



**Helping you spend
less and earn more**





There's enough uncertainty out there. You don't need to accept it in your business, on your jobs, or when servicing your customers.

"If it weren't for all the improved processes we received through WennSoft, I'm not sure we would have been able to weather the economic downturn. We're able to get more work accomplished with fewer people because our processes are more efficient."

Lee Ann Engel, Operations Coordinator, Design Tec

You know very well that change is one of the constants in your world. Whether it's hearing about an unexpected deadline, making sure all your equipment is fully utilized, or balancing field technicians' workloads, you and your staff are usually knee-deep in change. On top of that, you're faced with shrinking margins, greater competition, and higher delivery requirements brought on by ever changing economic conditions.

You *can't afford* to rely on old, inaccurate, or incomplete data as you work harder every day to drive profits to your bottom line. You need reliable, easy-to-use technology and a trusted partner to be sure you're making the best decisions for your business and your future.

You need WennSoft.

We build, sell and support solutions that help you:

- service your customers
- manage costs & reduce overhead
- maximize staff productivity
- optimize equipment and asset usage
- maintain regulatory compliance
- monitor and adjust pricing
- grow profit margins

Our ultimate goal is helping you be more successful.

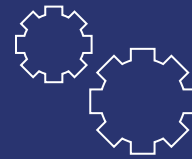


When you're busy and you seem to have a backlog are you sure you're going to make money? How quickly can you respond before small hurdles become huge obstacles that drain your profits? **Delays and guesses cost big. Eliminate the guess work and increase your profit margin.**

WennSoft® has been serving companies like yours in the construction, mechanical contracting, specialty trades, and equipment industries for more than 15 years. We have customers in 23 countries. More importantly, we have many customers who have been with us from the start because we understand their challenges, have the expertise to overcome them, and are trusted partners who deliver solutions that continually evolve to meet their changing needs. We take pride in the use of industry-standard technology that's familiar to your field, front-office, back-office, and IT staff, making our solution easy to use and maintain.

With WennSoft Signature, you'll have the right information when and where you need it to make fast, smart decisions that help you drive higher profits and outsmart the competition.

WennSoft Signature can help you effectively deliver on-time, on-budget projects, deliver cost-effective, high-quality field service and work orders, and efficiently manage equipment and fleets for sales, rentals, and usage. Built on industry-standard Microsoft® technologies it's designed to meet your end-to-end business needs, and is easy to use and maintain. With WennSoft Signature, you'll have the tools you need to spend less and earn more.



WennSoft Signature automates and optimizes business processes across your entire organization so you have all the information you need anywhere, anytime, to stay ahead of constant change.



Use WennSoft Signature to arm every part of your business with information, and they'll drive

- better budgets and estimates
- greater control over change orders
- higher equipment utilization and profitability
- more on-time, on-budget deliveries that result in
 - lower operating costs
 - higher customer satisfaction
 - more referrals and new business
 - higher profit margins and a better bottom line

Sales and Service

Representatives can create purchase orders, create new appointments, document additional service or sales opportunities, and e-mail or print appointment summaries.

IT Managers can leverage familiar, easy-to-deploy and maintain Microsoft technologies to enable secure, real-time collaboration with customers and staff that help streamline operations and reduce costs.

This proven solution can help you manage your company's sales, operations, and finances.

It's built by a team with deep industry knowledge who frequently spend time in the field with organizations like yours, ensuring our products work the way you expect them to work. You will save time and money because your people will get up-to-speed quickly, realizing big gains in productivity from the start. Our customers have a strong voice in our solution's features and functionality, making it a wise bet to meet your short- and long-term needs.

The WennSoft Signature integration with Microsoft Dynamics® provides you complete control of your financials, and automation of your customer service, sales, and marketing. Together these solutions help you connect your back-office employees with your field technicians; empower your staff as well as customers to have visibility into critical service information and facilitate work orders and service requests; and get up-to-date project and financial information whether you're on a job site or at your desk.



