



Toolbox Tidbits

News and Developments from Profitool

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In the Spotlight — Profitool's New Logo & Website



New Profitool Website: www.profitool.com

As you can see from the image above, Profitool has a brand new look!

We encourage you to visit our new website. We have a new logo, the site contents are different and the site is sprinkled with

client testimonials on the usefulness of the different features in the Profitool application.

If you would like to contribute to the client testimonials, please contact us at: info@profitool.com

We have transported our new image to the Profitool application in the form of a new theme, which will be debuted in our upcoming release of Version 7.1. See page 3 for details on this upcoming release.

Profitool Attending CFMA's 2011 Annual Conference & Exhibition

Having attended the 2011 Con-Expo Trade Show in Las Vegas, Profitool is now setting its sights on CFMA'S 2011 Annual Conference/Trade Show.

This year's conference and trade show is being held in Dallas (Grapevine), Texas from May 14th to May 18th.

If you are planning to attend the conference, please be sure to let us know and, of course, stop by our booth (Booth # 300-302). We would love to see you.

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Holiday Schedule

Profitool's offices will be closed in observance of the following holiday:
Memorial Day — Monday, May 30th



**A
Fresh
New
Look at
Profitool**

BIRT Reporting

Profitool now supports BIRT (Business Intelligence and Reporting Tools) reports. BIRT reports are open source, and have much the same capabilities as *Crystal Reports* or *Microsoft's Reporting Services* templates, including free-form layout, unlimited True-Type font styling, image embedding, sub-reports, export to multiple formats, scripting, and charting.

Currently, the Profitool-supported BIRT reports are PDF renditions of the standard OUT### files that are typically generated whenever the user creates a report.

In order to use this feature, the following conditions must be met:

1. JAVA SE JDK 6 runtime or later must be installed on the server.

2. BIRT 2.6 run-time engine or later must be installed on the server.

3. Profitool's report2pdf utility (version 0.5 or later) must be installed.

4. BIRT report templates must be installed in the correct directory.

Below is an example of a Summary of Contracts report and corresponding charts.

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Report #160 Page 1

*** SUMMARY OF CONTRACTS ***
Progressive Construction Corp.

JOB/PHA Number	Contract Amount	Cost To Date	Estimated Cost To Complete	Total Estimated Job Cost	Estimated Gross Profit	% Comp	Prior Years	Current Year	Cost Plus Gross Profit	Billings To Date	Earnings Exceeding Billing	Billings Exceeding Earnings
COMPLETED JOBS:												
7936	1	1ST NATIONAL BANK & TRUST										
		1,050,000	802,017	802,017	247,983	100%	247,983		1,050,000	1,050,000		
51611	1	014TPT/REPLACEMENT OF HAGAN MO										
		166,550	178,134	178,134	-11,584	100%	-11,584		166,550	166,550		
51612	1	SANDPINES ADD ON #2										
		101,479	101,479	101,479	-101,479	100%	-101,479					
Completed Jobs Subtotal:		1,216,550	1,081,630	1,081,630	-134,921	100%	134,921		1,216,550	1,216,550		
JOBS IN PROGRESS:												
6035	1	LAGUNA HILLS HIGH SCHOOL STADIUM										
		1,278,380	818,226	246,492	1,064,718	77%	61,117	103,080	982,423	879,343	103,080	

Completed Jobs

Jobs In Progress

Client Spotlight — R.J. Runge Company, Inc.



The R.J. Runge Company is now live on the Profitool application. At present, they are using the following modules: Payroll, Transactions, Job Cost and General Ledger.

As noted in a previous newsletter, R.J. Runge Company, Inc. was established January 6, 2004 and is located in Port Clinton, Ohio. Providing general contracting and construction management services, the company specializes in new construction, renovation and expansion.

R.J. Runge Company, Inc. is a Woman-Owned, Small Business and a participant in Ohio's Encouraging

Diversity, Growth and Equity (EDGE) program. R.J. Runge Company, Inc. is also a HUBZone certified company and an 8(a)/SDB certified company.

R.J. Runge Company, Inc. services the continental United States in the markets of aviation, commercial, education, federal government, industrial, healthcare, heavy/highway, homeland security, manufacturing, military, power, process/refinery, retail, technology and warehousing.

