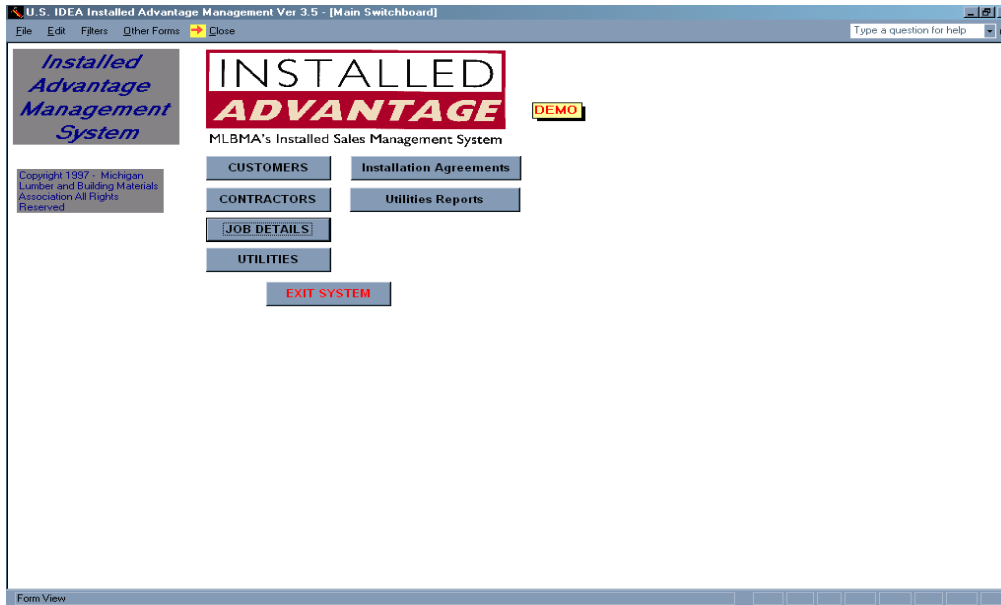
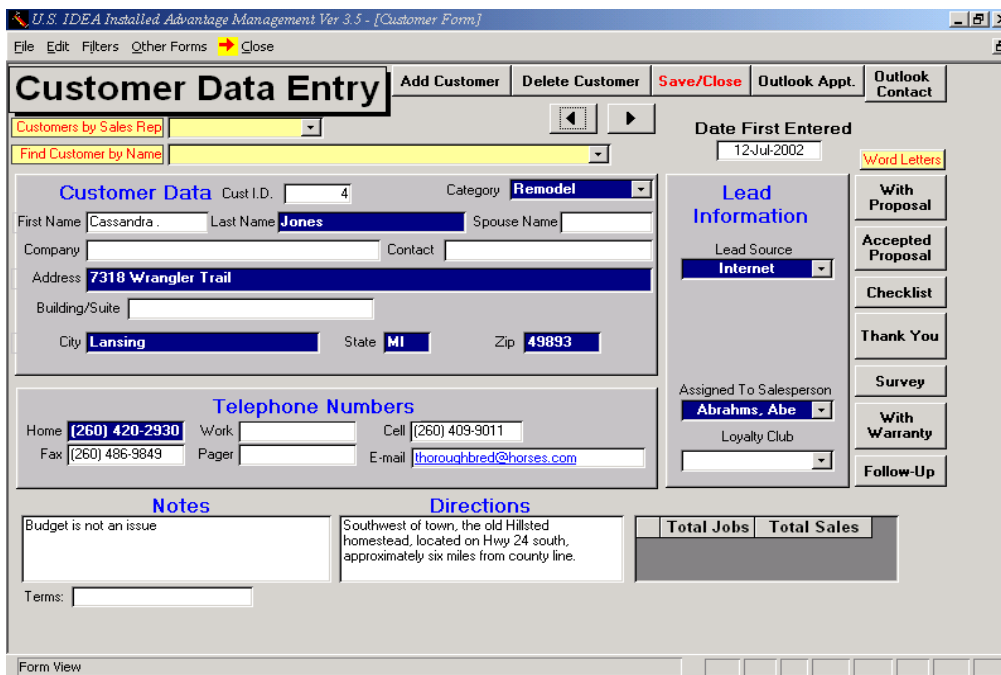


This is where it all starts! The *InstalledAdvantage*® “Main Switchboard” page. This simple page will direct you to any of the forms/pages within the software itself. Just a simple “click” of the mouse operates almost everything from here.



