

## LINKING TO YOUR SYSTEMS

Custom applications and third party software need to push/pull information from SAGE Timberline. InSynergy is the enabling vehicle to seamlessly tie these systems together. In this way you can receive information about construction progress, update supplier information, track margin, and analyse extras.



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InSynergy is a joint venture between Synergy Information Systems and Vesba Group. It joins together two companies who have both been consulting to the construction industry for more than 15 years each. The programming team of InSynergy Solutions, who have worked with a variety of constructions solutions, that means we are able to provide our customers with a tailor made blend of Synergy's professional services team and Vesba professional I.T. development team. For you, this results in a seamless application that allows you to move information fluidly between Sage Timberline Office and any third party application.

**Authorized Partner**

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# InSynergy ENTERPRISE

InSynergy ENTERPRISE is the foundation stone for the solutions under development. It has a web based interface that can be deployed safely - internally as an intranet page, or externally to the internet – to give you business critical information wherever you are.

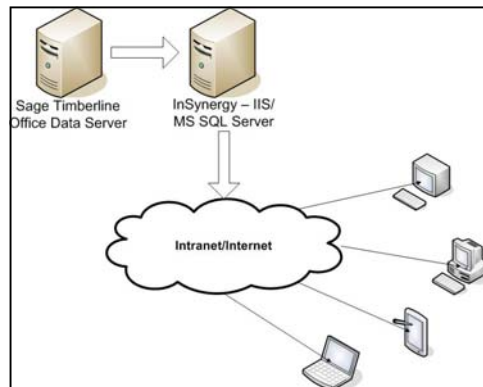
Information for InSynergy ENTERPRISE is drawn from the existing data in your project and financial management system – SAGE Timberline Office. This information can be manipulated, sorted and summarised into different “views” and reports, to enable you to analyse large volumes of data much faster, and more intuitively than ever before.

## InSynergy DataSync

The data from Sage Timberline Office is synchronised from the Pervasive database that Timberline uses, to a Microsoft SQL Server data warehouse. We then transform the data into different configurations as required by your reporting – to ensure we can improve the speed of your reports. Complex reports taking several hours print in under a minute.

We have also designed methodology – which allows you to incorporate many different Sage Timberline Office databases into the one InSynergy database, so you can do consolidated reporting.

Updates can be run as required. For those tables with time/date stamp information, we can keep them synchronised up to the minute. We can easily group certain tables to be synchronised at different times of the day to save load on the server. Certain information that is entered through InSynergy is also synchronised back to Sage Timberline Office – so that other people in your organisation who only use Timberline are also seeing the same information.



# Forecasting

Forecasting is used by many construction companies to accurately determine the final forecast cost for your construction project. It is also referred to as “Cost to Complete” or “Cost at Completion” or “Anticipated Final Cost”, and probably more.

We want the project manager to be aware of any potential cost overruns in a timely manner, so that action can be taken to prevent or remedy the problems. The comparison back to the original budget is paramount.

InSynergy Forecasting allows you to read the information from Timberline regarding current orders in the system, variations, costs, and also budgets and freeze them at a point in time. Sage Timberline Office is a dynamic system that can be a moving target for your forecast, so the ability to freeze is paramount. By default we freeze the information into months.

How you calculate the final forecast cost is completely up to you. We have many different methodologies, almost as many as we have clients!

Typically you are comparing your budget, orders, and costs and use the “Forecast” solution in InSynergy to adjust your financial information, without effecting it. (i.e. I know we need the labourer on site for an extra 6 weeks, but I’m not

going to raise an additional order to anyone for it, nor am I going to get a variation.)

Unlike the miscellaneous worksheets that you use in Timberline, InSynergy gives you the opportunity to enter a number of “Forecast Items” with descriptions, and even build ups if necessary. That way you can further keep track of what the forecast was for and whether it is still applicable. If the forecast item is no longer required – just mark it as complete.

