

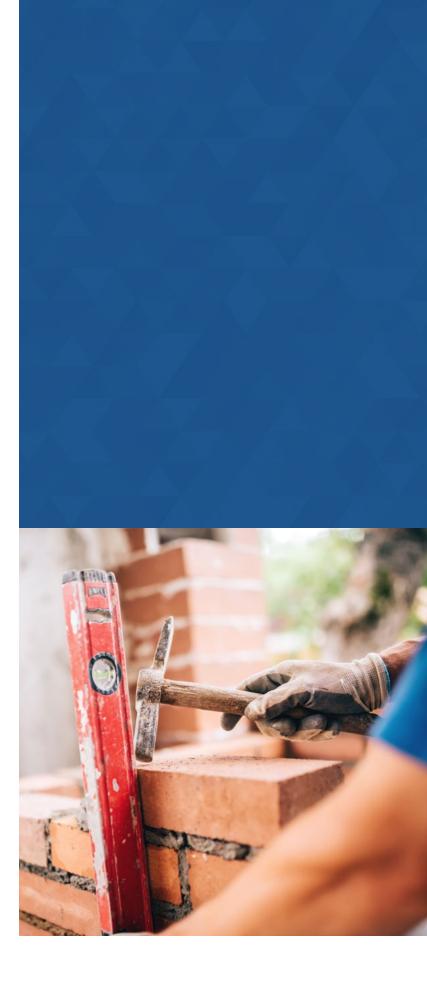
# Solutions for Masonry Contractors





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# About Us

C/F Data Systems develops and sells integrated project management, job-costing, construction accounting software. For over 40 years, we have been helping masonry contractors increase efficiency, improve business process and drive profitability with our construction accounting software, STRUCTURE Blue.

Our services include: consultation, software, training programs, continuous programming and phone support with a guaranteed response.

One of the many reasons contractors turn to us for their system needs is our ability to customize our software to meet their needs. Whether it is a unique report, enhancement or other program change, the C/F Data development team will accommodate any request. We actively seek user input to define and redefine the capabilities of our systems. We are continuously customizing our product to meet our customers' needs.

Our dedicated team of software professionals along with our unsurpassed client support network have contributed to our continued growth and success.

# Exceptional Support Staff

For more than 40 years, C/F Data Systems has established standards for the highest level of customer support available in the industry. Our service excellence is derived from a combination of support staff tenure, averaging 15 years, and our team that genuinely cares about each and every one of our customers.

Our customer support systems are designed to meet the day to day challenges of supporting your office staff in the operations of STRUCTURE Blue. Instant call response is the rule. With tools such as on-line call logging and an integrated problem resolution history we can assure our customers a prompt solution to even the most challenging obstacles.

Our Call Support System tracks every call and resolution, allowing us to build a FAQ virtual library.

What separates C/F Data Systems from other software companies is our amazing support staff. Every member of our support team is located at our headquarters in Weymouth, MA. We pride ourselves on being able to deliver amazing support to our customers.

What separates
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from other software
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The average tenure is 15
years, ensuring that you
get the right answer the
first time you call.





# Masonry Contractors

Tracking unit production is a snap. STRUCTURE Blue allows you to report your production on a daily basis to easily identify your individual unit costs.

With STRUCTURE Blue's Payroll module you can enter your labor either daily or weekly. With the integration to the Workforce Scheduling module, you can project manpower requirements and schedule resources for all upcoming projects.

Easily generate work in process reports for your bank or bonding company with STRUCTURE Blue. Produce daily or weekly cost to budget reports that allow you to track unit cost per brick, block or whatever way you wish. Bill your jobs out on a standard AIA or any other billing format you may require.

Tracking all of your project details is a snap with Project Management. Track your submittals, transmittals and RFI's along with all job correspondence in one easy to manage area.