This is where all of your information on the particular customer is stored. This database is “relational” in that anything that relates to a customer; i.e. jobs, notes, directions, total amount spent, letters forms, appointments, etc., are all tied to that customer. There is no need to change from program-to-program to retrieve information.



This is the page that begins to “build” the job for the customer. This particular feature of the system will track every detail of the customer’s job, from labor charged, contractor/installer used, material cost, payments received from the customer ... everything that effects the profitability and efficiency of the installation process.

This first panel is a direct link to most of the job related contracts and forms you will need at any given time. Such as; Proposals, Change Orders, Installation Agreements, Completion Certificates and other contracts. The system will automatically prepare the documents for you, and then track them with a direct link to each job. That way nothing gets lost.

The screenshot shows the 'Job Details' window in a software application. The window title is 'U.S. IDEA Installed Advantage Management Ver 3.5 - [Project Job Details]'. The interface includes a menu bar (File, Edit, Filters, Other Forms, Close) and a toolbar with buttons for 'Add Project', 'Delete this Project', 'Save/Close', and navigation arrows. The main area is divided into several sections:

- Job Information:** Job I.D. is 100, and 'Scheduled in Outlook' is checked. A 'Find Project' dropdown menu is present.
- Customer:** Benjamin, Cheryl - (517) 394-5188.
- Dates:** Date Sold: 10-Aug-2001, Date Scheduled: 10-Aug-2001, Date Complete: 12-Nov-2001.
- Salesperson:** Sells, Sam.
- Project Type:** Handymen.
- Status:** Closed.
- Description:** Basic Installation Includes: Delivery of material to customer's site, measure and visit site to accurately establish size needs, remove existing window(s) and

COSTS Table:

	ESTIMATED	ACTUAL
Total Material	\$35.00	\$30.00
Total Labor	\$50.00	\$53.50
Sales Amount	(\$73.13)	\$326.87
Margin	(\$158.13)	\$243.37
Margin %	216.2%	74.5%

Job Admin Navigation: Labor | Materials | Payments | Change Orders | Install Agree | Account Summary | Contractor

Contract and Form Buttons:

- Change Order
- Completion Cert.
- Outlook Appt.
- Proposal
- Warranty
- Outlook Task
- Installation Agreement
- Work Order
- Invoice

The bottom of the window shows 'Form View' and a series of small, empty rectangular buttons.

Here is another page, with the “Materials” tab highlighted showing that we have charged \$3650.45 in material to this job. This will reflect the invoice/quote number from your point of sale, and the specific supplier if you so desire.

Job Details Add Project Delete this Project Save/Close Outlook Appt. Proposal

Job I.D. 1 Scheduled in Outlook

Find Project by Customer

Customer Lodge, Mirage - ()

Date Sold: 12-Jul-2002 Salesperson: Abrahms, Abe

Date Scheduled: 05-Aug-2002 Project Type: Decks

Time Scheduled: Status: Scheduled

Date Complete:

Description: Install a deck - 24' x 32' x 3' above grade. Treated pine decking (5/4 board) laid in a herringbone pattern. Staircase leading up to the deck from grade level. 42"

COSTS	ESTIMATED	ACTUAL
Total Material	\$3,650.45	\$3,869.48
Total Labor	\$3,195.00	\$3,000.00
Sales Amount	\$11,409.08	\$11,409.08
Margin	\$4,563.63	\$4,539.61
Margin %	40.0%	39.8%

Invoice Date	Description	Material Cost	Tax Rate	Material Total	Inv
12-Jul-2002	Deck material	\$3,650.45	6.00%	\$3,869.48	410
* 15-Jul-2002		\$0.00	0.00%		N/A

Form View

Now we see where the customer has given us a cash payment totaling \$6,000 to start the job. This feature will provide you with real-time information relating to jobs in progress, payments received and balance due on the total job.