New Profitool Senior Sales Executive — Robin Harris

Profitool is excited to announce that we have hired Robin Harris as our new Senior Sales Executive.

With over 30 years' experience, Robin comes to Profitool with a broad background in both construction project management and construction software sales.

Robin has over 15 years experience in various aspects of the construction industry, including residential, commercial, civil, and industrial.

Robin has nearly 20 years' experience successfully selling software and consulting with customers to solve a wide range of business process issues.

Originally from Texas, Robin has spent the last 10 years here in the Denver area of Colorado, first as a director of sales, marketing, and professional services for a Colorado construction software reseller and, later, as Regional Manager for a large multi-state construction software group.

Robin's role at Profitool is to grow our new customer acquisition business while contributing new ideas to enhance our Profitool suite of applications.

Robin's contact information is below:

866-571-1555
Robin.Harris@Profitool.com

Future Profitool 7.1 Features

Below is a list of some of Profitool's newest features that will be available in the future release of Version 7.1:

As noted on Page 2 of this newsletter, Profitool now supports BIRT (Business Intelligence and Reporting Tools) reports.

The Profitool application now has full SQL and MySQL support.

A major enhancement has been made that

copies many of the site directory files to permanently reside in the user's DFD.

Predefined InfoLinks are now included with the standard application.

The Commitments module has been enhanced with a new Pricing Agreement feature. Both Purchase Order and Subcontract commitments have been modified to establish an agreed price limit with the vendor for a period of time, apply work

orders against a vendor/purchase order or vendor/subcontract and apply this pricing agreement against multiple jobs.

The Commitment module has been enhanced with the ability to now require the approval of Purchase Orders and/or Subcontracts. Email can be automatically generated and distributed to the people involved regarding the commitments needing approval and the actions taken to approve them.

Scrolling Universal Search screens now provide better access to Profitool file data.



Profitool Tip — Automatic Email (SA AUTO EMAIL)

VARIOUS Software Modification Reports (SMRs) describe the Automatic Email feature, which is applicable to reports and allows the user to automatically email completed reports from the PRINT 1 screen. A user puts an AUTO EMAIL CODE field on a PRINT 1 screen in the field called EMAIL ADDRESS. The screen SA AUTO EMAIL has instructions about the email code that includes multiple email addresses, type of file (.pdf or .txt) and description.

SMR 06.01.008: This SMR describes how a user can automatically email completed reports from the PRINT 1 screen. Each report can be emailed to multiple email addresses at the same time. The selection SA AUTO EMAIL is used to maintain the information that is needed when automatically emailing reports from the PRINT 1 screen. The

'Email code' is user defined and will be subsequently entered in the 'Email address' field on the PRINT 1 screen for the applicable report(s).

The SA AUTO EMAIL screen is used to enter instructions regarding the output of the reports in the email. The reports may be flagged to be sent as PDF files, text files or both. The system will add an automatic description as the subject text when an 'X' is entered in the 'Rpt Desc' field. This automatic text may be appended with additional user supplied 'Subject text' information. Either of these two fields may be used alone, but at least one of the fields must be selected.

SMR 06.01.031: This SMR describes how the output from C PO PRINT may be emailed via SA AUTO EMAIL at the completion of the C PO POST report. In

addition, the output from C SC PRINT may also be emailed via SA AUTO EMAIL at the completion of the C SC POST report.

SMR 06.01.181: This SMR describes how it is possible to email images of File Maintenance entry screens. The resulting email(s) are a character mode image of the screen followed by 'Screen field: Value' lines.

Refer to the selection SA AUTO EMAIL on-line documentation for additional information on the auto email feature.

“One machine can do the work of fifty ordinary men. No machine can do the work of one extraordinary man.”
~Elbert Hubbard



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Brain Teaser

Inside each set of the following words, there are a pair of smaller words. By putting & between them, you'll make a familiar phrase. For example, "Thighbone/Swallowtail" conceals "High & Low."

1. Skyrocketing/Trolleyman
2. Thermometer/Apoplexy
3. Delaware/Bordering
4. Surprised/Trashiness
5. Throughout/Stumblebum

Answers:
1. Rock & Roll
2. Mom & Pop
3. Law & Order
4. Rise & Shine
5. Rough & Tumble