# How It Works

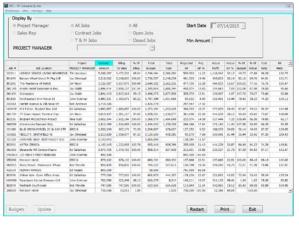
# **Executive Center**

Keeping track of your company's financial information can be quite the hassle. A massive amount of time is wasted pouring over a plethora of management reports and spreadsheets. Now you can rid yourself of the clutter. STRUCTURE Blue's Executive Center was designed with you in mind. All of your critical financial information is displayed on one screen.



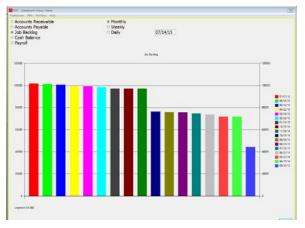
### Central Hub

You can see your complete receivables and payables at a glance. If necessary you can go deeper to see which invoices are past due as well as any collection call history. Check your daily cash balance, or access your financials with the click of a button.



### See Everything

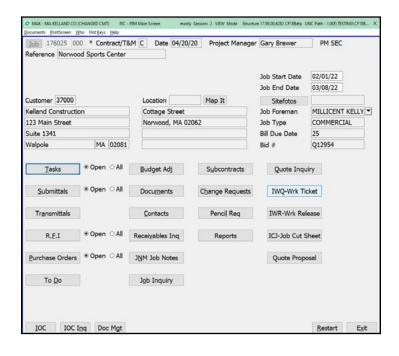
One number representing your entire project backlog allows you to access all the necessary information on each job, actual to budget, billing and payments and transaction detail costs.



### Easy to Use

Easily access your company's financial status for previous time periods and compare different periods. Keep financial and job information confidential by limiting access for certain users.

### **Project Management**



The Project Management module was designed to meet the demands of even the busiest project managers. With everything located in one convenient project dashboard, there's no hassle searching for pertinent information, from bid day to closeout.

Quickly access the status of purchase orders, subcontracts and change requests related to each job. Customize and generate transmittals, submittals, RFI's and track them through the many reporting logs available in Project Management.

Project Management also give you the ability to limit access to sensitive job and financial information to specific users, including the project manager, the assistant to the project manager or the finance department.

#### All in One Place

See all of your crucial project information in one place. You can email correspondence and reports right from your desktop, allowing you to essentially have a paperless office.

#### **Monitor Everything**

Monitor the project "To Do's" by setting up tasks and reminders in this comprehensive module. Project managers can enter progress on a percentage of completion or cost to complete basis to determine an estimated final cost to get a much better picture of where they are in the job.

#### Integration with Microsoft Office

Integrate with Microsoft Word and Excel to further customize your project correspondence. Using STRUCTURE Blue's Outlook integration, send reminders right to Outlook calendar. Utilize the Document Log to track even non-STRUCTURE created files like photos, PDFs, Word documents and more.

### Document Management



STRUCTURE Blue's Document Management module lets you attach all types of documents to the many file locations throughout STRUCTURE Blue.

Document Management allows for a batch of documents to be scanned in and separated into individual documents (single or multi pages). They can be attached to the multiple places at once.

Each document can be categorized and classified for easy retrieval. Through the various security levels available in STRUCTURE Blue, you can restrict who can access various documents.

#### Attach Multiple Files

You can attach any document type, including: .pdf, .xls, .doc, .jpeg and .bmp. Documents can be attached to employee, customer, vendor, subcontract, job, material record, service location or to a piece of equipment tied to a service location.

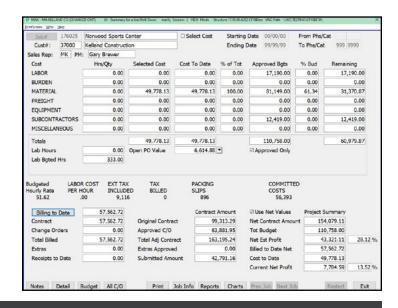
#### **Flexibility**

Similarly, A/P invoices can be attached when receiving in against a purchase order. Accounts receivable checks can also be scanned in as a batch and applied to individual cash receipt records for future retrieval.

#### **Enhanced Storage**

The document storage functionality is configurable where the physical document can be saved on your server or any location you designate, even in the cloud.