Job Details Add Project Delete this Project Save/Close Outlook Appt. Proposal

Job I.D. 1 Scheduled in Outlook

Find Project by Customer

Customer Lodge, Mirage - ()

Date Sold: 12-Jul-2002 Salesperson: Abrahms, Abe

Date Scheduled: 05-Aug-2002 Project Type: Decks

Time Scheduled: Status: Scheduled

Date Complete:

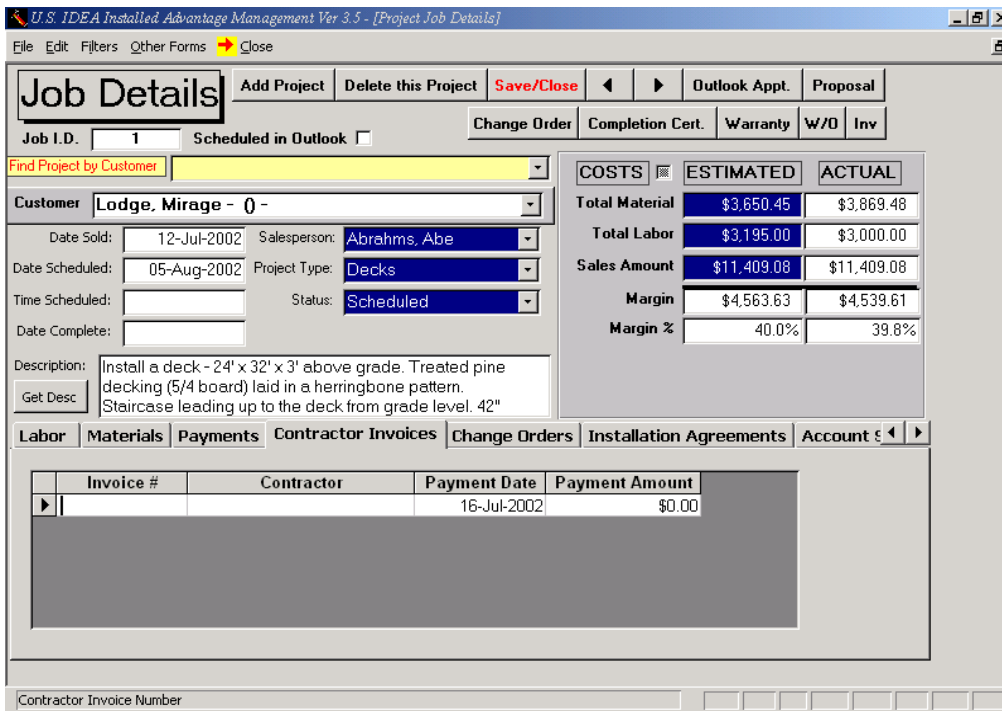
Description: Install a deck - 24' x 32' x 3' above grade. Treated pine decking (5/4 board) laid in a herringbone pattern. Staircase leading up to the deck from grade level. 42"

COSTS	ESTIMATED	ACTUAL
Total Material	\$3,650.45	\$3,869.48
Total Labor	\$3,195.00	\$3,000.00
Sales Amount	\$11,409.08	\$11,409.08
Margin	\$4,563.63	\$4,539.61
Margin %	40.0%	39.8%

