

# WennSoft



Proven Solutions. Lasting Relationships.

# A Heritage of Experience...

In 1911, the Wenninger brothers hung the first shutter on their plumbing and heating business. From day one, they knew the importance of building honest and lasting relationships with their customers.

By the time WennSoft founder Jim Wenninger joined The Wenninger Company in what had become a mechanical contracting and engineering business, service technology had long surpassed the tools of those early 20<sup>th</sup> century days. Unfortunately, business software had not kept pace. There simply wasn't an effective software solution to help manage the company's growing install and maintenance needs.

So, Jim designed one. And he used it. And he discovered it worked pretty darn well. You could say that WennSoft software was built for contractors, by contractors. We do. It's **a heritage we're proud of**. And over the years, we realized that WennSoft solutions worked equally well for customers in other industries who likewise needed to **manage installation, maintenance and repair processes more profitably**. And so we've helped them too.

Since 1995, WennSoft has been serving companies in the specialty trades and energy markets in 23 countries. And one thing has stood the test of time through the evolution of the Wenninger family business—a foundation built on lasting customer relationships. It's still at the heart of our business today. In fact, we have many customers who have been with us from our beginning. Why? Because we form **strong relationships from the start** and we do everything within our power to maintain them.



# ...And Lasting Relationships

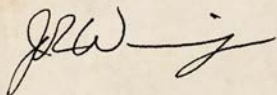
I think it's safe to say that most people aspire to have a job that fuels their passion and keeps them motivated to do more each day. Those of us at WennSoft are fortunate enough to have that experience. And we thank our customers for it.

Our customers amaze us with their vision and business initiatives, their dedication to their customers, and their relentless drive to be better than the competition at what's important to their customers.

Helping foster our customers' success drives our success, as well. It affords us the opportunity to learn and grow alongside them, and we don't take that opportunity lightly. We work daily to ensure we deliver the products and services our customers need with the confidence to guarantee them.

We are humbled by the loyalty our customers have shown and we are committed to their long-term success.

Sincerely,



Jim Wenninger, CEO

The importance of lasting relationships is a mutual one. So, we're going to stop saying it and let you hear it from some of our customers.

*"As a mechanical services company, our needs around managing service contracts and dispatching are unique and rigorous. WennSoft offers an extremely strong package in that regard and does a tremendous job of listening to users in our industry and responding to needs."*



Dick Hoffman, President  
Automatic Mechanical Services

*"It's everything I wanted when we chose another solution eight years ago."*



Richard Hunton, President and COO  
The Hunton Group

*"Before WennSoft, we were using two different software programs that we had to combine in order to get the needed information. Our controller, Bill O'Brien, determined we needed to upgrade our accounting system and pursue a cutting edge solution. As a result, we selected WennSoft and Microsoft Dynamics GP to give us an advantage over our competition."*



Pete Wayne, Operations/IT Director  
Oscar W. Larson Co.

# Field Service Solutions

We understand that every business faces some sort of challenge whether it is growth, inadequate processes, the inability to get data out of systems, increasing customer demands. You've taken the first step in recognizing these challenges, and how you choose to address them will ultimately impact your **SUCCESS**.

WennSoft solutions consist of an extensible functionality set that spans your operational processes from sales and marketing to field service to accounting. The following information provides an overview of some of the key capabilities our solutions provide, but we're just scratching the surface. For a comprehensive view of our solutions' extensive functionality, visit [www.wennsoft.com](http://www.wennsoft.com).



## Field Service & Mobility

Making sure your technicians, dispatchers and service managers are all connected is instrumental to ensuring you are delivering optimal customer service. And since very few technicians complete service calls from a desk, equipping your team with the right mobile technology is critical. WennSoft field service & mobility solutions provide a wealth of functionality including:

- Work Orders/Field Ticketing
- Dispatch & Scheduling
- Maintenance Contracts
- Field Mobility
- Service Estimating
- Customer Self-Service



## Asset & Fleet Management

Maintain control of the profitable utilization, distribution, scheduling and maintenance of your equipment usage, sales and rental business. With WennSoft asset & fleet management solutions you can closely manage all aspects of assets you own or the equipment you sell, buy, or rent to your customers with the following capabilities:

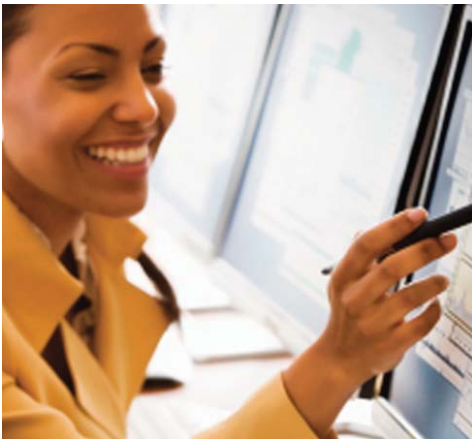
- Asset Tracking & Hierarchy
- Recurring Work Orders
- Maintenance Plans & Tasking
- Equipment Sales & Rental
- Inventory Management
- Field Mobility