### Job Cost and Billing



The job cost and billing module offers a wide array of standard inquiries and reports, including:

- Open Jobs
- · Work in Progress ·
- · Category Budget
- · Detail Costs
- Job Summary
- T 11 .
- Tool Locater
- Stock Slips
- Workers' Comp

- Field Report Worksheet
- · Change Order Analysis
- AIA G701, AIA G702, & AIA G703
- T&M and Unit Price Bills
- Project Manager Reports
- Production Tracking Reporting

The Job Cost and Billing module in STRUCTURE Blue allows you to view all significant details of each job as well as summarize and compare costs to the budget.

You can import a budget from one of the many third party estimating programs that seamlessly integrate with STRUCTURE Blue or you can develop your own budget in dollars, hours or units, by cost code and cost type. Utilize the extensive Cash Flow Projection feature that allows you to forecast all pending cash in and out on all of your jobs. With this you will be able to determine any cash shortfalls that might require additional borrowing.

STRUCTURE Blue's ability to handle job change orders is what separates it from others. Create change order proposals and organize them by date, job or customer. Combine change orders and list them on a statement. Create your change order proposals in a variety of formats, or customize your bills and statements yourself on the fly. Once approved, add them to the AIA with one click.

#### Change Orders Made Easy

- · Access inventory and payroll tables for T&M Billing
- · Product inventory can be priced automatically
- Maintain all jobs and perform a billing on a requisition, AIA, cost plus, time; materials or unit price billing basis for utility, federal and state projects

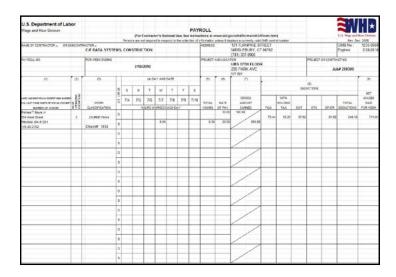
#### Control Access

Keep job information confidential by limiting access for different users.

#### Integration With Microsoft Office

- Create and manage details for both contract and T&M jobs, including change orders
- · Develop budgets and compare costs to the budget
- Email reports right from your desktop
- Master Report Generator provides the option to create user defined columns

### **Payroll**



Create a complete employee database, including:

- · Employee List
- · Certified Payroll
- Workers' Comp
- Monthly and YTD Earnings
- · Quarterly Taxes
- Employee Earnings History
- 401k Reporting
- · Time Sheets
- · Vacation, Personal and Sick Time
- Union and Minority
- · Year End W2's
- · Payroll, Deduction and Check Registers
- Direct Deposit

Payroll can be a nightmare for any contractor. Employees could have multiple pay types, job classifications, different pay scales, different locations with different tax rates and dozens of compliance reports required by various agencies. The good news is that you can easily set up STRUCTURE Blue to do all of this for you.

With STRUCTURE Blue you can automatically post labor to job costs, as well as track vacation, holiday and earned sick time. You have the ability to calculate taxes and deductions, Davis-Bacon and Section 125 deductions and automatically print state tax checks and garnishment checks as part of the payroll run.

The many inquiries and reports in the payroll module allow you to inquire on specific employee information, with a feature that lets you see additional details on the entries. This is excellent for times when you need to review check stub details including hours, taxes, deductions and expenses.

Custom reports can be set for each union with headings, multiple columns, optional subtotals and totals. Choose which locals to run. Reports can be sent to Excel via .csv or .xml format.

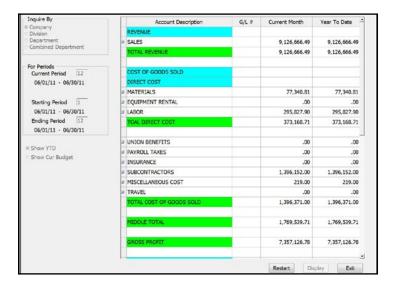
#### **Employee Time Options**

- · Track employee's time from job sheets
- · Withhold taxes in multiple states within one pay period
- · Enter payroll from handwritten checks
- Enter employees' time for system-generated checks
- Use TimeLinc, our mobile app, to enter daily time for labor and equipment to specific devices in the field

#### Multiple Functions

Set up the system to automatically manage employee pay rates and job classifications, different tax rates and various compliance reports. Email reports and send direct deposit checks via our BRAINS tool right from your desktop. Keep employee info confidential by limiting access to different users.

