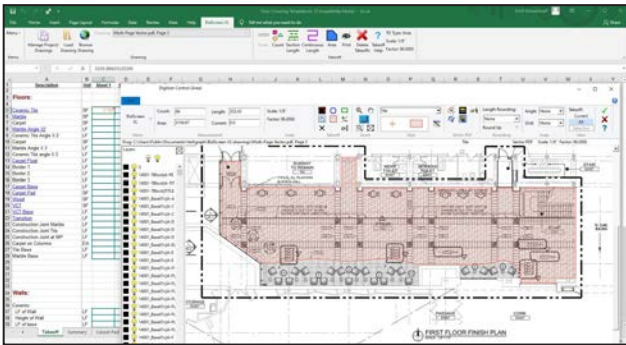## Happy Holidays

We wish everyone health, wealth, friendship and the best of everything in the new year!

BidScreen XL

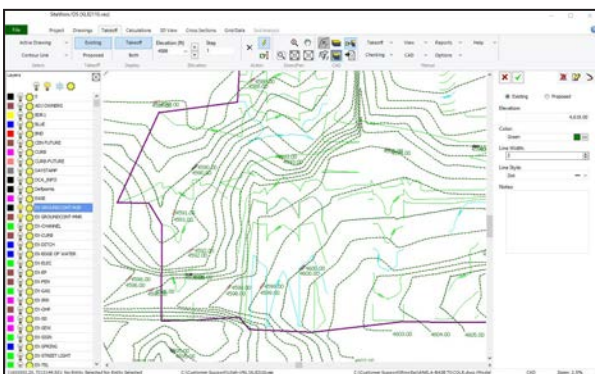## Please download and install the latest BidScreen XL Version 9 Software

BidScreen XL Version 9, our latest version for quantity takeoff in Microsoft Excel, offers many enhancements over previous versions. This new version was released earlier this year; and it has come to our attention that many BidScreen XL Version 8 customers have not installed this new software. Version 9 is available to all licensed BidScreen XL users at no additional cost and should be downloaded and installed immediately.

Prior to installing, please click on the **BidScreen XL** tab in Excel followed by **Menu | About BidScreen XL** to determine if the current version is 32 bit or 64 bit. If you have the 64 bit version of Excel, you must install the 64 bit BidScreen XL add-in. Next close Excel, and download and install the proper BidScreen XL version from **www.vertigraph.com**. When asked, click the Register button to register this version 9 software to your computer. After installing, click on **Help** at the BidScreen XL toolbar and the **What's New in Version 9** heading provides a list of features added. Enjoy.

If you are not a BidScreen XL customer, you can still freely install BidScreen XL Version 9 and evaluate the software for 14 days. After installing, please review the **How to Use BidScreen XL** document found under the BidScreen XL folder on your list of Programs. If you have any questions or would like a web demo please contact us at 214-340-9436.

SiteWorx/OS

Enhanced SiteWorx/OS Version 10 is available

SiteWorx/OS version 10 is now available to all licensed SiteWorx/OS users at no additional cost and should be downloaded and installed. Current licensed customers should upgrade via their SiteWorxOS software via **Help | Update Check...**. Additionally, the working software can be downloaded and installed from **www.vertigraph.com**.

There are many nice enhancements and performance improvements in version 10. After installing, please open the **Help** menu and click on **Introduction | Changes from Version 9** for a list of the many improvements.

Like BidScreen XL, all interested parties may download and install SiteWorx/OS version 10 and evaluate the software for 14 days. After installing, please review the **Tutorial** document found under the SiteWorxOS folder on your list of Programs for operating instructions. If you would like a web demo please contact us.

Earn Cash Rewards through Vertigraph's Referral Program

The most influential promoters of Vertigraph's takeoff and estimating software has always been our valued customers. As a result, effective immediately, we have established the Vertigraph Referral Program that rewards customers who recommend Vertigraph's software.

