

Pump Magic 2.0

Enterprise Resource Planning (ERP) Solutions

Digital Insight Software Co, LLC (DISC) provides leading industry solutions to manage your business. DISC currently provides solutions for Concrete Pumping and Crane industries. Each industry is critically analyzed for its standard operating procedures and commonly accepted industry practices for the development of a feature rich, efficient, and easy to use software solutions. Pump Magic and Crane Magic both deliver the key essentials required to support your business growth and maintain efficient and profitable operations. Enterprise Resource Planning (ERP) with Disc's products provides the essential advantage to set your business in the lead.

Pump Magic (PM) and Crane Magic (CM) Solution Components Include:

➤ **Contact Management**

PM/CM Contact Management interface allows you to keep your growing list of customer, suppliers & employees in an intuitive well organized interface that can quickly display critical information when you need it. You can separate and keep track of various customer types, along with individualized pricing, accounting terms, and even associated salesman's commissions. The easy to use interface combined with advanced information management ensures that you always maintain accurate information.



➤ **Dispatching**

To help you with the most critical component of your business, PM/CM Dispatching allows you to quickly book single and reoccurring (multibook) jobs, efficiently allocate your units and operators with the built-in scheduling aids, and speed your units quickly to their jobs with batched job ticket printing and processing. It's never been easier to automate your time critical business with precision booking, regimented scheduling and rapid deployment of your valued resources.

➤ **Pricing Tools**

PM/CM Pricing Tools provides the much need resource to create a database driven pricing for all of your needs. Using a three tiered pricing involving customers, jobsites, and individual jobs, PM/CM Pricing Tools allow you to create various custom pricing sheets for each of your equipment. Building and assigning a pricing scheme has never been easier, it's as simple as choosing the right sheets for the various equipment sizes.



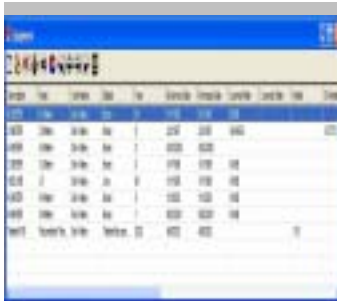


➤ **Invoicing**

Starting with the collection and ordering of job sensitive information like, job site arrival time, job finish time and yardage pumped, PM/CM Invoicing quickly calculates the information you need to accurately bill your customers. Whether you have defined a pricing for a customer, job site, or unique a pricing for the job, PM/CM Invoicing allows you to quickly retrieve pricing schemes and combine the data with the jobsite information to create complete invoices. With the power to generate customer and jobsite based statements you can reduce miscommunication and reduce collection time and management costs.

➤ **Accounting**

The importance of keeping precise accounting information is critical to operational soundness and business growth. With integrated accounts receivables, ability to issue credit memos and even customer and job based discount processing; PM/CM Accounting provides the tools necessary for your business to always stay on top. The accommodating accounting reports and viewing aids keeps you abreast with less time, leaving you to do what's more important.



➤ **Equipment Management**

To speed job booking and equipment and operator dispatching PM/CM Equipment Management allow default operator assignments. Selecting a configured equipment will result in an automated addition of the operator, labor, and/or oilier to the job without a single click. Added with ability to track equipment permits and due dates, PM/CM Equipment Management greatly simplifies deployment and validity.

➤ **Quoting**

PM/CM Quoting greatly reduces cost and time management involved with prospecting and acquiring new customers and jobs. After you have built various pricing schemes using the PM/CM Pricing Tools, you can quickly create custom template driven quotes. PM/CM Quoting allows enhanced tracking; incorporating salesman, quotes statuses, and expiration dates. With few simple steps using the right tools in PM/CM Quoting you can create the professional image you are looking for in addition to greatly improving the sales operations while enabling smarter management.





➤ **Corporate Reporting**

Because information is the key to proper management and sound planning, PM/CM Corporate Reporting delivers the highest quality of useful information organized for easy understanding and in-depth knowledge. PM/CM Corporate Reporting offers categorized reports that can be tailored to your business with an easy to operate and adjust features that allow you to get the information you need for you business. Staying ahead of your competition just got better not to mention more profitable.

PM/CM Contact Management

➤ **Customers**

Keep track of customer types, assigned salesman & commission, pricing, accounting terms, maximum credit, and global discount from pricing. Maintain unlimited number of contacts and associated contact information.