With WennSoft Signature, you'll beat the competitors by eliminating delays, shrinking overhead, and getting the most from your staff, equipment, and assets. See and manage all aspects of your business with one solution. Data is entered once, automatically delivered where it needs to go, and used to the fullest to drive better decisions and higher margins. Your project managers will get automatic alerts when any exception levels are reached or change orders are submitted, helping them make quick, smart adjustments. Your equipment managers will get a complete picture of every piece of equipment, helping them maximize utilization and drive greater profit margins. Your back-office staff can streamline receivables and payables to optimize your cash flow while eliminating the hassles of time tracking and both union and non-union reporting. Your sales and service staff will see a complete, 360-degree view of your customers, helping them deliver timely service and seize additional opportunities.






"The agent for our new bonding company has been bonding contractors for 25 years, and after seeing our [WennSoft] system, he said it's about the best he's ever seen."

Bob Kotjan, CFO, Technical Systems

WennSoft Signature gives you one set of information your staff can see anytime and anywhere, helping them make quick, smart decisions that drive on-time, on-budget delivery and higher profits.

WennSoft Signature delivers complete solutions for:

- Job Cost Management 
- Project Management
- Field Service or Work Order Management 
- Field Mobility
- Equipment or Asset Management 

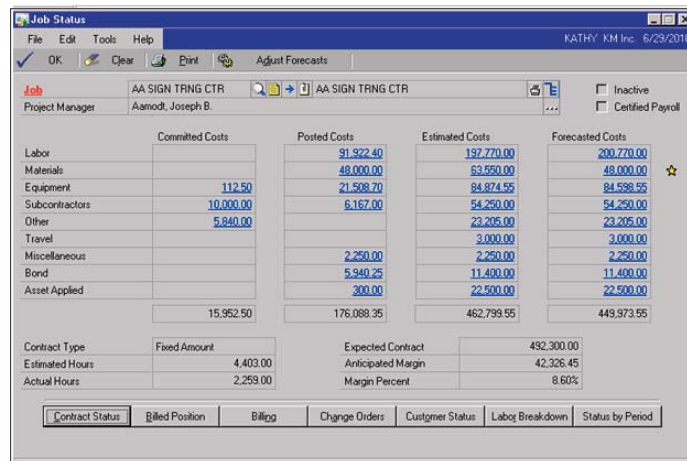
Job Cost Management

Control of your projects with easy-to-use tools to control costs, manage labor, and improve your bottom line.

Project Managers can receive automatic exception alerts and have access to up-to-date information in the office or on the job so they can make quick, smart adjustments.

Purchasing Managers and Controllers can easily collaborate with vendors, check payments, or view open purchase orders to anticipate delays.

Payroll Managers can streamline time entry by enabling onsite time tracking tools and print reports showing estimated versus actual labor costs by labor type with benefits, and manage payroll compliance reporting.



	Committed Costs	Posted Costs	Estimated Costs	Forecasted Costs
Labor		91,922.40	192,770.00	200,770.00
Materials		48,000.00	63,550.00	48,000.00
Equipment	112.50	21,508.70	84,874.55	84,538.55
Subcontractors	10,000.00	6,167.00	54,250.00	54,250.00
Other	5,840.00		23,205.00	23,205.00
Travel			3,000.00	3,000.00
Miscellaneous		2,250.00	2,250.00	2,250.00
Bond		5,940.25	11,400.00	11,400.00
Asset Applied		300.00	22,500.00	22,500.00
	15,952.50	176,088.35	462,793.55	449,973.55

Contract Type	Fixed Amount	Expected Contract	492,300.00
Estimated Hours	4,403.00	Anticipated Margin	42,326.45
Actual Hours	2,259.00	Margin Percent	8.60%

Using Job Cost, you can:

- Manage costs by closely tracking all components of projects, including subcontractor, labor, materials, equipment, and other defined costs
- Analyze current and past projects to improve efficiencies by comparing key performance indicators, seeing estimated, committed and actual costs for any project phase, and drilling down to detailed source documents
- Manage a high volume of vendors and subcontractors and easily connect subcontractors to specific jobs

Reports are included to help you maintain certifications and compliance with applicable standards. Comprehensive change order management processes help you respond quickly to new requirements or unexpected delays. Convenient invoicing tools enable project- or job-level billing. Project data can easily be imported to and exported from Microsoft Project— allowing your project managers to use familiar tools for scheduling and tracking.



