

Welcome

Technology to Improve Your Business

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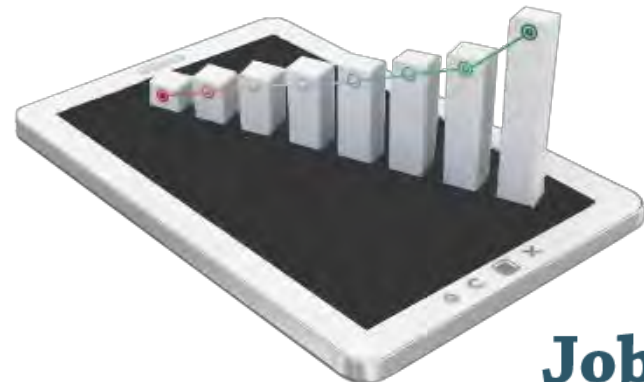
A Division of Building Science Energy Services

Smart Phone and Tablet Technology

SYRACUSE, N.Y., April 15, 2013 /PRNewswire/

- Contractors' use of smartphones on the job jumped 35% from last year
- *Use of tablets rose nearly 54% over last year (overall **22%** of contractors are using tablets) and most **68%** of contractors **said they use smartphones as part of their workday.***

Research from EMA Contractors



Why Tablets?

(B2B Marketing)

- **Why are so many organizations hopping on the tablet bandwagon?**
 - Simply put, sending sales people into the field armed with tablets pays off!
 - Why not equip your sales people with the tools needed to grow your business?



Technology Trends

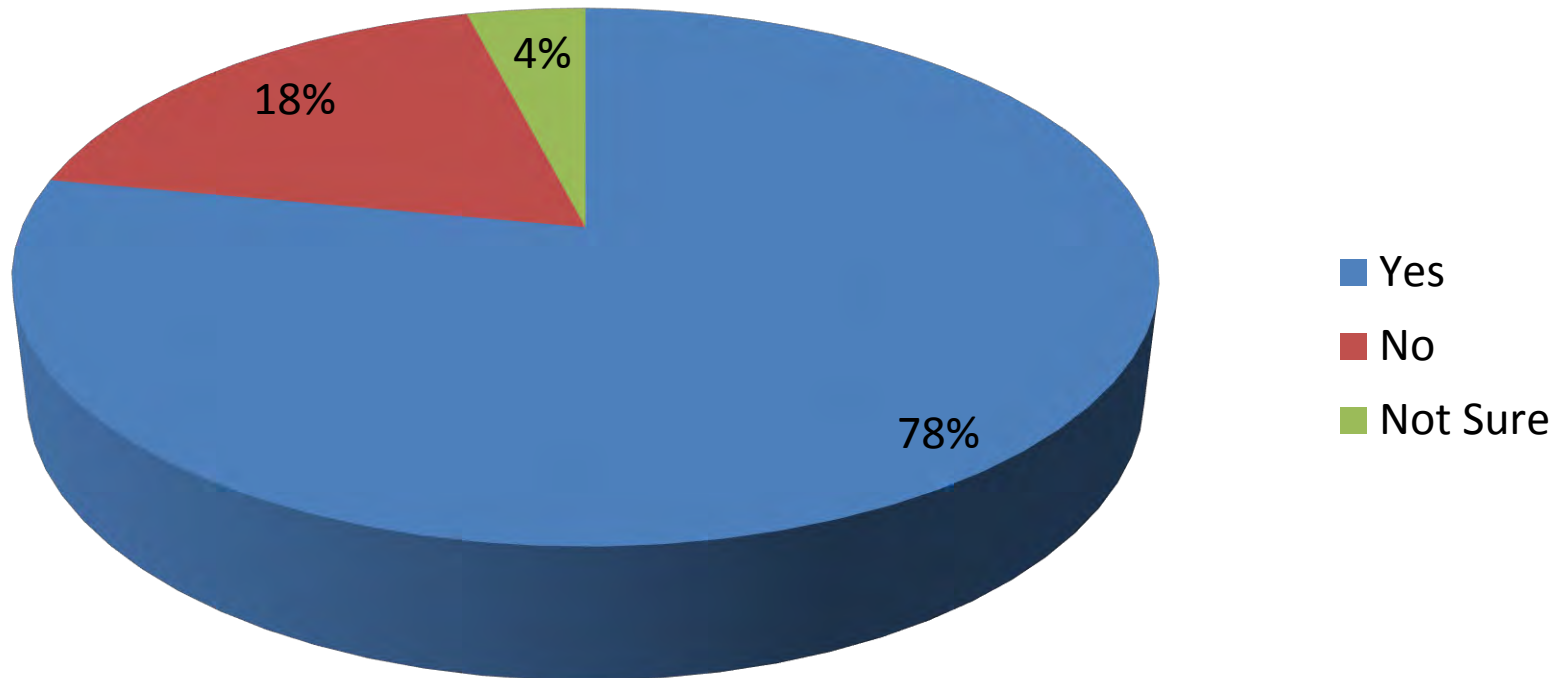
- 56% of respondents think **smartphones** are the fastest growing technology device in the building and construction space
- Second place is **tablets** (nearly 20%)
- According to the survey, increased technology device usage is being driven mostly by **convenience**, as smartphones and tablets allow contractors to stay connected with coworkers, distributors and vendors/subcontractors; **increase productivity**; and **save time while on the job**