### **General Ledger**



General Ledger Inquires:

- · Charts of Accounts
- Trial Balance Reporting
- Balance Sheet Reporting
- · Income Statement
- · Auditor's Trial Balance
- Management Reporting
- · Comparative Reporting
- Check Reconciliation
- Cash Flow Reporting

In any accounting system, all transactions link to the general ledger, and with STRUCTURE Blue, it is possible to isolate and highlight those transactions for time periods you define.

Work in multiple periods and isolate department, division and multi-company accounts. Create supporting schedules for every account. Of course, you have the option to set up automatic accruals, reversals and recurring entries.

STRUCTURE Blue performs all the standard functions of a powerful general ledger system, but the user-created capabilities are what allows it to stand out. The general ledger also allows for all of your banking needs, including check reconciliation and account transfers.

You can export a trial balance or a financial statement to Excel for off-site auditing as well as produce financial statements for undisclosed periods and for prior periods, at any time of the month.

Save up to seven years of financial history in the system. Control which period users are allowed to post from A/R, A/P and payables without actually closing the period.

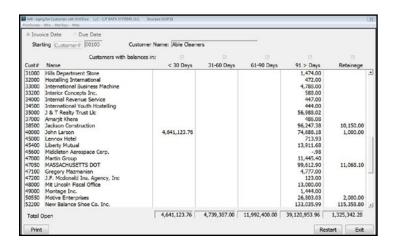
#### Keep Your Financial Information Secure

STRUCTURE Blue allows you to create safeguards needed to keep your financial information protected. You can set up dozens of authorization levels for data entry, editing, analysis, report consolidation, design and output. The CEO can review reports and consolidate them and a clerk can make entries.

#### Features

- · Create and customize financial reports
- · Reconcile your checkbook and account transfers
- · Keep banking information confidential
- Export to Excel with ease
- Run financials anytime with the period income statement inquiry

### **Accounts Receivable**



Standard accounts receivable inquires and reports, including:

- Sales Analysis
- · Customer Statements
- · Customer Activity Reports
- · Customer List
- · Aging for a Variety of Time Periods
- Invoice and Payment History
- · Commission Reporting
- · Cash Receipts
- · Sales Register

Your cash flow starts with receivables and the Accounts Receivable module lets you view and analyze your cash flow from every conceivable vantage point.

Through the use of STRUCTURE Blue, manage commission rates of your sales representative, as well as run a sales report to project the tentative commissions for your open receivables. With STRUCTURE Blue's password-controlled access you can permit selected users to edit cash receipts and adjustments. STRUCTURE Blue provides an audit trail of those edits.

You receive a complete collections file with interactive exchange of notes for tracking calls and responses as well as standard letters that can be easily customized. As with every part of STRUCTURE Blue, we provide you with a range of models and templates based on over thirty years of experience. Then we give you easy-to-use tools to customize STRUCTURE Blue to meet your business needs.

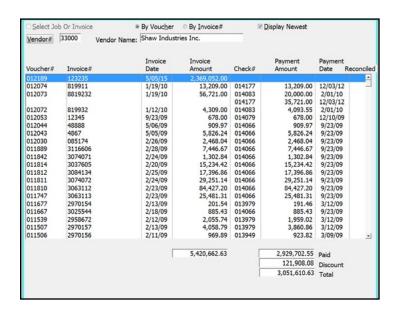
#### Create a Customer Database

Create a customer database within the Accounts Receivable module for all of your customer contact information, including: phone number, extension number, cell phone number and email for as many contacts as you need.

#### View Cash Flow from all Angles

Email copies of invoices and AIA's right from your desktop, expediting the collection process. Track your company accounts receivable, then navigate down to the past due invoice to get the information you need to collect your cash faster.

