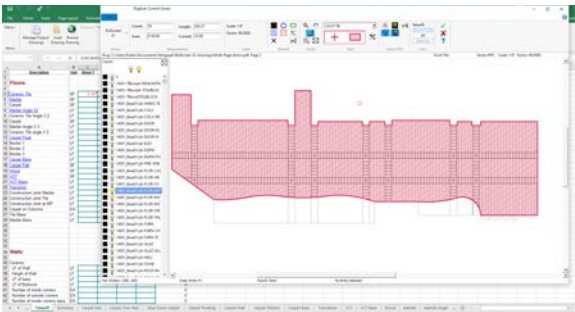


Home use of the Vertigraph software

In response to the Coronavirus outbreak, we recognize that our working conditions are changing with no clear end date in sight. To remain productive while keeping a safe distance, please note some options regarding software use at the house:

- 1) Work at the house by logging into the work computer. There are several remote software applications available. At Vertigraph we use Dualmon which we find to be very affordable and easy to use. They also offer a trial <https://www.dualmon.com/default.aspx>
- 2) Transfer the license to a laptop computer, for home and office use, and uninstall from the main PC for this period.
- 3) Lease the software for home use. The SiteWorx/OS monthly lease option is \$100 per installation per month and BidScreen XL is \$50 a month. The lease can be renewed monthly for the home PC as needed.
- 4) Install the 14 day trial software to your laptop and/or home PC from our website at www.vertigraph.com and utilize the trial software with no restrictions. The trial software is good for 14 days of use, not calendar days. It clicks down a day every day it is used. At the conclusion of the trial period, please decide if you want to transfer the software registration to you home computer, transfer it to a laptop or purchase or lease another license. For the Excel Add-in application, BidScreen XL, users can extend the usage time, by adding the Add-in's shortcut to their quick access toolbar and only turn on BidScreen XL in Excel when needed.

We hope the above options help. Please let us know if you need any assistance whatsoever. We wish you, your family, and associates the best of everything in these trying times.



BidScreen XL™

Version 9 released!

BidScreen XL Version 9, released April 27, 2020, has many new enhancements. Some of the improvements include improved speed and performance when working with vector type drawings. With AutoCAD files, users can now freeze layers for substantially improved performance and ease of use. We expect that the distribution of vector type

PDF and CAD drawings will become the industry standard in the years ahead. These BidScreen XL Version 9 enhancements provide our customers with the ability to take advantage of these vector type PDF and CAD files.

With the latest version, takeoff objects can now be moved, rotated, copied and edited. Also, selected cells and color-coded takeoffs may be displayed while performing a new takeoff. If you are an existing BidScreen XL user, please download and install the latest version at www.vertigraph.com.

For anybody seeking to document the quantity takeoff in an Excel workbook, BidScreen XL is unmatched and is, by far, the best program in the industry for quantity takeoff. BidScreen XL works with most file types including AutoCAD DWG files and vector type PDF files. With vector files it's quick and easy to isolate and freeze design layers and then snap to the object for exact measurements.

For raster files, pixels are easily digitized on screen to obtain measurements. The value and color-coded takeoff are automatically stored in the Excel cell and workbook. BidScreen XL works with the actual PDF or AutoCAD file with no need to convert the file to a different file format like some programs require. BidScreen XL is not only perfect for Excel estimators but it's also ideal for use with any estimating program that allows the takeoff to be recorded to Excel. Estimating programs such as HCSS, B2W and InEight encourage the takeoff to be recorded into Excel where the Excel takeoff values are then applied to the work package assemblies in its database software. A collection of Excel takeoff and estimating templates are also included with the BidScreen XL software.

Recording the takeoff in Excel for most trades is the best and most cost-effective way to document the takeoff. Takeoff is easy with BidScreen XL. BidScreen XL measures; Excel then calculates to arrive at the quantity takeoff. Other applications provide you with an itemized listing of measurements that may be transferred to Excel. But applying Excel formulas to the measurements is time consuming, cumbersome and difficult with these other programs. As a takeoff professional, you need more than a list of measurements to clearly document the takeoff and estimate. With BidScreen XL the takeoff starts and stops in Excel. Once you start working with an Excel template and using BidScreen XL for your takeoffs, you'll quickly see what you've been missing when working with these other, much more limiting, applications.

We thank all of our stakeholders that were involved in the release of this software. With the latest release, Vertigraph continues to lead the industry in providing easy, affordable, powerful quantity takeoff software that is built with craftsmanship.

Vertigraph's Strength

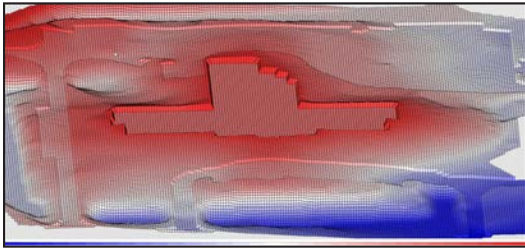
Since its founding in 1991, Vertigraph has many firsts including being the first company to develop relational database software that linked Excel type takeoff spreadsheets to assemblies with its original BidWorx for Windows software. Today, most of the leading relational database estimating software companies now duplicate our methodology which was developed by Vertigraph over twenty-five years ago. Vertigraph changed the entire industry with BidPoint XL, which invented the process of documenting the takeoff in Excel by digitizing blueprint measurements into an Excel workbook. Vertigraph continued to advance this Excel takeoff concept with its release of BidScreen XL. With BidScreen XL, Vertigraph created the process and methodology of recording on-screen measurements from PDF and vector type files directly into Microsoft Excel workbooks. Vertigraph's SiteWorx/OS product was also the first application to provide takeoff from PDF and AutoCAD files for 3D modeling and site excavation quantities. The BidScreen XL version 9 release continues to demonstrate why Vertigraph is the leader in providing outstanding, affordable takeoff and estimating solutions. Check out BidScreen XL Version 9 today!