Project Management Portal

Project Information is valuable only when it's accessible by everyone involved. Turn chaos into addressable actions. WennSoft Signature Project Management Portal provides a single repository including all the information you need to manage your jobs and projects with those onsite and those in the office.

Everyone can make more informed, strategic decisions.

Project Management Portal is built on Microsoft® SharePoint. SharePoint is tightly integrated with the familiar client desktop applications, Microsoft Outlook and Internet Explorer to provide a consistent user experience that simplifies how your staff manages content, processes and business data.

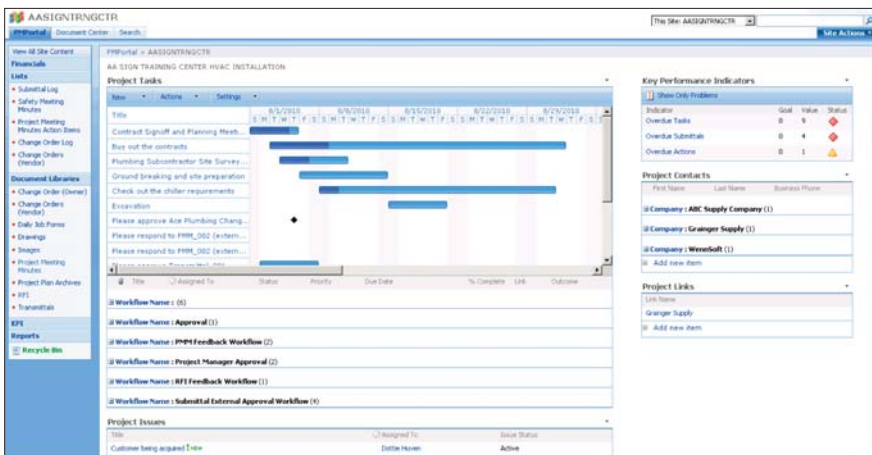
Using the Project Management Portal, you can:

- Deliver on-time, on-budget projects using customizable workflows that ensure project managers and workers get automated exception alerts, reminders of deadlines and dependencies, and the ability to easily track requests for information and submittal logs
- Increase efficiency by enabling easy access to project plans, drawings, specifications, and archives
- Reduce costs by enabling your front- and back-office staff members to easily collaborate on projects

WennSoft Signature delivers easy-to-use, integrated portals that enable real-time collaboration across your organization and externally with your customers, suppliers, and sub-contractors.

Project Coordinators and Contributors can view comments and documents submitted by project managers and colleagues, easily check project status and budget, and stay current on equipment allocation.

Senior Management can stay up-to-date on project status, view change order requests/approvals, and review billing information, helping them be aware of changes to projects so they can make better project decisions.



Field Service and Work Orders

Service Dispatchers have easy access to an up-to-date technician calendar to efficiently schedule service calls, balance workload, and manage travel time and costs.

Sales Representatives can view project or contract history, allowing them to develop thorough, accurate quotes that help ensure customer and financial goals are met.

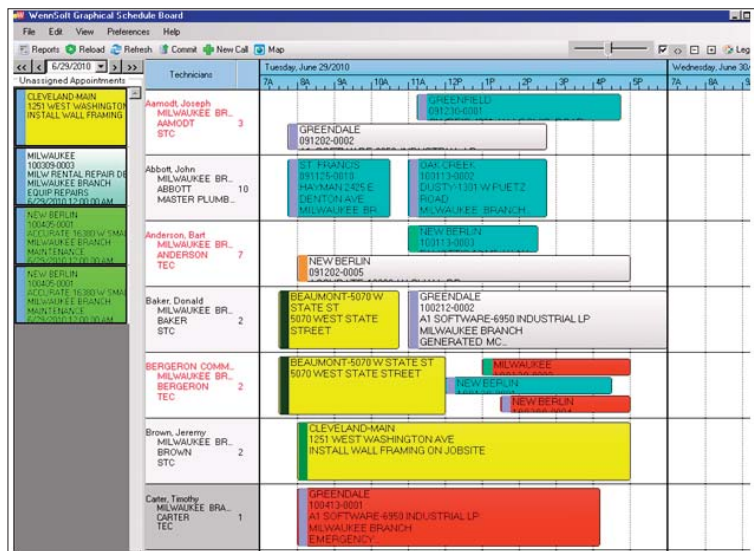
“The functionality and flexibility that WennSoft and Microsoft Dynamics® GP provided was so much farther ahead of where we were at. We went from a Model T to a jet airplane.”