### **Accounts Payable**



Standard accounts payables inquires and reports, including:

- Access History Job, G/L, PO, vendor, or Check#
- Purchase Journal
- · Cash Flow Projections
- · Vendor List
- A/P Aging
- · Billing and Payment Histories
- · Voucher and Check Registers
- Aging for a variety of time periods

Cash flows both ways and STRUCTURE helps keep track of where your cash is going. STRUCTURE automatically posts purchases to Job Cost and General Ledger, and ages invoices by due or invoice date for any time period.

With STRUCTURE, you are able to run cash management reports by job, due date, selected vendors' invoices or various combinations. Maintain sub-contractor records of billing to date as well as contract amount outstanding, lien waiver and insurance expiration dates, and even track retainage.

With STRUCTURE, you have the ability to print custom lien waivers as well.

You have the ability to post partial payments, create joint checks and post to multiple General Ledger periods in the same batch. The Accounts Payable module allows you to enter the recurring payments for automatic posting. There's even a vendor note subsystem for correspondence.

#### **Total Access**

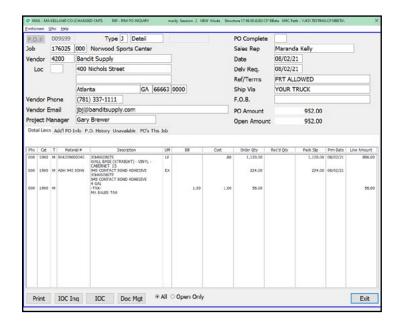
Access your entire A/P balance and navigate to each and every invoice. The red flashing voucher memo lets you know any important information on the outstanding bill.

#### Features

Create and manage vendor files, including multiple contacts and discount rates offered by the vendor.

Email reports right from your desktop. Keep payables information confidential by limiting access for different users.

### **Purchase Orders**



Efficient management of purchase orders keeps your projects rolling. With STRUCTURE Blue, you have the ability to create purchase orders that satisfy all methods of purchasing. Whether you are buying in lump sum, lot price or detail, STRUCTURE Blue handles them all.

You can bring in detail from standard inventory lists, set up vendor price matrices for calculating discounts from standard trade pricing or set up special pricing for each job.

Committed but unbilled costs are part of every project. STRUCTURE Blue's open purchase orders will update to job cost's 'committed cost' to give you a total picture of your job's status.

Print out your own customized acknowledgments with additional fulfillment such as subcontracts, terms and conditions or project specifications to streamline the ordering process.

#### Multiple Functions

- Create and manage lump sum, lot price, or detail purchase orders
- · Email purchase orders right from your desktop
- Keep purchasing information confidential by limiting access for different users

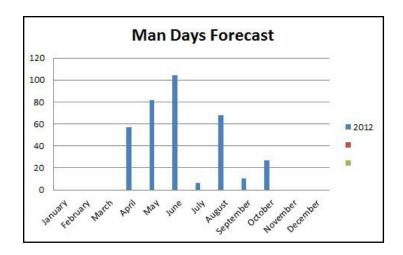
#### Easy to use

Update your inventory as soon as material is received and value your inventory in a variety of ways. Access purchase order history by vendor, job, material or phase/category/type, in either summary or detail.

#### Do More

Generate RFQ's to get the best pricing possible then use the results to generate your purchase orders. Create purchase order revisions to track the history of every change made to your original order.

# **WorkForce Scheduling**



Work force inquiries and reports, including:

- WorkForce Schedule Report
- · Payroll Report by Employee
- Resource Schedule by Employee/Job
- · Weekly Schedule
- Forecast Resource Requirements

WorkForce Scheduling allows your scheduler or foreman to allocate and schedule the necessary resources, such as labor and equipment, for all of your upcoming projects. Because of STRUCTURE Blue's security, you can limit access to jobs they are responsible for staffing.

Whether your project is short-term or long-term, WorkForce Scheduling provides the tools to manage your labor force and resources, establish a database of skill sets required for certain projects and assign employees based on their skills and availability. You can also generate labor forecasts to determine your future workforce requirements.