The reason Vertigraph's products, solutions and company are so strong is because of our people. Some of our key personnel deserve some acknowledgement. Erich, its founder, graduated from Penn State University with Distinction and was recruited by Deloitte in Dallas, TX as a CPA. After rising to a senior position, he was recruited by a multinational, public company engaged in single board computer, telecom equipment and oil and gas exploration where he quickly rose to CFO. In 1991 he founded Vertigraph and purchased all rights to the DOS based BidWorx software. Vertigraph's lead investor in its formation was Charlie Close. Drexel University's Charles D. Close School of Entrepreneurship is named in Charlie's honor.

Shortly after incorporation, Ken joined the company heading up software development and has been with us for over twenty-eight years. Ken is outstanding, a true genius, who thinks outside the box. Ken with his MIT education and background as VP Engineering for a public technology company provides the strength and craftsmanship to our software. Ken continues to be the best and most creative developer in the industry, by far.

Leading the day-to-day operations and support services is Kim. Kim, employed by Vertigraph for over 19 years, is smart, hardworking, provides outstanding management and always seeks solutions to any issue. Kim manages the customer support services along with Vertigraph's daily operations. If you have any questions whatsoever, contact Kim directly for any help you may need.

Vertigraph thanks all of our other employees and stakeholders that have helped us deliver our leading-edge solutions.



SiteWorx/OS™

The Latest Version

Certain enhancements made to BidScreen XL Version 9 were also incorporated into the latest SiteWorx/OS release. Like BidScreen XL, freezing layers from AutoCAD DWG files for improved speed and performance has been added. If you are an existing SiteWorx/OS customer, please click on the **Help** menu and then **Update Check...** to insure you have the latest version. For those that would like to evaluate SiteWorx/OS, go to <https://www.vertigraph.com/products/download-software/> and fill out the form. After installing, run the program and review the tutorial found under the SiteWorx/OS folder on your list of programs.

Other cut and fill takeoff software

We recently returned from ConExpo in Las Vegas and observed an interesting presentation on Trimble's cut and fill software named Business Center. Vertigraph's SiteWorx/OS is a direct competitor to this Trimble product. Upon further discussion with an authorized dealer, we discovered some surprising differences between our SiteWorx/OS software and Trimble's Business Center product. We were shocked at what we learned.

Trimble's Business Center is, quite frankly, inferior, much more difficult, and overpriced when comparing it to Vertigraph's SiteWorx/OS software. The initial cost of this Business Center software is \$8,500 and the local reseller said that training is required which costs an additional \$1,500 for a two-day training class and \$2,500 for a four-day class. Although there are some training videos on YouTube, the dealer informed us that he was unaware of anybody having any success with the software without purchasing the training class first. Surprisingly, he also disclosed that no software support would be provided unless the training class was purchased. In addition to the initial cost for the software and training, Trimble's annual fees for support and updates are an additional \$989 per the local dealer.

The Trimble product is more difficult than it needs to be because you'll have to export the data from the original PDF vector file into a format that the Trimble software can use. It appears Trimble uses templates and complicated standardization tools to achieve the PDF file conversion. With Business Center the takeoff is not performed directly from the vector type PDF file. It takes a lot of steps and complexity to generate a takeoff starting with a vector type PDF file. Performing a takeoff from an AutoCAD file also seems cumbersome in comparison with the SiteWorx/OS solution. It also appears difficult to assign elevations to the contour lines imported from the PDF file. The individual at ConExpo demonstrating the Trimble software informed us that it is best to print out the drawing so that elevations from the printed drawing can be recorded into the Trimble software. Trimble's digital takeoff seems to require significant use of the paper plans as a result.

I can see why many Vertigraph customers have ditched this software and licensed SiteWorx/OS instead. We heard numerous times and consistently that the Trimble software is cumbersome. Vertigraph's SiteWorx/OS software is obviously better designed, using more modern technology and is much easier and faster to generate an accurate takeoff. Additionally, SiteWorx/OS automatically generates a DWG file that contains the line work, elevation data, and location data for use with your machine control equipment.

You may currently lease SiteWorx/OS for \$850 per year which includes training, support and software updates which is less than Trimble's annual fees. To purchase SiteWorx/OS with one year of Full_Serve the cost is \$1,950. Please compare features and price of any competing software with Vertigraph's SiteWorx/OS software. We know you'll find that Vertigraph offers features and ease of use that are not found in other programs, at any price. Call us today for a demo or further information.

Product reviews

If you have recently visited www.vertigraph.com you'll notice a collection of product reviews for both the BidScreen XL and SiteWorx/OS software. If you are interested in having your product review listed on the Vertigraph site, please contact us. We welcome your thoughts.

Your business in these challenging times

This Covid 19 invasion has caught us all off guard. We started off the year extremely optimistic. All of a sudden, we are struck by this pandemic resulting in vast changes to our daily lives. The possible negative impact on our health, business and livelihood is concerning. We wish everybody safety and success. To stay strong and prosper, we encourage you to search for costs that can be reduced and to invest in tools that provide a quick payback and increase productivity. We know you'll find that Vertigraph's software will provide you with significant returns in the years ahead.

In closing, we again wish everybody good health, good fortune and the best of everything in the years ahead.

To quote Mia Hamm in closing ...

Like difficulties and struggles, **“Failure happens all the time. It happens every day in practice. What makes you better is how you react to it.”**