

USER CONFERENCE 2012

FEBRUARY 20-22 • NEWPORT COAST • CALIFORNIA

MAXIMIZE YOUR PROFITABILITY WITH **BID2WIN** & **BUILD2WIN**

User Conference 2012 Registration Form

Register online at www.bid2win.com/userconf/ or complete and fax this form to (603) 386-6760. Please submit ONE form per attendee.

ATTENDEE INFORMATION

Which BID2WIN Software product(s) do you use: BID2WIN Management Reporting BUILD2WIN Field BUILD2WIN Logistics None

Company _____

Last Name _____

First Name _____

Badge Name (preferred first name) _____

Title _____

Phone _____

Fax _____

Address _____

City, State, Zip _____

E-mail _____

Web Site _____

Attendee Shirt (check one) Men's or Women's

Size (check one) XSM SM MED L XL XXL XXXL

Guest Last Name _____

First Name _____

Badge Name _____

If you or your guest has a disability or dietary need that requires special accommodations, please check and attach statement.

REGISTRATION Attendee registration fee includes all training sessions, seminars, events and all event meals. The guest fee includes all events and all event meals.

Group Registration: \$1,595 per attendee

(Expires February 10, 2012)

Bring 4 or more employees to User Conference 2012.

Attendees must register together to receive the group discount.

Single Registration: \$1,795 per attendee

(Expires February 10, 2012)

\$595 per guest

Training sessions not included.

Total Amount Due: \$ _____

PAYMENT

Payment Type: Check or Credit Card: American Express MasterCard Visa

Name:	_____	Date:	_____
Credit Card Number:	_____	Expiration:	_____
Credit Card Signature:	_____	E-mail:	_____
Company:	_____	Phone:	_____
Address:	_____		
Address2:	_____	Country:	_____
City/State/Zip:	_____		

Please make checks payable to: BID2WIN Software Inc., 99 Bow Street, Suite 500, Portsmouth, NH 03801. Cancellation Policy: Registration cancellations must be received, in writing, prior to December 31, 2011 to receive a full refund. After December 31, 2011 there will be no refunds of registration fees.

ACCOMMODATIONS: The Resort at Pelican Hill – www.pelicanhill.com

BID2WIN Software Inc. has reserved attendee accommodations for February 17-26, 2012 at \$299 per night. Attendees are responsible for room, tax and incidental charges. For reservations, call (800) 820-6800 before 12/31/2011 and indicate that you will be attending User Conference 2012 hosted by BID2WIN Software.

Questions? Immediate needs? Contact Megan Call at (800) 336-3808 ext. 2540 or mcall@bid2win.com.

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USER CONFERENCE 2012

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MAXIMIZE YOUR PROFITABILITY WITH **BID2WIN** & **BUILD2WIN**

User Conference 2012 Training and Event Registration Form

Register online at www.bid2win.com/userconf/ or complete and fax this form to (603) 386-6760. Please submit ONE form per attendee.

ATTENDEE INFORMATION

Company _____

Last Name _____

First Name _____

Check off what you'd like to attend. You may attend all sessions within one track, or sessions across all tracks.

Training is subject to change.

