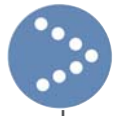


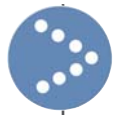
What's New in 10.0



Overview

Several exciting enhancements and additions have been slated for inclusion in WennSoft version 10.0. These changes were made based on feedback by our valued customers and partners, and are an example of how WennSoft continually strives to enhance our products to better serve your needs.

In addition to compatibility with Microsoft® Dynamics™ GP modules, WennSoft solutions will take advantage of new navigation aids to simplify your use of the product. Function Buttons will display a list of windows for easy access, mirroring the Microsoft Dynamics GP application. WennSoft solutions will also incorporate Action Panes on major windows, lighting up and graying out functions as appropriate.



Equipment Management Series

Microsoft SQL™ Server Reporting Services – WennSoft Equipment Management Series will now contain a set of Microsoft SQL Server Reporting Services reports. These reports can be printed in a variety of formats, will provide better access to your data and can be easily modified to satisfy your specific needs.

Rent To a Job – The cost of using your equipment for a specific job can now be connected to Job Cost, allowing you to see a true picture of costs related to each job. A general ledger transaction is created within the Equipment Rental module and periodically “invoices” Job Cost, eliminating the need for a manual entry, saving time and increasing accuracy.

Holiday Stand-down – Previously equipment stand-downs (temporary stop of rental billing due to holiday, natural disaster, equipment downtime, etc.) had to be created manually for each rental agreement. You can now create stand-downs that are be processed across all rental agreements, eliminating the need for a manual entry to each rental agreement.

Rental Void Functionality – Once an invoice has been printed, it can't be deleted. You can now void an invoice within the Equipment Rental module. Voided invoices are moved to history and the user can create a new invoice. Optional functionality allows you to require a user to add an explanation when an invoice is voided or deleted. Additionally, the user and date are stored, which will result in improved auditing.

Invoice Edit List – The option to print an edit list now includes rental-specific fields. You can use the existing Rental Invoice Entry and the Rental Invoice Batch Entry windows to print an Edit List before Posting, so you'll know beforehand if there are any errors within your invoices.

Attribute Reconfiguration – The process to configure attribute windows is now more user friendly and intuitive. You can order and display the top 50 attributes in a SmartList, with the attribute description as the column heading.



Job Cost

Asset ID – Users can now assign the asset ID at the job level. This replaces the requirement that the job number be the same as the asset ID for asset jobs and gives users more flexibility in setting up jobs and assets.

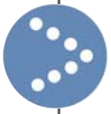
Change Order History – Change order and cash receipt history is now available for closed jobs. The Job History window will allow you to view change order and cash receipt details for closed jobs, which will be helpful in analyzing the success of past jobs and estimating new projects.

POC Edit List – Expected contract, total revised forecast and total cost fields have been added to the POC edit list. This will allow you to review your POC calculations at the job level and make any necessary changes prior to posting.

Job Cost WIP Reconciliation Reports – New reconciliation reports help you reconcile WIP amounts in Job Cost to general ledger WIP balances. Reports identify discrepancies in transaction posting to your general ledger, improving the audit process.

Group Time Card Entry – The group time card entry window speeds up data entry for fixed asset transactions or labor for job work crews and service technician teams. Users can now select a group of assets or employees and match the group to a parent labor transaction. The system matches job, date and time to the parent and automatically creates transactions for each item in the group, eliminating the need for manual entry of each transaction and increasing efficiency. Users can also display all labor or asset transactions for a job and day in one window.

Microsoft SQL™ Server Reporting Services – WennSoft Job Cost will now contain a set of Microsoft SQL Server Reporting Services reports. These reports can be printed in a variety of formats, will provide better access to your data and can be easily modified to satisfy your specific needs.



Service Management Series

Contracts for Revenue Schedule – To ensure audit compliance, you can no longer close or renew a contract until all billed revenue has been recognized. Contract revenue doesn't have to be 100% recognized (matching contract total), but the amount of revenue recognized can't be less than the total billed to date.

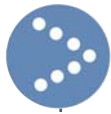
Global Technician Sorting – Technicians can now be assigned to more than one branch, eliminating the need for duplicate technician account creation. Dispatchers can view technician schedules using the Graphical Dispatch Board and schedule technicians in multiple branches.

WIP Reconciliation Reports – This new report will allow you to reconcile the WIP balance in your general ledger to the WIP balance in Service Management. This allows you to tie a transaction to a service call, which can then be linked to a division to help you track profitability and ensure compliance with auditing requirements.

Cost Audit Report – A report with total costs, billing amounts and markups by cost code is now available for a service call. This will allow you to view the true cost and profitability of a service call, even if multiple invoices have been posted.

Call Roll Forward – A modification to call roll forward process allows you to include or exclude appointments by appointment status, allowing your dispatch staff to automatically roll the appropriate calls.

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WennSoft Product Releases

Graphical Schedule Board

The Graphical Schedule Board allows dispatchers to easily manage service activities using a visual picture of scheduled service, including assigned and un-assigned appointments. Calls are represented by color-coded bars that can be configured to satisfy your needs.

- Dispatchers can view all appointments, jobs and technician activities in one view
- Appointments are displayed in one row per technician ID
- Appointments are color coded by call type, problem type, or service area and appointment status
- Drag and drop scheduling allows dispatchers to easily add appointments to the technician schedule
- Service Management scheduling constraints and validation rules are automatically enforced
- Customer, location and service call notes are readily available
- Technician paging (email or alphanumeric) and/or broadcasting is readily available for mobile technicians
- Sorting and filtering is available by appointment and by technician
- User-defined appointment, job appointment, technician activity and technician data is displayed in expanded detail by hovering over of the appointment or activity
- One-, five- and seven-day or monthly schedules can be printed

WennSoft CRM Extensions

Key integration points between Microsoft CRM and WennSoft Service Management include customer account information, location dashboard and reporting. A focus on these areas allows you to easily share critical customer information with non-traditional WennSoft users. This expanded visibility will help your staff deliver consistent, efficient customer service.

Customer Account Information

- Location
- Invoicing Summary
- Receivable Summary

Location Dashboard

- Open and Historical Service Call Summary
- Equipment and Contacts at Location
- Job Summary
- Maintenance Contract Summary
- Maintenance Contract Quote Summary

Reports

- Key Performance Indicators
- Revenue Growth Planning
- Cost Analysis by Maintenance Contract and Call Type
- Service Call Process Analysis (Open to Complete, Complete to Closed)

WebTECH

WennSoft WebTECH is a platform and connectivity independent, browser-based application. This facilitates an extremely flexible environment for access to system data while leveraging existing hardware and connectivity methods. Using a browser-based platform removes many of the potentially negative implications for compatibility and interoperability, allowing you to focus customer service.

WebTECH utilizes a tab-based navigational structure, which allows field technicians to access a number of different elements including:

- Technician Dispatch Board – displays all calls for the current day
- Service Call Detail – provides high-level information about the customer, location and service call
- Tasks - details needed work, includes editing capabilities
- Contracts & Equipment – displays a list of customer equipment and service contracts
- Labor & Parts – includes form to record labor and parts utilization
- Call Summary – an overview of the call, the final phase before closing the call