The screenshot shows the 'Cost Code List' interface in InSynergy. The table displays various cost codes and their associated financial data. The columns include Cost Code, Description, Original Budget, Commitment Adjusted, Budget Difference, Forecast Items, Cost To Complete, Cost At Completion, and Variance.

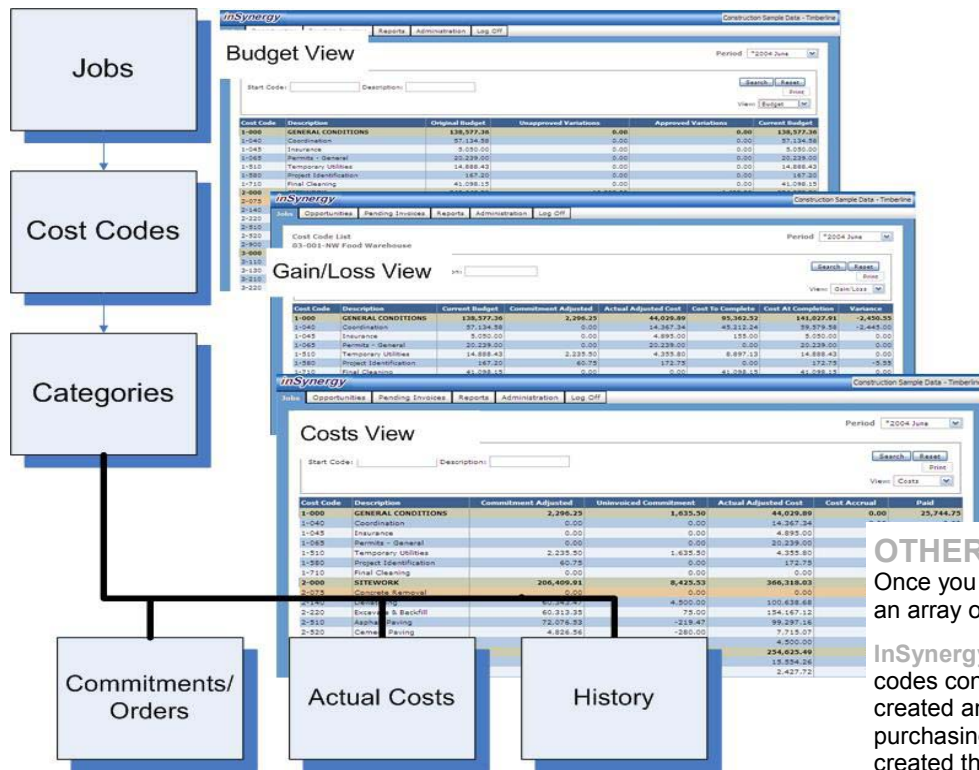
Cost Code	Description	Original Budget	Commitment Adjusted	Budget Difference	Forecast Items	Cost To Complete	Cost At Completion	Variance
1-000	GENERAL CONDITIONS	138,977.36	2,296.23	0.00	2,143.00	95,362.02	141,027.91	-2,450.33
1-040	Clearing	97,194.98	0.00	0.00	2,448.00	45,213.34	99,978.98	-2,448.00
1-045	Insurance	8,050.00	0.00	0.00	0.00	155.00	5,050.00	0.00
1-065	Permits - General	20,239.00	0.00	0.00	0.00	0.00	20,239.00	0.00
1-810	Temporary Utilities	14,888.43	2,235.50	0.00	0.00	8,897.13	14,888.43	0.00
1-990	Project Identification	167.20	50.75	0.00	0.00	0.00	172.75	-5.55
1-110	Final Cleaning	41,098.19	0.00	0.00	0.00	41,098.19	41,098.19	0.00
2-000	SITWORK	349,648.52	206,406.91	0.00	0.00	720.00	375,463.36	-21,385.04
2-075	Concrete Removal	0.00	0.00	0.00	0.00	720.00	720.00	0.00
2-140	Demolishing	99,479.83	60,343.47	0.00	0.00	0.00	109,138.48	-9,662.85
2-220	Excavate & Backfill	240,939.07	60,313.25	0.00	0.00	0.00	154,942.12	-9,393.03
2-510	Asphalt Paving	99,053.02	72,076.53	0.00	0.00	0.00	99,077.69	-74.87
2-820	Cement Paving	6,980.60	4,828.56	0.00	0.00	0.00	7,423.07	-454.47
2-900	Landscaping	3,250.00	8,850.00	0.00	0.00	0.00	8,850.00	-5,600.00
3-000	CONCRETE	316,333.78	184,437.73	0.00	0.00	46,413.92	325,839.28	0.00
3-110	Structural Formwork	20,988.12	2,259.60	0.00	0.00	5,911.86	21,466.12	0.00