TIME	TRACK 1 BID2WIN Lecture Series	TRACK 2 Hands-On Training with BID2WIN	TRACK 3 BUILD2WIN Lecture Series	TRACK 4 Hands-On Training with BUILD2WIN	TRACK 5 Development Staff A "Look Ahead"	WORKSHOPS
February 20 2:00–5:00 p.m.	<input type="checkbox"/> Q&A, Software Solutions Center: One-on-one assistance from your trainers and support personnel.					
2:30–4:00 p.m.	<input type="checkbox"/> BUILD2WIN Field & Logistics Informational Demonstration: A complete tour of BUILD2WIN in a group demonstration with our sales department.					
4:00–5:00 p.m.	<input type="checkbox"/> Information Demonstration: Integration with Viewpoint Construction Software					
6:00–9:00 p.m.	<input type="checkbox"/> Attendee <input type="checkbox"/> Guest – President's Reception: Cocktails & Hors d'oeuvres.					
February 21 7:00–8:00 a.m.	<input type="checkbox"/> Attendee <input type="checkbox"/> Guest – Breakfast Buffet					
8:00–9:30 a.m.	<input type="checkbox"/> Keynote Address: Hear President Paul McKeon and Vice President Dave Todaro discuss exclusive product development.					
9:45–11:00 a.m.	<input type="checkbox"/> 1-1: It All Starts With Resources	<input type="checkbox"/> 2-1: Know Your Toolbox	<input type="checkbox"/> 3-1: Integrating an Ever-Growing Product Family	<input type="checkbox"/> 4-1: Introduction to the BUILD2WIN Product Suite	<input type="checkbox"/> 5-1: Introduction to BID2WIN Collaboration Part I	<input type="checkbox"/> Workshop 1: Estimating 101 (beginners only)
11:15–12:30 p.m.	<input type="checkbox"/> 1-2: Secure. Protect. Organize.	<input type="checkbox"/> 2-2: Customizing the Item Listing Tab	<input type="checkbox"/> 3-2: Protecting and Organizing BUILD2WIN Data	<input type="checkbox"/> 4-2: Building a Better Field Log	<input type="checkbox"/> 5-2: Introduction to BID2WIN Collaboration Part II	
12:30–1:30 p.m.	<input type="checkbox"/> Attendee <input type="checkbox"/> Guest – Lunch Buffet					
1:45–3:00 p.m.	<input type="checkbox"/> 1-3: Interacting With Subcontractors & Vendors	<input type="checkbox"/> 2-3: Fine-Tuning Your Estimate Cost Structure	<input type="checkbox"/> 3-3: Maximizing Profitability via Real-Time Cost & Production Updates	<input type="checkbox"/> 4-3: Leveraging Information from the Field	<input type="checkbox"/> 5-3: Introduction to BUILD2WIN Maintenance Part I	
3:15–4:30 p.m.	<input type="checkbox"/> 1-4: Lessons Learned the Hard Way	<input type="checkbox"/> 2-4: Closing a Winning Estimate	<input type="checkbox"/> 3-4: Customizing BUILD2WIN	<input type="checkbox"/> 4-4: Introduction to BUILD2WIN Logistics Part I	<input type="checkbox"/> 5-4: Introduction to BUILD2WIN Maintenance Part II	
4:30–5:30 p.m.	<input type="checkbox"/> Q&A, Software Solutions Center: One-on-one assistance from your trainers and support personnel.					
7:00–10:00 p.m.	<input type="checkbox"/> Attendee <input type="checkbox"/> Guest – Casino Royale: Cocktails, dinner, casino games and music at Pelican Hill.					
February 22 7:00–8:00 a.m.	<input type="checkbox"/> Attendee <input type="checkbox"/> Guest – Breakfast Buffet					
8:15–9:30 a.m.	SOLD OUT <input type="checkbox"/> 1-5: Management Level Information	<input type="checkbox"/> 2-5: Information at the Forefront	SOLD OUT <input type="checkbox"/> 3-5: Leveraging the Combined Power of Field and Logistics	<input type="checkbox"/> 4-5: Introduction to BUILD2WIN Logistics Part II	<input type="checkbox"/> 5-5: What's Next for BID2WIN	<input type="checkbox"/> Workshop 2: Advanced Report Writing
9:45–11:00 a.m.	<input type="checkbox"/> 1-6: What's New & What's Next	<input type="checkbox"/> 2-6: Latest BID2WIN Features	<input type="checkbox"/> 3-6: What's New & What's Next	<input type="checkbox"/> 4-6: Latest BUILD2WIN Features	<input type="checkbox"/> 5-6: What's Next for BUILD2WIN	
11:00–12:00 p.m.	Boxed-Lunch Sandwich Options: Roasted Turkey Prosciutto Roasted Veggies Roast Beef No Lunch Attendee Boxed-Lunch: _____ Guest Boxed-Lunch: _____					
12:30–5:00 p.m.	Afternoon Activities: Golf Tournament Coliseum Pool Party Free Time Attendee Activity: _____ Guest Activity: _____					
1:00–4:00 p.m.	<input type="checkbox"/> Q&A, Software Solutions Center: One-on-one assistance from your trainers and support personnel.					
6:00–10:00 p.m.	<input type="checkbox"/> Attendee <input type="checkbox"/> Guest – Farewell Dinner Cruise: Cocktails, dinner and music along the Newport coast.					

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MAXIMIZE YOUR PROFITABILITY WITH **BID2WIN** & **BUILD2WIN**

User Conference 2012 Tracks & Training Sessions

Training Sessions and Workshops are subject to change.

Use our Track Path Guide to find out exactly which sessions you should attend. Select the job position that best matches your own, and follow the track path that coincides with your interests and level of experience with the software to get the most value from UC2012.