Bill Mitchell, CFO, Damuth Trane

“WennSoft was integral in helping us outpace our revenue projections and achieve growth of 242% while our admin staff increased by less than 50%.”

Jeff Jackson, Jackson & Jackson Refrigeration Pty Ltd

Increase customer satisfaction while reducing overhead by improving the way work orders or field service calls are created, scheduled, executed in the field, and invoiced.



Using Service Management, you can:

- Increase customer satisfaction with a competitive view of your customers from initial sale and installation through a lifetime of service
- Easily drag and drop to adjust work schedules allowing for new or emergency work
- Streamline the management of maintenance contracts with automated quoting, invoicing, revenue recognition, preventive maintenance scheduling, work order creation with tasking and tracking of master and individual contracts per location

Strong document management capabilities are available in WennSoft Signature allowing you to easily retrieve documents stored in various formats containing warranty information, maintenance records, CAD drawings, specifications or manufacturers' operating and maintenance manuals. With the "drill-down" and "drill-around" capabilities you can quickly access source documents or comments for any equipment or asset record, contract, work order, or installation, allowing your staff to deliver prompt, informed service and efficient, accurate customer invoicing.

Customer Portal

To create a huge competitive advantage, use Customer Portal to win new business and retain your existing customers.

WennSoft Signature Customer Portal used in conjunction with Service Management allows you to define many options for the sharing of information with your customers including: views of service call history, location equipment, maintenance contracts, notes, documents and the ability to create new service calls.

With the Customer Portal, you can:

- Reduce your service costs by automating interactions and empowering customers with self-service information
- Reinforce your brand image by customizing your portal pages to include key messages and important notices
- Multi-site customers have increased visibility into their secure information across locations
- Increase customer satisfaction and loyalty by giving them access to service information and enabling them to easily submit requests, specifications, questions, and comments

Informed customers are happier customers. With the WennSoft Signature Customer Portal, your customers can access information and interact with your staff using a secure Web portal.

Your Customers can view their company account and easily submit service calls, see service history, view their equipment and review maintenance contract information.

You're in Control of what information the portal provides to ensure the experience is what you want for your customers.

The screenshot shows a web browser window displaying the ACME Service Customer Portal. The page title is "ACME Service". Below the title, there is a "Select Customer / Location" dropdown menu with "ACCURATE 16380 W SMALL RD" selected. There are three buttons: "New Call", "Emergency", and "Logout". Below this, there are tabs for "Home", "Call", "Equipment", and "Maintenance". The "Call" tab is active, showing a table of service calls. The table has columns for Service Call Id, Service Description, Call Problem Type, Call Resolution, Call Type Id, Call Status, Completion Date, Contact Name, and Contact Number. The data is as follows:

Service Call Id	Service Description	Call Problem Type	Call Resolution	Call Type Id	Call Status	Completion Date	Contact Name	Contact Number
070509-0002	JOHN AT ACCURATE PRINTING CALL	INSTALLATION NEEDED	Installed HVAC System	QTE	CLOSED	2007/05/08		
070606-0007	POWER OUTAGE COME QUICKLY	POWER OUTAGE	Replaced Air Filters	EMG	CLOSED	2007/09/25		
070621-0001	SYSTEM DOWN COME QUICKLY	NO ELECTRICITY	Tested Distribution Panel	EMG	CLOSED	2007/06/21		
070710-0001	NO A/C COME QUICKLY	NO COOLING	Replaced Air Filters	EMG	CLOSED	2007/07/10		
070823-0001	ACCESS CODE IS NOT WORKING	ALARMS GOING OFF	Lubricated Fan Bearings	EMG	CLOSED	2007/08/29		
070925-0003	FALL TUNE UP ON FURNACE THE KE	FURNACE TUNE-UP	Cleaned unit burner	T&M	CLOSED	2007/09/25		
071101-0001	MOTOR IS ON FIRE	MOTOR OVERHEATING	Inspected Motor	T&M	CLOSED	2007/11/01		