Using STRUCTURE Blue you can generate a calendar to track employee availability and keep a complete history of your workforce schedule for all of your future labor reporting requirements. Interface to STRUCTURE Blue's comprehensive payroll program to streamline the entire time collection process.

With TimeLinc, STRUCTURE Blue's mobile field time collection app, you can capture the actual time worked and feed it right into actuals to compare against scheduled hours and update payroll.

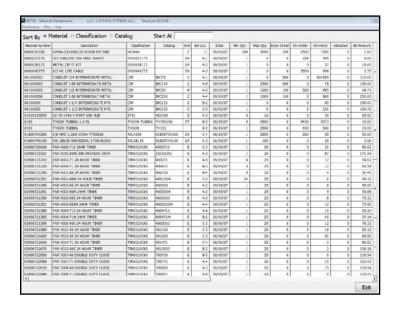
#### Stay on Top of Employee Schedules

- Maintain scheduling and calendars to track employee availability and history
- Use labor forecasts to determine future workforce requirements on projects
- · Email reports right from your desktop

#### **Total Control**

- Keep project information confidential by limiting access for different users
- Track your resources by job or employee and schedule as far in advance as needed
- Red numbers indicate an over-allocation of time or scheduled over-time

### **Inventory Control**



STRUCTURE Blue makes materials management fast, easy and efficient. Enter your receipts into the Inventory module directly, or integrate to purchase orders and receive via a packing slip or invoice receipt.

Establish inventory minimums, maximums, economic order quantities and produce exception reports to show your complete inventory status. Establish bin locations to find inventory with ease, count and enter physical as often as you wish.

Produce a complete history showing all additions and subtractions to your inventory for any range of dates. Value your inventory on either a replacement cost or weighted average basis.

Keep inventory information confidential by limiting access for different users.

#### Truck Inventory

With STRUCTURE Blue you will never have to worry about losing track of materials in service vehicles. Working alongside the Work Orders module, Truck Inventory allows you to keep tabs on all materials that are placed on service vehicles. A truck can be assigned to a technician and when the parts get billed on their work order they instantly come off of the truck's inventory allowing you to locate materials that are in specific trucks.

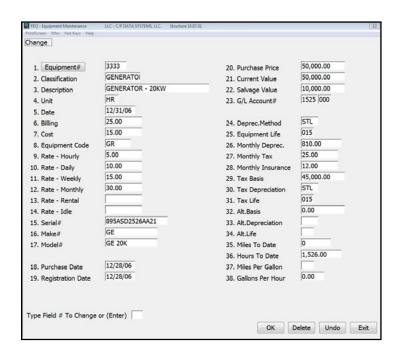
#### Never Lose Track of Inventory

Easily track on-hand quantity and get a snapshot of all purchases made for that item. Establish pricing by vendor and by job, and lock in your best negotiated discounts.

#### Go Paperless

Enter receipts and manage inventory directly, or use the Purchase Orders module to receive via packing slips or invoice receipts. Email reports right from your desktop, perfect for a paperless office.

### **Fixed Assets**



Multiple functions, including:

- Equipment History by Equipment, Component and Serial Number
- · Equipment Revenue and Expense Report
- Fuel Usage Report
- · Service Tickets and Service Inquiries
- PM Scheduling Report
- · Inventory Parts Reporting
- Depreciation Schedules
- General Ledger Interface Report
- Monthly Equipment Charges

Establish a complete list of all equipment and set up different billing rates, including: hourly, daily, weekly, monthly, rental or idle.

Produce preventative maintenance schedules based on days, miles, or hours, allowing you to keep your valuable resources in tip-top condition. Produce service tickets for your mechanics and draw from your integrated parts database inventory.

Track all revenue and expense associated with each piece of equipment to produce a complete and accurate cost per hour of utilization to determine which equipment to keep and which to dispose of.

Maintain lists of parts used for maintenance on stock equipment. Schedule maintenance and produce service tickets for each piece of equipment.