Track Path Guide...



NEW!

Shop Managers & Shop Personnel



Dispatchers



Estimators—New BID2WIN Users



NEW!

Estimators—Intermediate BID2WIN Users



Estimators—Advanced BID2WIN Users



Project Managers, Superintendents,
Foremen & Field Personnel



IT Personnel



Presidents, Owners & Accounting

WORKSHOPS



Back by popular demand, track six offers two extended-length workshops, each comprised of sequential back-to-back sessions. By choosing to attend one of the workshops described below, you are enrolling a series of sessions, namely four sessions of Estimating 101 (beginners only), or two sessions of Advanced Report Writing (IT or technical personnel only). This unique format allows for a much more comprehensive learning experience for all attendees, as your instructors will be able to structure a layered sequence of exercises and examples, each building on concepts previously learned in earlier portions of the extended workshop.

Workshop 1: Estimating 101 (beginners only)

This workshop is designed specifically for employees who are new to BID2WIN Estimating & Bidding, or have used it only for a short while. During this four-session series, you will gain a comprehensive understanding of the BID2WIN Estimating & Bidding application as a whole, with a focus on creating competitively priced estimates that accurately represent the work to be performed.

Tuesday, February 21, 9:45 a.m. – 4:30 p.m.

Workshop 2: Advanced Report Writing (IT or technical personnel only)

This two-session workshop is designed for technically advanced users and/or IT personnel who are interested in learning more about customizing their BID2WIN Software product library by editing standard BID2WIN Management reports and BUILD2WIN reports as well as creating new ones. At the end of these two formal classroom-style sessions, your presenters will be available on a sign-up basis to work with your company individually to provide consulting assistance for the development of custom reports that meet your specific needs.

Wednesday, February 22, 8:15 a.m. – 11:00 a.m.

BID2WIN ESTIMATING & BIDDING LECTURE SERIES

Track 1 is a series of discussions led by members of the BID2WIN implementation team. Created specifically for intermediate and advanced users, each session within track 1 focuses on key principles and best practices that will help you ensure both efficiency and accuracy in your finished product. During these sessions you will take part in detailed discussions and witness demonstrations designed to maximize the return on investment for your BID2WIN Software purchase.

Session 1-1: It All Starts With Resources

You know what Resources are, but are you using them as effectively as you could be? Or are you losing valuable time within each estimate rebuilding wheels that should have been built once, and then reused as needed? In this session your instructor will guide you through a checklist of do's and don'ts to help you answer these questions. By seeing examples of some of the ruts clients fall into, you'll learn how to assess exactly where your own Resources stand, and where to focus your efforts in creating more secure, organized, versatile, and efficient Resources.

Tuesday, February 21, 9:45 a.m. – 11:00 a.m.

Session 1-2: Secure. Protect. Organize.

In this session your instructor will take you through a detailed demonstration of BID2WIN Estimating & Bidding's robust security framework. The session begins by showing you some creative ways to protect the hard work you've put into your Resources and Item Databases areas. After that, we'll walk you through several different examples of the approaches we've seen clients utilize when formulating security models that complement the various stages of their estimating process. By the end of this session, you will have gained a detailed understanding of a wide variety of tools designed to help you ensure the organization and security of your database as a whole.

Tuesday, February 21, 11:15 a.m. – 12:30 p.m.

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User Conference 2012 Tracks & Training Sessions *Continued...*

Session 1-3: Interacting With Subcontractors & Vendors

It's no secret that mistakes made during the solicitation or processing of third party quotes can quickly break what would otherwise have been a winning bid. In this session, your instructor will demonstrate not only the proper use of BID2WIN's powerful RFQ Management areas, but will also point out some of the mistakes we've seen clients make during this critical stage of the estimating process. Attend this session to learn how to save valuable time and avoid costly errors when soliciting and analyzing subcontractor and vendor price quotes. Tuesday, February 21, 1:45 p.m. – 3:00 p.m.

Session 1-5: Management Level Information

A common challenge in today's fast-paced business world is dealing with the amount of information presented to you every day. In this session, you'll learn how filtering this information and isolating the data that actually matters leads to quick and accurate decision-making. We'll show you how BID2WIN Management Reporting provides the ability to analyze information contained in multiple BID2WIN estimates—or even multiple databases—and organize it in a way that allows quick understanding with little effort. During this session you'll learn not only how to find the information you need, but perhaps more importantly how to make it “come to you” via an automatic subscription engine which allows the delivery of your favorite electronic reports via e-mail.