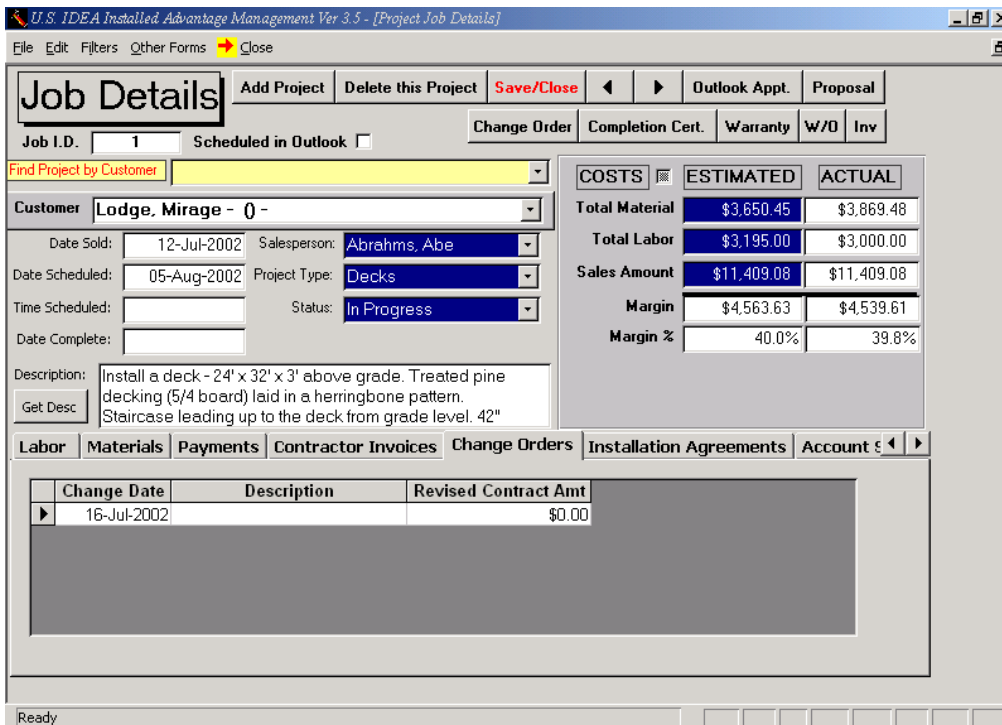
Payment Date	Payment Method	Payment Amount	Payment Description
12-Jul-2002	Cash	\$6,000.00	Initial Payment
* 15-Jul-2002		\$0.00	

Time Scheduled to meet the Customer

In this view, the “Contractor Invoices” tab is exposed. This is where any and all of the invoices received from your installers or sub-contractors would be recorded. That way you can always check your financial position. There’s never a question of whether someone has been paid, or how much may be owed to an installer.



In this view, the “Change Orders” tab is exposed. Once the job has begun, any and all change orders will be tracked and accounted for. This way, nothing “falls through the cracks” and you can insure that you collect for all of the work done on the job.



Another view shows us the Installation Agreements, or Sub-Contractor Agreements that are in-force for this job. This simple document (example to follow) will insure that your installer knows exactly what is expected of him/her on the job, when it needs to be done, and how much they will receive when completed. Complete paperwork flow and accounting is provided in this management system.

U.S. IDEA Installed Advantage Management Ver 3.5 - [Project Job Details]

File Edit Filters Other Forms Close

Job Details Add Project Delete this Project Save/Close Outlook Appt. Proposal

Change Order Completion Cert. Warranty W/O Inv

Job I.D.: 1 Scheduled in Outlook

Find Project by Customer

Customer: Lodge, Mirage - 0 -

Date Sold: 12-Jul-2002 Salesperson: Abrahms, Abe

Date Scheduled: 05-Aug-2002 Project Type: Decks

Time Scheduled: Status: In Progress

Date Complete:

Description: Install a deck - 24' x 32' x 3' above grade. Treated pine decking (5/4 board) laid in a herringbone pattern. Staircase leading up to the deck from grade level. 42"

Get Desc

COSTS	ESTIMATED	ACTUAL
Total Material	\$3,650.45	\$3,869.48
Total Labor	\$3,195.00	\$3,000.00
Sales Amount	\$11,409.08	\$11,409.08
Margin	\$4,563.63	\$4,539.61
Margin %	40.0%	39.8%

Labor Materials Payments Contractor Invoices Change Orders Installation Agreements Account

Contractor	Agreement Description	Installation Charge
Dalton Decks	Install a deck - 24' x 32' x 3' above grade. Treated pine de	\$3,000.00

Ready

This is the final “tab” for this screen. On this tab you will see a complete account summary. The sales total, any change orders written, total received payments from the customer and the outstanding balance due.

In addition, you see a “button” marked “Print Job Details Summary.” This will provide a complete report on every transaction relative to this particular job. Most dealers will use this when the job is complete to insure that all of the necessary “checks and balances” are done prior to closing out the books.