The screenshot shows the 'Forecast Items' interface in InSynergy. The table displays forecast items with columns for Description, Units, UOM, Unit Cost, Amount, and Completed. The total forecast items are 0.00.

Description	Units	UOM	Unit Cost	Amount	Completed	Edit
Total Forecast Items: 0.00						

## Standard Views

Because we have the downloaded information from Timberline, we can provide all sorts of information to your project managers..



There is a great deal of information available at your fingertips – whether you are at site, the office or even interstate you'll be able to analyse and track the movements on all of your projects. Keep track of potential opportunities for your

## Opportunities

company, their expected cash flows, and probability of winning them.

## Work in Progress

Work in Progress reporting is critical to running your business. With the project managers having completed the forecasting and assessed the work complete, to be completed, and the expected revenue, then your work in progress report will easily be calculated within InSynergy.

Job	Description	Billing	Original Contract	Revised Contract	Total PO	Actual Cost	% Comp	% Comp Last Month	% Comp Movement	Site Start Margin	WIP Margin	Movement in WIP Margin	Emerging Profit	Unearned Income WIP
21 -														
03-001	NW Food Warehouse	885,800	2,489,500	2,840,895	1,532,856	734,123	47.89	47.89	0.00		1,107,839	0	530,572	(378,895)
03-002	Clackamas Office Park #4	122,000	831,930	857,759	345,113	139,025	40.28	40.28	0.00		512,646	0	206,514	(223,540)
03-003	Fort Wayne Officer's Club	41,425	479,300	479,300	122,923	39,138	31.84	31.84	0.00		358,377	0	113,469	(111,182)

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Once you have finalised your adjustments and WIP movements – you can extract the accruals from InSynergy to your General Ledger.

## OTHER ADDON'S TO InSynergy ENTERPRISE

Once you have acquired the foundation stone of the system, additional modules are available to help you manage an array of home builder specific problems.

**InSynergy Vendor Setup:** If you use multiple data folders for different companies, you need to keep vendor codes consistent, particularly if you're using BuilderMT's purchasing module. To eliminate duplicate effort, we've created an online form where all vendor details are added ONCE. From this form we can populate BuilderMT's purchasing file, and in fact any other application that requires vendor codes/lists. A separate web page can be created that enables vendors to securely log on to the internet and change their own contact details saving you time, effort and money.

**InSynergy Invoice Entry:** For some people, the way Timberline's invoice entry screen in accounts payable, isn't in the right order. Because we can't change that part, InSynergy has incorporated into his addon, a invoice entry screen that we can change the order, and make more suitable for your accounts payable operators. If you have a system that tracks the progress of construction, we can even use this screen to prevent you from paying people unless the supervisor has marked the order as "complete".

**Risk/Opportunity Register (Due End of July 2006):** To further enhance your project control, you can go beyond simple forecasting, and keep track of all risks and opportunities within Sage Timberline Office. It will draw the information about pending variations, and allow you to assess the potential risk or opportunity to your bottom line.

**Subcontract Management (Due End of July 2006):** We can also give the supervisors access to a "pending invoice" register, and approve invoices in the field, so they can be processed with the correct information.

**Construction Management Approval (Due End of July 2006):** If you have a construction management project, where the client would like to approve your recommendations for subcontractor payment, then they can have access to limited projects, and raise the RCTI invoices to your subcontractors and adjustment notes where required.