Field Mobility

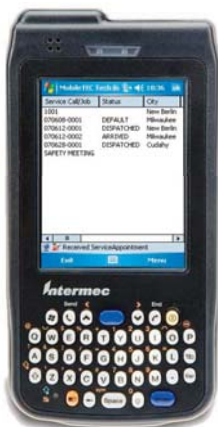
Field Technicians can access customer history and receive, modify, and update schedules using their laptops, smartphones, or handheld device.

“We can’t believe the benefits we’re seeing. The productivity of our technicians has been better than we ever anticipated.”

Ron Hess, CFO, Seiberlich Trane

“In addition to greatly improving our customer service, WennSoft reduces our administrative costs.”

Jim Stewart, CIO, Morefield Communications



Get the right technicians on-site with the information, inventory and equipment to get the job done right the first time.

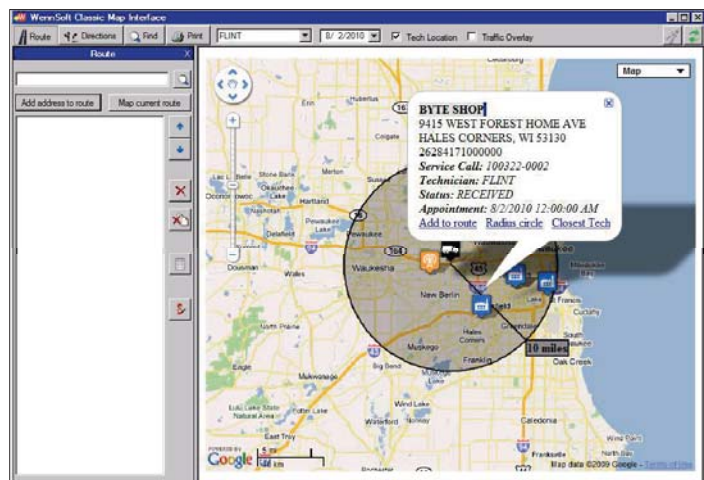
Technicians can:

- Access customer information and service history for specific equipment or locations
- Create purchase orders, perform services and update status
- Complete the call and record costs
- Secure a signature for work completed and print or email a call summary report while with the client
- Initiate new work/appointment from the field
- Send work and additional opportunities to sales
- Create invoices and receive payments while on-site

Technicians have the ability to receive, modify and update their schedules via phone, laptop or tablet enabling updates between the technicians and dispatch.

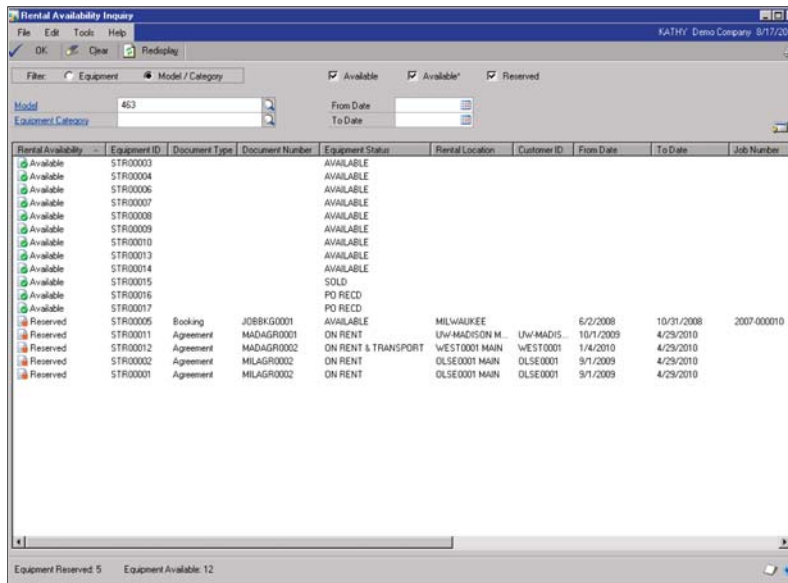
By adding dispatch mapping which works with Google and Bing maps, you can route technicians service appointments, provide driving directions, and identify the closest technician to dispatch on emergency work.