Wednesday, February 22, 8:15 a.m. – 9:30 a.m.

Session 1-4: Lessons Learned the Hard Way

There are certain mistakes whose sting is such that they're rarely made twice. We've all been there. This session, however, asks the question “why does one have to make the mistake to learn the lesson?” By demonstrating a series of lessons learned the hard way, we'll show you real-life examples of the types of mistakes you don't want to make, even once. By the end of this session you'll have learned through painful examples from clients just like you that never making the same mistake twice is often just not good enough. Tuesday, February 21, 3:15 p.m. – 4:30 p.m.

Session 1-6: What's New & What's Next

In this session you'll see a demonstration of all the latest BID2WIN Estimating & Bidding features, including the ability to import new Resources directly from Microsoft Excel, and the ability to edit existing Resources using the same simple process. You'll learn about using rich text on your bid form, and BID2WIN's brand-new audit trail feature provides both accountability and recourse for changes made within an estimate. Learn exactly what to click the next time you find yourself uttering the words “I suppose I probably shouldn't have deleted that...” And there are sure to be a few more surprises as well! Next, once you know all about what we've been up to for the past year, we'll take you on a tour of some early designs and mockups of what we have in store for the months ahead, giving you a unique opportunity to provide feedback based on your first impression of what we're working on, even as it's still taking shape!

Wednesday, February 22, 9:45 a.m. – 11:00 a.m.

HANDS-ON TRAINING WITH BID2WIN ESTIMATING & BIDDING

While track 2 offers something for everyone, its step by step hands-on approach is particularly well suited for intermediate users. During each of the lab sessions within track 2, an experienced member of the BID2WIN training department will first lead you through a series of carefully selected discussion points, and will then help you apply what you've learned by guiding you through step-by-step exercises as you follow along on your very own lab workstation. Each of these exercises has been specially crafted to strengthen a specific set of skills while helping you fine-tune your overall mastery of BID2WIN Estimating & Bidding. The track ends with a “What's New” session overflowing with in-depth explorations of the latest BID2WIN features. Don't miss this opportunity to hone your estimating and bidding skills and explore BID2WIN's latest enhancements on your very own lab workstation!

Session 2-1: Know Your Toolbox

Every good carpenter needs a decent set of tools, every good artist a quality brush. And every good estimator needs a well-crafted set of Resources from which their estimates take shape. In this session, your trainer will lead you through a series of exercises designed to help you ensure not only that you're familiar with the various Resources at your disposal, but also how to maintain these Resources so they remain well-organized and up-to-date as time goes by. This session will leave you with a firm understanding that a little bit of work within BID2WIN's Resources area pays dividends which extend for years to come.

Tuesday, February 21, 9:45 a.m. – 11:00 a.m.

Session 2-2: Customizing the Item Listing Tab

In this session you will learn how to make the most of BID2WIN's ever-evolving Item Listing tab. Beginning with a series of exercises that demonstrate the basic use of the Item Listing tab, this session quickly delves into more recent and more powerful features such as conditional formatting and the various cost structure views. By the end of this session you'll have learned how to customize and shape the information on your screen, how to have BID2WIN bring your attention to critical bits of information, and how to use the tools at your fingertips to have BID2WIN do as much of the heavy lifting as possible!

Tuesday, February 21, 11:15 a.m. – 12:30 p.m.

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User Conference 2012 Tracks & Training Sessions *Continued...*

Session 2-3: Fine-Tuning Your Estimate Cost Structure

It's no secret that the more closely your estimate cost structure mirrors reality, the more accurate your bottom line becomes. That's where BID2WIN's powerful Estimate Detail tab comes into play. Session 2-3 begins with a handful of exercises designed to convey key principles and best practices, then quickly moves forward to the exploration of newer and more advanced functionality such as the use of cost groups and the interactive grid view. By the end of this session you will have an excellent understanding of the wide variety of tools at your disposal for developing quick and accurate detailed cost structures as the basis for your estimates.

Tuesday, February 21, 1:45 p.m. – 3:00 p.m.

Session 2-5: Information at the Forefront

Session 2-5 will introduce you to the wide variety of reporting options at your disposal via both BID2WIN Estimating & Bidding and BID2WIN Management Reporting. Here you'll learn how to print reports for specific scopes within your estimate, how to quickly locate the reports you use most often, and will learn copy information from BID2WIN into other formats for different types of analysis and delivery. By the end of this session you will have performed a wide variety of exercises all centered on the goal of bringing vital knowledge to the forefront where it belongs.