## Facilities Management

Better and more efficient facilities management does not have to be a time-consuming and expensive process. WennSoft facilities management solutions help you keep your costs down and increase the profitability of the facilities you maintain. Within one system, you have the comprehensive information you need to help you better manage resources, provide superior service, and ultimately keep your facilities running productively. Key capabilities include:

- Work Orders
- Asset Tracking & Scheduling
- Maintenance Plans & Tasking
- Field Mobility
- Customer Self-Service



## Jobs, Projects & Accounting

Visibility into the costs associated with your organization's activities including specific projects, jobs or systems as well as time to cash is essential to profitability. With job cost, project management and accounting solutions from WennSoft, you'll gain easy-to-use tools that help you control costs, manage labor and improve your bottom line. Key capabilities include:

- Estimate Imports & Job Creation
- Change Order Management
- Project Management
- Sub-Contract Management
- HR and Payroll
- Financial Management



## Sales & Marketing

Business growth is dependent on customers, so understanding how your team works with them is essential. WennSoft sales and marketing solutions help you effectively engage with customers, prepare bids, review contracts and more. Our solutions help manage processes like:

- Pipeline Management
- Bids & Quotes
- Marketing
- Cases & Help Desk

# The Power of Partnerships

Our relationships make us who we are. Our community thrives because we foster strong relationships from the start and we do all we can to preserve them. There are vendors in the market today that deliver quality products that may meet your current business needs. But leveraging your software as part of your growth strategy is not just about buying a product. So, when the time comes for you to select a field service solution provider, here are some things to consider:

## Choose a Proven Solution that Grows With Your Business

Our solutions help you manage operations across your entire organization so you have all the information you need anywhere, anytime, to stay ahead of constant change. They are built by people with deep industry knowledge who don't just sit at a desk, but spend time in the field with organizations like yours to ensure an understanding of challenges and ways to gain a competitive advantage in the market.

## Select an Innovative Partner

Solutions that help manage operational processes are essentially "table stakes" these days and a lot of companies can build them. Are reports necessary? Absolutely. But what if you also had proactive, automatic alerts for exceptions? What if you could see a complete picture of every piece of equipment to ensure maximum utilization and greater profit margins? What if you could optimize your cash flow and simplify

reporting? What if you had a 360-degree view of your customers to ensure you deliver timely service and seize additional opportunities? We keep a fresh eye on what's possible and apply smart, industry-relevant and process-applicable, innovation.

Whether it's mobile capability or cloud services, we anticipate how and what you will need to streamline your business. And we understand what capabilities different roles need to do their jobs. We listen to our customers' feedback. Whether it is at our customer conference, Synergy, on our website or from our Customer Advisory Boards, the feedback we receive is directly reflected in our product enhancements and releases.

Innovation also comes by selecting the best partners. WennSoft is built on Microsoft® technologies. We take pride in the use of industry-standard technology, but also believe in the vision our technology partners have for the future.



## Seek Excellent Support

You need to know that when you need assistance, someone will still be there to answer the phone and help solve your problem. At WennSoft, everyone—from our support team and our consulting organization—and everything—from our implementation methodology to user tools—are a part of your solution. Through our support and maintenance plans, we ensure that every user has access to the information they need to be successful.

## Make Trust a Priority

All successful relationships are built upon mutual trust. Look for a solution provider that has a good reputation and is known for keeping their word. We're committed to making sure every implementation of our software is successful. In fact, we are so confident in our solutions that we offer the exclusive Last Solution Guarantee. If you aren't satisfied, we'll make it right. Guaranteed. We hope that you, just like our long-time customers, can see that choosing WennSoft gives you reliable, easy-to-use technology and a trusted partner to be sure you're making the best decisions for your business and your future.

## Leverage Industry Specific Expertise

If you have used an industry-specific software package before, you may have experienced limited or no back-end accounting functionality. With solutions from WennSoft, you can get the best of both worlds: an industry-tailored solution backed

by a world-class financial management and CRM system. Our vision is to deliver a complete solution for our customers—whether you're in the field or in the office—because we know that you need visibility about what is occurring on the job site as well as in the accounting system.

Our solutions are intentionally designed for organizations that need to manage installation, maintenance and repair process more profitably. For example, our customers in Specialty Trades and Energy markets have seen great success with our products. These customers have common requirements to improve tasks like bidding projects, processing work orders, and managing and servicing equipment, facilities and assets.

If your business is outside of Specialty Trades and Energy, but you're looking to improve the way you manage installation, maintenance and repair processes, it's likely one of our solutions will work for you. Visit [www.wennsoft.com](http://www.wennsoft.com) for more detail on how we're serving a variety of customers today; or give us a call, and our team will work with you to determine if our software is a match for your business.



# Take the Next Step

WennSoft is committed to our customers' long-term success. Our customers have a strong voice in our solutions' features and functionality. See all the things WennSoft Solutions can do for your business.

# WennSoft

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The last field service solution you'll need and  
**we're willing to guarantee it.**