With WennSoft Signature, you can streamline operations and reduce overhead by empowering your field technicians to initiate and record transactions, enter or update comments, track equipment usage details, and record time and costs.



Equipment, Fleet, and Asset Management

Maintain control of the profitable utilization, distribution, scheduling, and maintenance of your equipment usage, sales and rental business.



The screenshot shows the 'Rental Availability Inquiry' window. It features a menu bar (File, Edit, Tools, Help), a toolbar (OK, Clear, Refresh), and filter options for Equipment, Model/Category, and status (Available, Available', Reserved). The main area is a table with columns: Rental Availability, Equipment ID, Document Type, Document Number, Equipment Status, Rental Location, Customer ID, From Date, To Date, and Job Number. The table lists various equipment items, some available and some reserved, along with their respective rental agreements and dates.

Rental Availability	Equipment ID	Document Type	Document Number	Equipment Status	Rental Location	Customer ID	From Date	To Date	Job Number
Available	STR00003			AVAILABLE					
Available	STR00004			AVAILABLE					
Available	STR00005			AVAILABLE					
Available	STR00007			AVAILABLE					
Available	STR00008			AVAILABLE					
Available	STR00009			AVAILABLE					
Available	STR00010			AVAILABLE					
Available	STR00013			AVAILABLE					
Available	STR00014			AVAILABLE					
Available	STR00015			SOLD					
Available	STR00016			PO RECD					
Available	STR00017			PO RECD					
Reserved	STR00005	Booking	JOBBKG0001	AVAILABLE	MILWAUKEE		6/2/2008	10/31/2008	2007-000010
Reserved	STR00011	Agreement	MADAGR0001	ON RENT	UW-MADISON M...	UW-MADIS...	10/1/2009	4/29/2010	
Reserved	STR00012	Agreement	MADAGR0002	ON RENT & TRANSPORT	WEST001 MAIN	WEST0001	1/4/2010	4/29/2010	
Reserved	STR00002	Agreement	MILAGR0002	ON RENT	OLSE001 MAIN	OLSE0001	9/1/2009	4/29/2010	
Reserved	STR00001	Agreement	MILAGR0002	ON RENT	OLSE001 MAIN	OLSE0001	9/1/2009	4/29/2010	

Equipment Managers can instantly access information about available and booked equipment, enabling them to meet operational efficiency goals by maximizing equipment usage.

Equipment Dealers can get detailed information about rental agreements and maintenance and repairs status and costs, helping them increase efficiency, revenue, and profits.

“Just two months after going live WennSoft saved Kenco more than \$100,000 in payroll costs.”

Jeff Burns, General Manager, Kenco Toyota-Lift

Equipment Management allows you to closely manage all aspects of the equipment you sell, buy or rent to your customers or assets you manage. You can:

- Maintain tight control of your assets, agreements, and revenue with internal or external rental agreements
- Track complex “parent” and “component” relationships, streamlined invoicing, detailed revenue, fixed assets and depreciation tracking, and easy drill-down to source documents
- Maximize equipment utilization by allocating equipment or tools to specific jobs with convenient mobile access to availability status and pre- and post-mobilization check-out tracking
- Manage costs and profitability with detailed maintenance, repair, and transportation cost tracking
- Increase efficiency and ensure safety and compliance with automated preventive maintenance schedules based on meter readings and/or specified dates

To learn how WennSoft Signature can help you optimize your operations and increase your profit margins,
contact us today.



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