Wednesday, February 22, 8:15 a.m. – 9:30 a.m.

Session 2-4: Closing a Winning Estimate

Even with perfectly accurate estimate costing, your estimate is only as good as its bottom line. During session 2-4 your BID2WIN instructor will lead you through a series of exercises designed to help you make the most of BID2WIN's powerful bid-closing engine, then dive deeply into advanced bid closing techniques dealing with contingency items, the selective distribution of indirect items, and the ability to impose unique markup schemes by work type, phase, or even by subcontractor. This session will help you ensure that the hard work you've put into the estimate so far translates into numbers that will win you the job!

Tuesday, February 21, 3:15 p.m. – 4:30 p.m.

Session 2-6: Latest BID2WIN Features

Session 2-6 represents a unique opportunity for a hands-on demonstration of BID2WIN Estimating & Bidding features never before seen at a user conference. Here, you'll be among the first to learn how to use brand-new features such as the ability to import new Resources directly from Microsoft Excel, and the ability to edit existing Resources using the same simple process. You'll get your first hands-on experience with using rich text on a bid form, you'll explore BID2WIN's brand-new audit trail feature, and you'll discover new options for recovering accidentally deleted data. And along the way there are sure to be a few more surprises as well!

Wednesday, February 22, 9:45 a.m. – 11:00 a.m.

BUILD2WIN PRODUCT SUITE LECTURE SERIES

Track 3 is a series of discussions led by members of BID2WIN Software's implementation team with a focus on the BUILD2WIN Product Suite, currently consisting of BUILD2WIN Field and BUILD2WIN Logistics. While track 3 has been created for intermediate and advanced users whose companies already own one or both BUILD2WIN products, any BID2WIN Software client who simply wishes to learn more about these products is also welcome to attend. Each session within track 3 focuses on key principles and best practices which will help you ensure not only that you're well-versed with the ever-growing feature set within BUILD2WIN itself, but also that you're able to achieve the necessary level of integration with external products as well. Attend track 3 to take part in detailed discussions and witness demonstrations designed to maximize the return on investment for your BUILD2WIN purchase.

Session 3-1: Integrating an Ever-Growing Product Family

In this session, you'll explore the process of creating BUILD2WIN jobs by exporting BID2WIN estimate information directly into the BUILD2WIN system. Here you'll identify all the "touch points" and will see how BID2WIN's wide variety of configurable export settings and coding options help you achieve nearly any level of integration and granularity to best meet your company's field tracking and logistics needs. By the end of this session you'll be well on your way toward seamless integration, having observed a series of exports from BID2WIN to BUILD2WIN, each using a similar job as its starting point, but each resulting in a vastly different field tracking experience.

Tuesday, February 21, 9:45 a.m. – 11:00 a.m.

Session 3-2: Protecting and Organizing Your BUILD2WIN Data

This session focuses on BUILD2WIN's Resources and Setup areas, demonstrating how proper setup behind the scenes leads not only to an exceptionally smooth end-user experience, but also to accurate reporting information captured at the exact level of detail you wish to see. By centering on key entities such as Business Units and Security Roles, these discussions will provide a good understanding of how BUILD2WIN's incredibly powerful and versatile feature set helps you to ensure that your data is properly secured, organized, and accessible.

Tuesday, February 21, 11:15 a.m. – 12:30 p.m.

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User Conference 2012 Tracks & Training Sessions *Continued...*

Session 3-3: Maximizing Profitability Through Real-Time Cost & Production Updates

This session begins with the process of creating a simple field log, but only as a segue to a larger discussion centered on the question, "OK, now what?" While no one can deny that BUILD2WIN provides an excellent means of collecting field data, its true power is lost unless you know how to analyze the data, make sense of what it's telling you, think critically about it, and adapt to what it's saying in order to remain ahead of the curve. In other words, this session will help you understand what happens after a field log is submitted. You'll learn about the field log approval process, explore the many reports and dashboards that bring powerful data analysis to your fingertips, and review the process of exporting field log data to accounting.

Tuesday, February 21, 1:45 p.m. – 3:00 p.m.