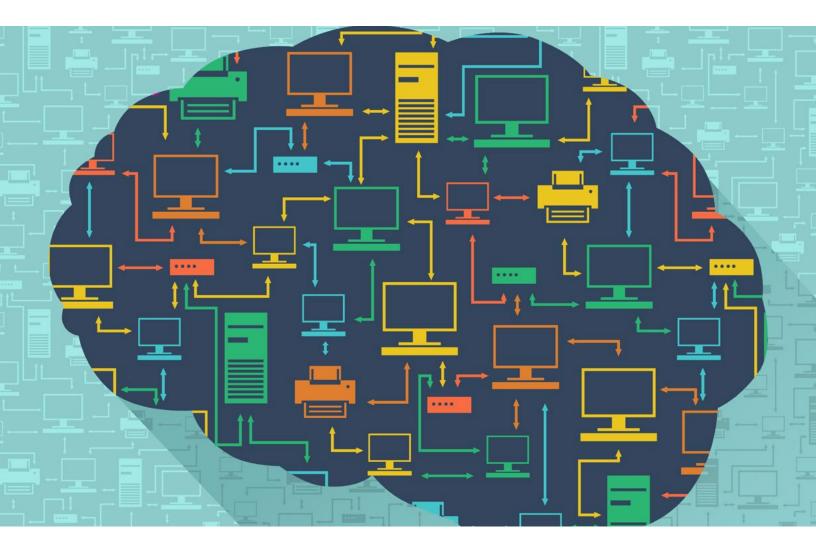
### Know Everything about Your Equipment

- Monitor all relevant information including purchase date, purchase price, current value and salvage value
- · Track and analyze the costs of your equipment

#### View Depreciation

Generate depreciation tables on either book, tax or a third alternate basis as you decide.

# STRUCTURE Blue Comes with BRAINS



Business Reporting Automated Intelligence Notification Service (BRAINS) is a feature which allows STRUCTURE Blue to run programs and send emails automatically from the server. You could say it's the "BRAINS" of the operation.

BRAINS can schedule certain reports to run at specific times and automatically email them to the proper individuals within your organization, saving you time and increasing your efficiency. BRAINS allows your payroll process to become automated. Payroll direct deposits can be emailed out directly to

your employees, eliminating the need to print and mail them out.

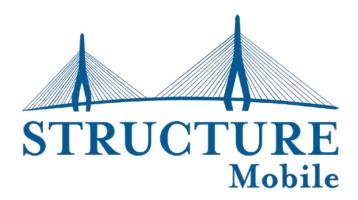
Normally you have to manually refresh the Executive Center, which could take quite some time to finish. You can set BRAINS to automatically refresh the Executive Center at any time you like. For example, you can have BRAINS set to refresh the Executive Center at midnight so when you come into work the next morning your updated information is there waiting for you. The best part is that BRAINS is offered at no extra cost to you.

Take the office with you to the jobsite.

Report production from the field

| 6 | TimeLinc              | R Cancel | Budgets                                  | 11:57<br>Cancel | Entry   |  |  |
|---|-----------------------|----------|--|-----------------|---|--|--|
|   | Job Entry             | MA       | ASS GENERAL DR SUITE REH<br>(2019UC-000) |                 | ENERAL DR SUITE REHA<br>(2019UC-000)<br>1100 DEMO-CARPET TILE |  |  |
|   |                       | Q Filter |  |                 | Production  |  |  |
|   | Reports               | CAT      | T: 0000 - NO DESCRIPTION                 | Qu              | antity  |  |  |
|   | Upload                | CAT:     | : 0100 - DEMO-CARPET TIL                 |                 | Comment   |  |  |
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Increase efficiency, save time and money





### **TimeLinc**

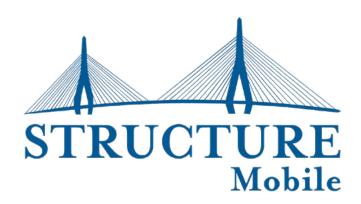
TimeLinc lets you send a list of jobs, cost categories, employees and equipment to devices in the field.