TIME IS MONEY IN OUR WORLD

Business Owner Time Saved From Mobile Apps

Response



Why Mobile Apps?

(SBE Survey)

- **Focus on Sales Growth:** Nearly 50 percent of TechnoMetrica survey respondents believe they have been able to spend more time on growing business revenues due to their use of mobile apps.
- ***Mobile Apps Save Employee Time:*** Small businesses estimate that an average of 11.33 employee hours----are saved on a weekly basis.
- **Mobile Apps Save Owners Time:** Of the small businesses that participated in the TechnoMetrica survey and use mobile apps, 78 percent believe their company's use of mobile apps saves time for the owner----*5.6 hours due to their firm's use of mobile apps.*

What Does It Mean for a Small Business?

- **589** employee hours saved per year per small business
- **291** owner hours saved per year per small business
- **More time** spent on **RUNNING** the business
- **More time** spent on **INCREASING** sales
- **Increase Profitability**
- **Improve** competitive position
- **MORE TIME FOR YOUR FAMILY AND FRIENDS**

Is This Your Desk?



Contractor Problems

- **Complicated**- Existing technology is too complicated, expensive and designed for large companies.
- **Delivery**- Struggling to deliver professional looking proposals on time
- **Paperwork**- Amount of time spent following up on incomplete, illegible, and lost paperwork
- **Time**- Amount of time spent generating quotes back in the office
- **Performance**- Need to improve quote conversion rates and quote volume

Look At The Right Products

The Best Estimating Product Optimized for Small Business

Choose Accordingly



Pen and Paper



The
Right
Solution



Enterprise Software

What Is Important to YOU!

- No Tech Savvy Required
- Can be implemented in one day
- Proposals can be generated in minutes while you're in the field
- **Do It Yourself!** No complicated set up or weeks of integration
- Eliminate the guess work in estimating with your **standardized material and price list**



What is Holding You Back?



- **Will it take long to learn?**
 - Can the technology be implemented in one day? Does an intuitive design allow even the most tech-resistant employees to use it proficiently?
- **How much does it cost?**
 - Does it payback in a month or a year?
- **What if I don't like it?**
 - Is a trial available?
 - Is there a money back guarantee?

Picture This...

- No more tracking down paperwork
- Eliminate the frustration of hounding sales staff for proposals
- All estimates are accurate and profitable
- Happy sales staff, organized office and increased profits
- Go home...Life is Good