Session 3-5: Leveraging the Combined Power of Field and Logistics

This session provides a birds-eye-view of BUILD2WIN Logistics and is a "must-attend" for anyone who has not yet had the opportunity to see BUILD2WIN Logistics in action. One of the key reasons Logistics stands so far above the competition is the extreme degree of integration with the field tracking process. Via seamless connection points with BUILD2WIN Field, you will save countless hours of valuable time, and avoid costly mistakes. This session will provide an overview of the various ways these two complimentary parts of the BUILD2WIN Product Suite work together to save you time, adding far more value to your company than the mere sum of their parts.

Wednesday, February 22, 8:15 a.m. – 9:30 a.m.

Session 3-4: Customizing BUILD2WIN

In this session you'll be introduced to some of the ways BUILD2WIN can be customized to best accommodate your company's unique business needs. Centering on powerful framework such as custom properties, customizable field log layouts, a customizable field log check wizard, and even touching on some of the more user-friendly methods for extracting important information from BUILD2WIN using nothing more advanced than Microsoft Excel, you'll learn valuable new strategies that will help ensure that you continue to get the absolute most out of your BUILD2WIN investment.

Tuesday, February 21, 3:15 p.m. – 4:30 p.m.

Session 3-6: What's New & What's Next

In this session you'll see a demonstration of all the latest features and enhancements within the BUILD2WIN Product Suite, including the brand-new Silverlight field log, the new Miscellaneous section within the field logs area, the ability to rearrange field log sections, and a completely redesigned Add dialog when adding components to a field log. You'll also explore the new ability to store separate idle and repair costs for your equipment records, the improved handling of subcontracted information from BID2WIN Estimating & Bidding, and a wide array of smaller enhancements all designed to save you valuable time by making your field tracking and logistics experience as smooth as possible. Once you know all about what we've been up to for the past year, we'll take you on a tour of some early designs and mockups of what we have in store for the months ahead, giving you a unique opportunity to provide feedback based on your first impression of what we're working on, even as it's still taking shape!

Wednesday, February 22, 9:45 a.m. – 11:00 a.m.

HANDS-ON TRAINING WITH THE BUILD2WIN PRODUCT SUITE

Track 4 is an instructor-led lab session that focuses on the BUILD2WIN Product Suite. During each of the sessions within track 4, an experienced member of the BUILD2WIN training team will first lead you through a series of carefully selected discussion points, and will then help you apply what you've learned by guiding you through step-by-step exercises as you follow along on your very own lab workstation. Each of these exercises aims to strengthen a specific set of skills while helping you fine-tune your overall mastery of the BUILD2WIN Product Suite. Track 4 includes two back-to-back sessions which serve as a framework for exploring the recently released BUILD2WIN Logistics module, and ends with a "What's New" session overflowing with in-depth explorations of the latest BUILD2WIN features. Don't miss this opportunity to hone your field tracking and dispatching skills and explore BUILD2WIN's latest enhancements on your very own lab workstation!

Session 4-1: Introduction to the BUILD2WIN Product Suite

Regardless of the hat you wear—foreman, project manager, accounting clerk, dispatcher, or any one of a number of other roles—a good understanding of the BUILD2WIN Product Suite as a whole is critical. In other words, knowing how all the moving parts interact helps you ensure that your own particular moving part adds as much value as possible to the process as a whole. So whether you're new to the BUILD2WIN Product Suite, looking for a hands-on refresher, or simply interested in seeing first-hand what BUILD2WIN can do for your company, this session is the place to be.

Tuesday, February 21, 9:45 a.m. – 11:00 a.m.

Session 4-2: Building a Better Field Log

This session teaches you everything you need to know about capturing streamlined and accurate field data. Using all of the latest enhancements found within the recently redesigned Silverlight field log, this session will help you understand BUILD2WIN's field log area from start to finish. The exercises within this session demonstrate a variety of tips and tricks to reduce the amount of time spent creating each daily log while still capturing accurate and detailed information. By the end of this session you'll have gained valuable insight into the art of making the software work for you, not the other way round!

Tuesday, February 21, 11:15 a.m. – 12:30 p.m.

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Session 4-3: Leveraging Information from the Field PS DS SM IE AE IT

If you're using BUILD2WIN simply as a means of capturing hours and quantities from the field, you're missing an important part of the picture. Whether you're a foreman or a project manager, knowing how to access and analyze data entered in the field—both on a daily basis as well as for a job as a whole—is an understanding which is key to maintaining job health. This session helps you understand what ultimately happens to the information submitted from the field, how to access it, and view it critically. You'll learn about the field log approval process, explore the many reports and dashboards which bring powerful data analysis to your fingertips, and review the process of exporting field log data to accounting.