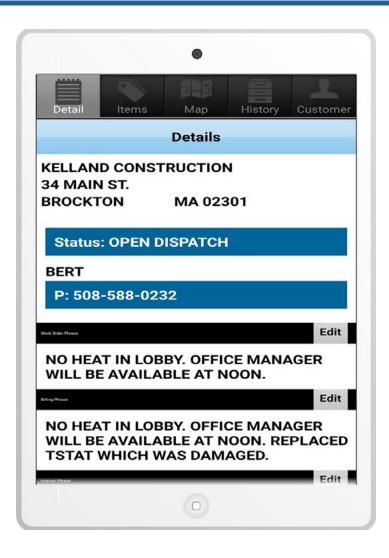
Your foremen can enter daily time for labor and equipment which is uploaded directly to STRUCTURE Blue, reducing redundancy and saving you time and money.

All STRUCTURE Mobile apps are iOS and Android compatible.









### **TechLinc**

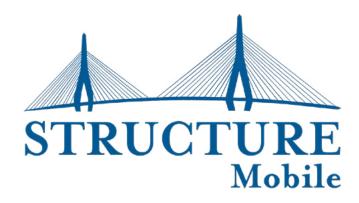
TechLinc lets you dispatch service calls directly to field service techs. In the field, the tech can access service history, get directions, enter a description and capture a digital signature.

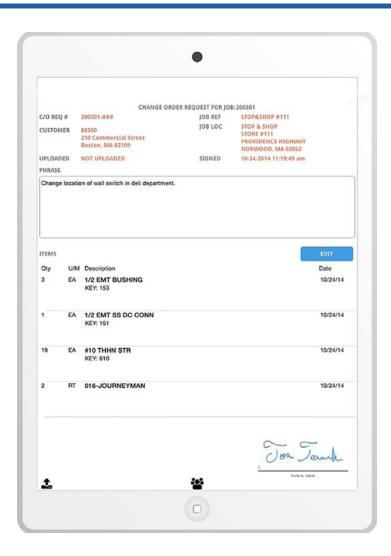
With TechLinc you no longer have to wait days to bill a customer, now you can do it almost instantly. Once the tech completes the call, the customer instantly receives a signed copy of the work order via email. All of the details sync with STRUCTURE Blue, ready to be reviewed by the billing department.

All STRUCTURE Mobile apps are iOS and Android compatible.









### ChangeLinc

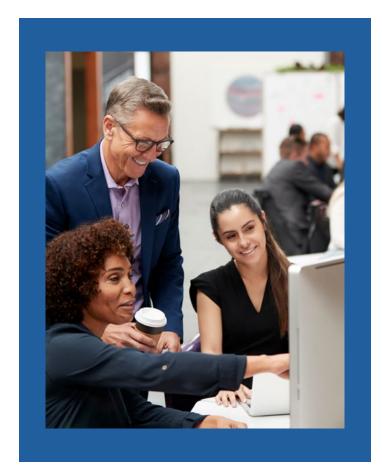
When working on a job, you never know what you might encounter. Sometimes you may have to make changes to your current job, and with ChangeLinc that process has become streamlined. ChangeLinc allows you to create change order requests directly from your mobile device and email the proposal to customers instantly.

With a secure login, each field supervisor or project manager can access all of their specific job information. From the field, access any of the jobs that you are working on to create change orders.

All STRUCTURE Mobile apps are iOS and Android compatible.







"We have been a loyal C/F Data Systems client for many years. They offer the best, most comprehensive, user-friendly software for the construction industry, meeting the needs of companies both large and small. These are the folks we depend on. They are always there, always helpful, friendly and able to answer your questions or solve your problem-even if it's just 'I forget how to.' Kudos to the talented C/F Data Systems team!"

- Sandy McCormick, Empire Masonry

"Standard industry metrics show that the average construction company generates income equal to \$300,000 per employee, at NCF/Lakota, we realize revenue of \$1.3m per employee, and STRUCTURE Blue has played a very important role in helping us to achieve this increased efficiency."

- Reza Amirghaffari , CEO, Lakota Contracting



# Contact



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