When any new customer licenses our software, Vertigraph will pay to the referring party a 5% fee based on the initial cost of the software license(s). When ordering, customers are asked for the referral's name. Payment will be made to the referring company or individual however this information is received.

Additionally, if the Vertigraph software is improving your takeoff and estimating operations and you endorse our affordable, easy to use solutions, Vertigraph will pay your company a one-time fee of $100 when Vertigraph's BidScreen XL or SiteWorx/OS software is mentioned on your company's website. To profit from this program, simply recommend the Vertigraph software or mention the Vertigraph software on your website. We thank everyone in advance for their support.

Vertigraph's 30 year anniversary! Thank You.

On February 25, 2021, Vertigraph will be celebrating our 30-year anniversary. We thank everyone involved. And we could not have been so successful without our dedicated employees, investors, resellers, suppliers and our valued customers. Special recognition goes out to several of our key stakeholders.

First, Ken Bailey, our M.I.T. educated lead developer has been with us since 1993. Before joining Vertigraph, Ken achieved noted accomplishments in research, development and engineering as VP Engineering for a prominent, publicly listed high technology company. In our view, Ken is the best developer in the industry by far and was the first to deliver the leading technologies used widely in the industry today. Ken was the first to develop: on-screen takeoff for site excavation, digitized takeoff in Excel, on-screen measuring in Excel, recording exact vector file measurements files directly in Excel, combining takeoff spreadsheets with a relational database for a complete solution and many other takeoff and estimating software firsts. Many of our competitors have tried to duplicate Ken's designs. In summary, Vertigraph's software is the best in the industry because of Ken's craftsmanship and insight.

Next, Kim Border our general manager has been with us for twenty years and heads up the administration, customer service and accounting functions. Prior to joining Vertigraph, Kim had project management experience with a large Dallas based general contractor. Kim is often the first to answer the phone and she will do whatever it takes to make sure the customer and business are more than satisfied. If you have any questions whatsoever, please contact Kim.

Lastly, Erich Schoenkopf, founded Vertigraph in 1991 and has been involved in creating the business and developing its strategy. Erich, a CPA, graduated from Penn State with distinction and was recruited by Deloitte to work in its Dallas office. Erich was subsequently employed as the CFO of a London Stock Exchange listed oil and gas developer and, as the CFO of a public company engaged in computer and telecommunications development worldwide. Based on his experience in developing entrepreneurial, public, multinational technology driven companies, Erich was well prepared to start and manage Vertigraph since inception.

What makes the economy grow? Why are we richer today than ever before?

The reason why we make more money today is because we are simply much more productive. Although inflation increases per capita income, it is productivity improvements that cause the economy to grow in real terms. In fact, we are seven times more productive today, resulting in greatly enhanced earnings, than we were a century ago. Investing in productivity improvements is the driving force for economic growth.

Alan Greenspan, the former chairman of the Federal Reserve Board, attributes three items to increased productivity and economic growth during the last century. Electricity and the internal combustion engine were the first items driving increased productivity. Instead of using manual tools, we now use power tools. Secondly, improvements in our transportation system let us move goods over greater distances much more efficiently. And lastly, and most importantly, information technology is the greatest force today in gaining productivity improvements. Greenspan has stated that information technology is the most far reaching of the three items driving productivity because information technology can be applied to all business processes.

What does this mean for you?

To increase your earnings, search for productivity improvements in all of your operations. Automating certain business activities through information technology, such as takeoff and estimating, is often one of the easiest places to find productivity improvements. And, please remember, not all information technology is the same.

Always prepare a cost benefit analysis. What is the return on the investment? What are the costs? What are the benefits? Consider all of the costs, besides licensing fees, such as the costs to implement, train, maintain, manage and service.

At Vertigraph, we are confident that our software solutions generate the highest return on investment with the greatest productivity improvements. That is our ending mission, and we only ask that you compare.

Please, contact us today for anything you may need for your takeoff and estimating operations.

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