross Profit %:	38%

Project Name	Client Name	Project Status	Price	Hours	Gross Profit
DDB	DDB	Awarded Awarded	\$200,000.00	200.00	45%
Example 1	Big Construction	Awarded Awarded	\$5,000.00	100.00	27%
Example 4	Big Construction	Bid Bid	\$7,000.00	50.00	27%
Gateway	DDB	Awarded Awarded	\$100,000.00	600.00	25%

We have added new Print features at many locations. Now you can print out your reports to bring to your company meetings:

Search All Projects
 Search Project Name
 Search By Client
 Search By Dollar Amount
 Search By Keyword(s)

Keyword(s):

Include Previous Model Year Bids? YES

Bid:	\$312,000.00
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Example 1	Big Construction	Awarded Awarded	\$5,000.00	100.00	27%
Example 4	Big Construction	Bid Bid	\$7,000.00	50.00	27%
Gateway	DDB	Awarded Awarded	\$100,000.00	600.00	25%

The last new feature is the ability to filter the visible results at the Monthly/YTD view screen.

Just by clicking a button you can choose between seeing all projects bid, awarded, etc.. in a particular month, or only projects whose current status matches your request.

Months: Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

Status: All Request For Proposal Bid Awarded Lost Complete

View Selected Status Only? 

Project Name	Client Name	Project Status	Price	Hours	GP%	Profit%	Gross Profit \$	
Example 2	Big Construction	Bid Bid <input type="button" value="↕"/> 	\$10,000.00	150	27 %	10 %	\$2,700.00	 
Example 4	Big Construction	Bid Bid <input type="button" value="↕"/> 	\$7,000.00	50	27 %	10 %	\$1,890.00	 

In addition to new features we have also reworked some existing features. If you bid a job in a prior year, you were not able to change that project's status in a future year. Now, you will have that ability.

- **Example:** You bid the project in December 2009. The bid amount will count towards December 2009 numbers. You are then awarded the project in February 2010. With the revision, the Sale will be included in Feb. 2010 awarded numbers.

These new features and upgrades will be available the second week of April.