Technology Comparison

	MOBILE APP							OLD SCHOOL		MOBILE OPTIMIZED		
	JobFLEX Business	JobFLEX Quote	iEstimate	Real Time	Builder TREND Pro	Xactimate Professional	Quickbooks	Pen & Paper	MS Office	Improvell! 360	Field Locate	Jet Stream Premium App
Pricing												
3-Year Cost <= JobFLEX Quote	---	---	---	---	---	---	---	---	---	---	---	---
Small (2 Field, 1 Admin)	yes	yes	yes	yes	no	no	yes	yes	yes	no	no	no
Medium (5 Field, 2 Admin)	yes	yes	yes	no	no	no	yes	yes	no	no	no	no
Large (10 Field, 3 Admin)	yes	yes	yes	no	no	no	no	yes	no	no	no	no
3-Year Cost <= JobFLEX Business	---	---	---	---	---	---	---	---	---	---	---	---
Small (2 Field, 1 Admin)	yes	yes	yes	yes	no	no	yes	yes	yes	no	no	no
Medium (5 Field, 2 Admin)	yes	yes	yes	no	no	no	yes	yes	yes	no	no	no
Large (10 Field, 3 Admin)	yes	yes	yes	no	no	no	no	yes	no	no	no	no
Training and Support												
Integration Support	yes	yes	no	yes	yes	no	yes	n/a	no	yes	yes	yes
Free Training	yes	yes	no	yes	yes	no	yes	n/a	no	yes	yes	yes
Instructional Training Videos	yes	yes	no	no	no	no	yes	n/a	yes	no	no	no
Live Online Demonstration	yes	yes	no	yes	yes	yes	no	n/a	no	yes	yes	no
30-Day Free Trial	yes	yes	no	no	yes	no	no	n/a	yes	no	no	no
Email Support	yes	yes	yes	yes	yes	yes	yes	n/a	no	yes	yes	yes
Phone Support	yes	yes	no	yes	yes	yes	yes	n/a	no	yes	yes	yes
Guarantee/Warranty	yes	yes	no	yes	yes	yes	yes	n/a	no	no	no	no
Online Chat Support	yes	yes	no	yes	yes	yes	yes	n/a	no	yes	no	yes
System Compatibility												
Android	yes	yes	no	no	yes	yes	yes	no	yes	yes	yes	yes
Scheduling												
Calendar	yes	no	no	no	yes	yes	no	yes	no	yes	yes	yes
Appointment Scheduling	yes	no	yes	yes	yes	yes	no	yes	no	yes	yes	yes
Job Scheduling	yes	no	yes	yes	yes	yes	no	yes	no	yes	yes	yes
Estimating Features												
Same-Day Integration/Implementation	yes	yes	no	no	no	no	no	no	no	no	no	no
Material List	yes	yes	yes	yes	no	yes	yes	no	yes	yes	yes	yes
Email Finished Estimates	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Electronic Signitures	yes	yes	no	yes	yes	no	no	no	no	no	yes	no
Add Photos to Estimates	yes	yes	yes	no	no	yes	no	no	yes	no	no	no
Import Photos Into Project Files	yes	yes	no	yes	yes	yes	yes	no	yes	yes	yes	yes
Customizable Proposal Format	yes	yes	yes	yes	no	yes	yes	no	yes	yes	yes	yes
Includes Cover Page on Proposal	yes	yes	no	no	no	no	no	no	yes	no	no	no
Payment/Financing Calculator	yes	yes	no	no	no	no	no	no	yes	no	no	no
Can Propose Multiple Service Packages	yes	yes	yes	no	no	yes	yes	yes	yes	no	no	no
Auto-Generated Job Sheet for Each Proposal	yes	yes	yes	yes	no	no	yes	no	no	no	yes	no
Reporting	yes	no	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Extras												
Data Backups	yes	yes	no	yes	yes	yes	yes	no	no	yes	yes	no
Lead Tracking	yes	no	no	no	yes	no	yes	no	no	yes	yes	yes
Map Integration	yes	no	yes	no	no	yes	no	no	no	yes	yes	no
Contacts Library	yes	no	yes	yes	yes	yes	yes	no	no	yes	yes	yes
Mobile Access												
Cloud Based	yes	yes	yes	yes	yes	yes	no	no	no	no	no	no
App For Generating Estimates	yes	yes	yes	yes	yes	yes	yes	no	yes	no	yes	no
NO Internet Connection Required In Field	yes	yes	no	yes	no	no	no	no	yes	no	no	no
Mobile Phone	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Tablet	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes

JobFLEX Demonstration



Best Solution

Five Reasons for JobFLEX

A large, light blue, 3D-rendered number '5' with a slight shadow and a metallic-like finish, positioned on the left side of the slide.

- Easiest -To-Use Estimating Tool
- Polished & Professional Quotes in Minutes
- Unmatched Mobile Flexibility
- Increase Your Profitability
- It's the Price-Performance Leader

Professional Estimates in Minutes

- No more chicken scratch or carbon copy contracts
- Add photos to further engage your customers
- Include a cover page and customize your quote format
- Customers can review proposals and sign contracts on-site



Unmatched Mobile Flexibility

- **No internet** connection required in the field
- Generate proposals on site and **on time**
- Less time in the office and **more time closing sales**
- **Eliminate paperwork** using a mobile device
- Easily **include photos** in proposal to close more sales



Increase Your Profitability

- **Increase closing rates by 10%**
 - A \$1 million dollar company can expect a \$100,000 in additional revenue
- **Increase efficiency**
 - Reduce the time and effort required to create a professional proposal
 - Increase the number of sales calls, important for seasonal trades
- **Separate yourself from the competition**
 - Using technology is impressive
 - Insert pictures into your proposals



The Price/Performance Leader

- Pays for itself in less than 1 month
- Only pay for mobile devices not admin users
- No cost for upgrades and new features
- Training and Support- If you want extra help or assistance, we're there for you



Get Started Today

- Visit job-flex.com
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- View the short instructional videos
- Call us with any questions
- Purchase online

Job*FLEX*TM

Questions?