Tuesday, February 21, 1:45 p.m. – 3:00 p.m.

Session 4-5: Introduction to BUILD2WIN Logistics Part II DS PS SM IE AE IT

In the second of our two-part Logistics introduction you'll perform a series of exercises that demonstrate the effective use of an area in BUILD2WIN Logistics called the Move Sheet. Within this session you'll learn how this new program area allows you to assign trucks and drivers to your equipment moves so that you can rest assured knowing that your heavy equipment is always able to mobilize to the appropriate locations in time for when it's needed. We'll also explore the powerful Map area within BUILD2WIN Logistics, with the goal of ensuring that the geographic location of your resources is always known, and that everything is in its proper place on the appropriate dates. Throughout these demonstrations you'll also learn how the many powerful reports within BUILD2WIN Logistics provide instant access to critical scheduling information.

Wednesday, February 22, 8:15 a.m. – 9:30 a.m.

Session 4-4: Introduction to BUILD2WIN Logistics Part I DS PS SM IE AE IT

Session 4-4 is the first of a two-part series focused on introducing BUILD2WIN Logistics. This session begins with exercises that explore a variety of new features designed to enhance the dispatching process, and quickly moves on to a detailed series of lessons focused on setting up a brand-new program area called the Job Board. Here you'll learn how to create the foundation for efficient resource management by setting up job sites, creating and fulfilling needs, and managing both employee and equipment assignments.

Tuesday, February 21, 3:15 p.m. – 4:30 p.m.

Session 4-6: Latest BUILD2WIN Features DS PS IE AE IT

Designed for users already familiar with BUILD2WIN, this hands-on workshop steps you through the latest and greatest new features within the BUILD2WIN Product Suite. Here you'll perform a variety of exercises which demonstrate the many enhancements found within the brand-new Silverlight field log, including the new Miscellaneous section, the ability to rearrange field log sections, and a completely redesigned Add dialog when adding components to a field log. You'll learn how to configure production accounts to appear only within relevant field log sections, and you'll explore the new ability to store separate idle and repair costs for your equipment records. You'll also experience the improved handling of subcontracted information from BID2WIN Estimating & Bidding, and will see in action a wide array of smaller enhancements all designed to save you valuable time by making your field tracking experience as smooth as possible!

Wednesday, February 22, 9:45 a.m. – 11:00 a.m.

FROM THE DEVELOPMENT STAFF – A “LOOK AHEAD”

Track 5 brings you the opportunity for an exclusive look into two BID2WIN Software products currently in development: BID2WIN Collaboration and BUILD2WIN Maintenance. Not only will you see early demonstrations of each cutting-edge new product, but you'll also see firsthand how perfectly they complement the existing suite of BID2WIN Software products via seamless integration with BID2WIN Estimating & Bidding, BUILD2WIN Field, and BUILD2WIN Logistics. After you've learned about these exciting new products, our development staff will bring you up to speed with the next round of planned enhancements to our existing products so you know exactly what we'll be working on in the months following the user conference. Don't miss this unique opportunity to learn about new products and features on the horizon, and to give the BID2WIN Software development team direct feedback on your first impressions of these powerful new tools!

Session 5-1: An Introduction to BID2WIN Collaboration Part I IE AE PO IT

Session 5-1 is the first of a two-part series designed to introduce you to our soon to be released solution, code-named BID2WIN Collaboration while in development. This solution will allow BID2WIN users to electronically send out and receive back error-free subcontractor and vendor quotes directly from within BID2WIN. And subcontractors and vendors will respond to RFQs through a simple, easy to use web interface. Be among the first to learn how BID2WIN Collaboration will fix your RFQ nightmares and allow you to concentrate on your profits.

Tuesday, February 21, 9:45 a.m. – 11:00 a.m.

Session 5-2: An Introduction to BID2WIN Collaboration Part II IE AE PO IT

The second session of our two-part introduction to BID2WIN Collaboration will continue to explore the electronic RFQ process, and focus on the wealth of functionality that will simplify your quoting lifecycle and keep you apprised of new requests or changes, whether you're in the field or in your office. Find out how BID2WIN Collaboration will drastically improve your RFQ process.

Tuesday, February 21, 11:15 a.m. – 12:30 p.m.

continued...