➤ **Suppliers**

Keep track of general contact information, supplier types, and contacts and their information.

➤ **Employees**

Keep track of general contact information, employee types, and important employment information. For salesman, maintain customer lists and commission reporting and management.

PM/CM Dispatching

➤ **Job Booking**

Quickly book telephone or radio job requests using an intuitive interface that allows rapid booking. Schedule reoccurring jobs using the multibooking environment. PM/CM Dispatching allow quicker booking while improving the accuracy of the information and reducing lack of information.

➤ **Advanced Scheduling**

Take advantage of the advanced scheduling and dispatch schedule along with equipment and operator utilization graph to effectively allocate key resources.

➤ **Job Ticketing**

Provide accurate and professional job ticketing with PM/CM automated ticket generation and bulk printing for rapid deployment.

PM/CM Pricing Tools

➤ **Equipment Based Pricing Sheets**

Define and develop multiple pricing options for each equipment variation, such as size or payload. You can choose to charge for operator, labor, and oilier times or a single equipment rate, specify move-in, surcharge, and other fees to match your business pricing options.

➤ **Price Scheme Builder**

After defining the different pricing options for your equipment variations, you can build pricing schemes by selecting one pricing sheet for each variation.

➤ **Pricing Assignments**

Easily assign pricing schemes to customers, jobsites, and even each individual jobs using predefined pricing.

PM/CM Invoicing

➤ **Job Ticket Pricing**

For special jobs with one-time pricing options or jobs with pricing modifications can very easily be created or modified for one-time use from an existing pricing scheming.

➤ **Invoice Processing**

Process invoices with consolidated equipment, operator, and line item pricing. Batch print invoices, run invoice reports (Paid, Not Paid, Processed, Not Processed, or All). View and edit invoices in an intuitive environment with advanced filter options to sort and search invoices.

➤ **Statements**

Different customers demand different billing procedures, take advantage of statements grouped by jobsites, statements per job, and even the standard accounting statements.

PM/CM Accounting

➤ **Accounts Receivable**

Save time with integrating AR systems that link directly to existing invoices and jobs. Add customer payments and apply to multiple invoices and run customer balance details report to keep track of customer balances.

➤ **Credit Memos**

PM/CM quickly allow credit memo rebates for overpayments that can be used on future invoices. Keep track of credit memo balances and applied invoices with the credit memo reporting.

➤ **Discount Processing**

Apply permanent discounts to customer on all invoices or apply discount on each individual job using an easy discount environment that allow you to apply discounts to equipment, labor, and line items.

➤ **Sales Commission Tracking**

Keep accurate records of salesman commission payouts per customer. Lookup and run date range specified commission reports. Manipulate earned commissions per job with an advanced management and payment options.

PM/CM Equipment Management

- **Operator Assignment**
Automatically dispatch operators with specific equipment to their jobs. Assign default operator(s), laborer(s), and oilier(s) to equipment units using a simple operator attachment interface.
- **Permit Tracking**
Keep track of your equipment permits, permit IDs and due dates. Take advantage of monthly permit reporting to ensure valid operation of your equipment.

PM/CM Quoting

- **Custom Pricing**
Assign new or existing pricing options for new customer. PM/CM also provide the ability to provide unique quotes per jobsite. You can quickly change pricing options from a dropdown list as you move through the bidding procedures.
- **Quote Tracking**
View and management various quotes with color coded options through the quoting procedures with customizable quoting stages. Organize quotes per salesman, size of job, and status. You can now always stay on top of salesmen's activities.
- **MS Word Exporting**
After a quote is approved you can export them directly to Microsoft Word using a customized template. It's as simple as printing and sending to the customer from there. You can even modify the quote template to present your image.

PM/CM Corporate Reporting

- **Sales Reports**
Never miss a beat, when it comes to revenue reporting, PM/CM has it all. View categorized sales reports within specific date ranges. It even allows you to choose the information included in many reports.
- **Accounting Reports**
Accounting Reports include aging reports, various collections reports, accounting graphs, invoicing reports, debit and credit adjustment details, and detailed credit memo reports.
- **Equipment Reports**
PM/CM give your access to equipment and operator utilization rates, mileage, and useful reports.

For more information please call
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