U.S. IDEA Installed Advantage Management Ver 3.5 - [Project Job Details]

File Edit Filters Other Forms Close

Job Details Add Project Delete this Project Save/Close Outlook Appt. Proposal

Job I.D. 1 Scheduled in Outlook Change Order Completion Cert. Warranty W/O Inv

Find Project by Customer

Customer Lodge, Mirage - ()

Date Sold: 12-Jul-2002 Salesperson: Abrahms, Abe

Date Scheduled: 05-Aug-2002 Project Type: Decks

Time Scheduled: Status: In Progress

Date Complete:

Description: Install a deck - 24' x 32' x 3' above grade. Treated pine decking (5/4 board) laid in a herringbone pattern. Staircase leading up to the deck from grade level. 42"

Get Desc

COSTS	ESTIMATED	ACTUAL
Total Material	\$3,650.45	\$3,869.48
Total Labor	\$3,195.00	\$3,000.00
Sales Amount	\$11,409.08	\$11,409.08
Margin	\$4,563.63	\$4,539.61
Margin %	40.0%	39.8%

Payments Contractor Invoices Change Orders Installation Agreements Account Summary

Sales Total: \$11,409.08 **Print Job Details Summary**

Change Order Total: \$0.00

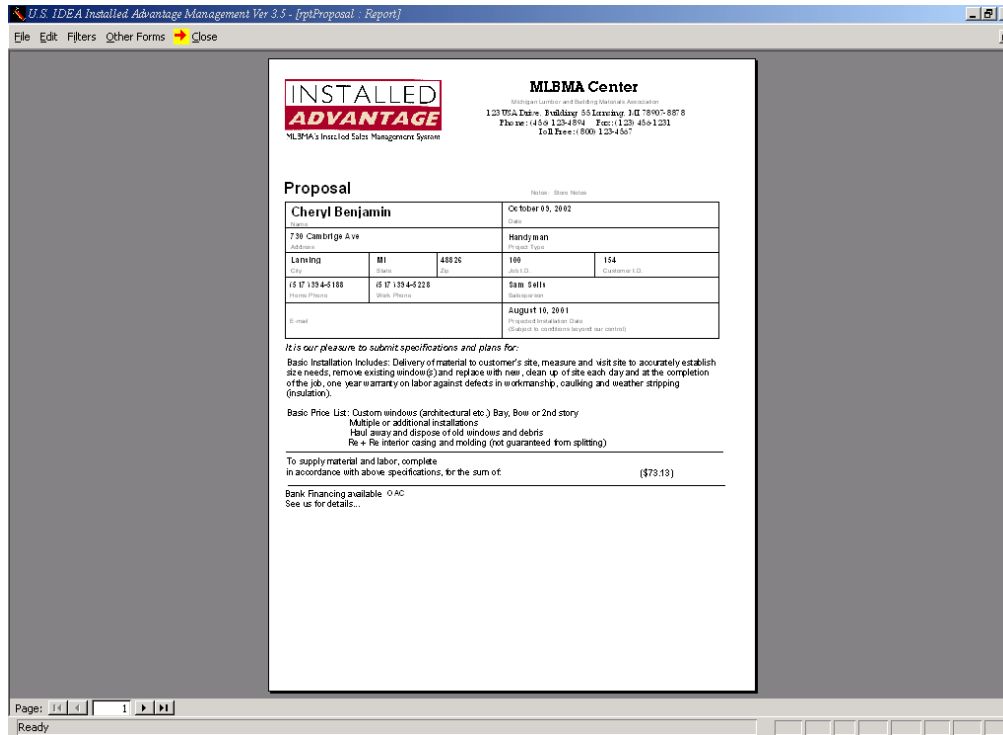
Sub Total: \$11,409.08

Total Payments: \$11,409.08

Total Outstanding: \$0.00

Ready

This is an example of a job proposal that the system has prepared. All of the contracts and forms will have the same professional look and feel. In addition, they have been reviewed by an attorney and have all of the necessary wording on the contract to help protect you and your company.



This new screen is where all of our information on installers and sub-contractors is maintained. Information such as; insurance carried, expiration dates, licenses, billing rate and so on. This electronic form of record keeping is very simple to maintain and will insure that your are performing your due diligence in insuring that you use only qualified and licensed contractors to perform your work.