USER CONFERENCE 2012

FEBRUARY 20-22 • NEWPORT COAST • CALIFORNIA

MAXIMIZE YOUR PROFITABILITY WITH **BID2WIN** & **BUILD2WIN**

User Conference 2012 Tracks & Training Sessions *Continued...*

Session 5-3: An Introduction to BUILD2WIN Maintenance Part I

Session 5-3 is the first of a two-part series designed to give you a first look at the upcoming BUILD2WIN Maintenance solution. In this session we'll discuss our high level objectives for the maintenance solution and then proceed to walk through the Field Equipment Portal, Request Management, Work Order Planning, and Work Order Scheduling modules. We will focus on how your organization can benefit from improved communication about equipment via the integration of BUILD2WIN Maintenance, Field, and Logistics, and how BUILD2WIN Maintenance can help you maximize your maintenance resources by allowing you to plan and schedule maintenance work efficiently.

Tuesday, February 21, 1:45 p.m. – 3:00 p.m.

Session 5-5: What's Next for BID2WIN Estimating & Bidding

In this session the BID2WIN development team will introduce you to some of the enhancements planned for BID2WIN Estimating & Bidding in the coming months, including a vastly improved framework for handling WBS and CSI codes, a brand new resource for storing detailed trucking, the ability to separate permanent material costs from temporary material costs, and the ability to "tag" items, then group, filter, and subtotal based on your user-defined tags. Seeing our mockups and early design plans for these features will allow you to provide valuable feedback during this critical development stage, to help us ensure our implementation plans for these features will meet the needs of actual users like you!

Wednesday, February 22, 8:15 a.m. – 9:30 a.m.

Session 5-4: An Introduction to BUILD2WIN Maintenance Part II

In the second session of our two-part introduction to BUILD2WIN Maintenance, we'll focus on the mechanic and how he will use BUILD2WIN Maintenance to efficiently plan and track his daily work, look-up equipment records and record his timesheet hours. We'll also take a first look at setting up preventative maintenance schedules, inspections, and warranty reminders and how this can help you ensure that you never miss an important maintenance requirement for any member of your equipment fleet.

Tuesday, February 21, 3:15 p.m. – 4:30 p.m.

Session 5-6: What's Next for the BUILD2WIN Product Suite

In this session the BUILD2WIN development team will introduce you to some of the enhancements planned for the BUILD2WIN Product Suite in the coming months, including an enhanced framework for handling "time and materials" jobs, improved handling of change orders, improved methods for handling rented equipment, and an extremely powerful new "planner view" for managing assignments at levels above the daily basis. Seeing our mockups and early design plans for these features will allow you to provide valuable feedback during this critical development stage, to help us ensure our implementation plans for these features will meet the needs of actual users like you!

Wednesday, February 22, 9:45 a.m. – 11:00 a.m.

EDUCATIONAL OPPORTUNITIES

BUILD2WIN Field & Logistics Informational Demo

Get a complete tour of BUILD2WIN in a group demonstration provided by our sales department. Walk through the software step by step and find out what it takes to get your company up and running with BUILD2WIN.

Monday, February 20, 2:30 p.m. – 4:00 p.m.

Viewpoint Construction Software Informational Demo

Get a quick tour of Viewpoint's V6 and see how this accounting solution integrates with BID2WIN and BUILD2WIN.

Monday, February 20, 4:00 p.m. – 5:00 p.m.

Keynote Address

Join us Tuesday morning at the Keynote Address. After introducing the entire BID2WIN Software staff and giving you an overview of what to expect from the conference, President Paul McKeon and Vice President Dave Todaro will be presenting an exclusive walkthrough of new and planned products.

Tuesday, February 21, 8:00 a.m. – 9:30 a.m.

Software Solutions Center

The Software Solutions Center will be open for over six hours throughout the conference, giving you plenty of time to stop in and take advantage of:

- One-on-one assistance from our trainers and support personnel
- The opportunity to ask questions specifically related to your business
- A first, hands-on look at unreleased versions of BUILD2WIN & BUILD2WIN
- Over 100 computer workstations
- Lab guides based on courseware from UC2012 training sessions
- Viewpoint's V6 software installed on every computer, with Viewpoint personnel to provide assistance and answer questions.
- Plus, attendees with a specific interest in BUILD2WIN can schedule a one-on-one personalized demonstration with our sales team

Monday, February 20, 2:00 p.m. – 5:00 p.m.

Tuesday, February 21, 4:30 p.m. – 5:30 p.m.

Wednesday, February 22, 1:00 p.m. – 4:00 p.m.