

NEWS

CapProSoft™



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CapProSoft™ Partners with BOCES

CapProSoft™ was developed by individuals who are experienced and knowledgeable in school construction both from the district leadership perspective and the construction management viewpoint. From the outset, we have been aware that we need to have a high quality product, effective methods of informing districts about our service, and a means of supporting districts as they use the software. As former district leaders, we were well aware that there is a statewide organization that has a long history of providing high quality services and support to districts on a regional basis. That organization is the Board of Cooperative Educational Services (BOCES).

Early in the development of the Capital Projects Planning and Reporting Tool (CPPRT) and the Facilities Assessment and Survey Tool (FAST), we reached out to BOCES across the state. We began a dia-



logue with the Regional Information Centers (RICS) to determine whether our products align with the BOCES objective of providing quality services to districts at reasonable costs. We believed this dialogue would lead to a viable partnership. RICS located at the Eastern Suffolk BOCES (ESRIC), the Southern Westchester BOCES (LHRIC), the Erie 1 BOCES (WNYRIC), and the Capital Region BOCES (NERIC) each looked carefully at our product and determined that they met the BOCES criteria for quality for their component districts. We are currently having discussions with other RICS across the State.

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BOCES

As a result CPPRT and FAST are now available to all districts in New York State. In addition to receiving high quality support services from CapProSoft™, districts are also eligible to receive BOCES support and aid on expenses related to our products. Our staff and the staffs of the BOCES have developed excellent working relationships, as a result of our mutual interest in meeting the important needs of the districts.

Key staff members at BOCES include:

Eastern Suffolk Regional Information Center: Tim Murphy

e-mail: tmurphy@esboces.org

Lower Hudson Regional

Information Center: Elaine Bliss

e-mail: elbliss@lhric.org

Northeastern Regional

Information Center: Linda Klime

e-mail: klime@gw.neric.org

Western New York Regional

Information Center: Jeff Clift

e-mail: jclift@e1b.org

Districts interested in learning more about CapProSoft™ products are encouraged to call their local BOCES for guidance in requesting a demonstration of the software or to initiate a contract for our web based software applications.

The EXCEL Funds/CapProSoft™ Connection

Our last newsletter highlighted the possibilities of the EXCEL funding legislation. In this newsletter we are able to discuss the reality of EXCEL funding and describe how CapProSoft™ can assist you in your EXCEL Fund planning and implementation.

The EXCEL funds available to New York State school districts outside New York City have been set at \$800,000,000. The amount available to each district is listed on your district's SA 0607 computer projections for 2006-07 as well as on the SED Facilities Planning website. There are too many important guidelines regarding the funding for us to review in this newsletter, so we encourage you to visit the Facilities Planning website for the details.

Of major importance to current and prospective CapProSoft™ users is the fact that our software now

includes the EXCEL Aid Worksheet and EXCEL Grant Disbursement Form so that EXCEL funds can be monitored, accounted for and maximized using CapProSoft™. You will be able to have the same sense of security about managing your EXCEL funds with CapProSoft™ that you have with Bond Funds, Building Aid and other revenue. State Education Department reports and custom reports from CapProSoft™ for use with Boards of Education and the public will now detail and account for EXCEL funds in your project – another reason to be sure you are managing and accounting for all aspects of your projects with CapProSoft™.

Don't let the opportunity slip away!

Continuous Improvement at CapProSoft™

Introducing WebEx™

Providing quality services to our customers is one of CapProSoft™'s most important goals. We pride ourselves on being responsive and thorough as we support our software in your district.

Our initial training provides a great opportunity to make sure that the important basic district and project data are correctly entered and that your staff is comfortable and successful with operating within the system. In addition, our help desk is structured to give you quick, accurate answers to questions that arise as you use the software. We are proud to announce that we

now have a third way to support your efforts.

CapProSoft™ has contracted with WebEx™. WebEx™ is a service that allows us to meet with customers online. We can connect our offices to your desk top computer and share control of your CapProSoft™ site. If you have a data entry question, for example, we can demonstrate how to complete the necessary steps while you watch on your own monitor. We can then transfer control of the software to you and guide you as you complete the necessary steps yourself. Audio is provided during these meetings

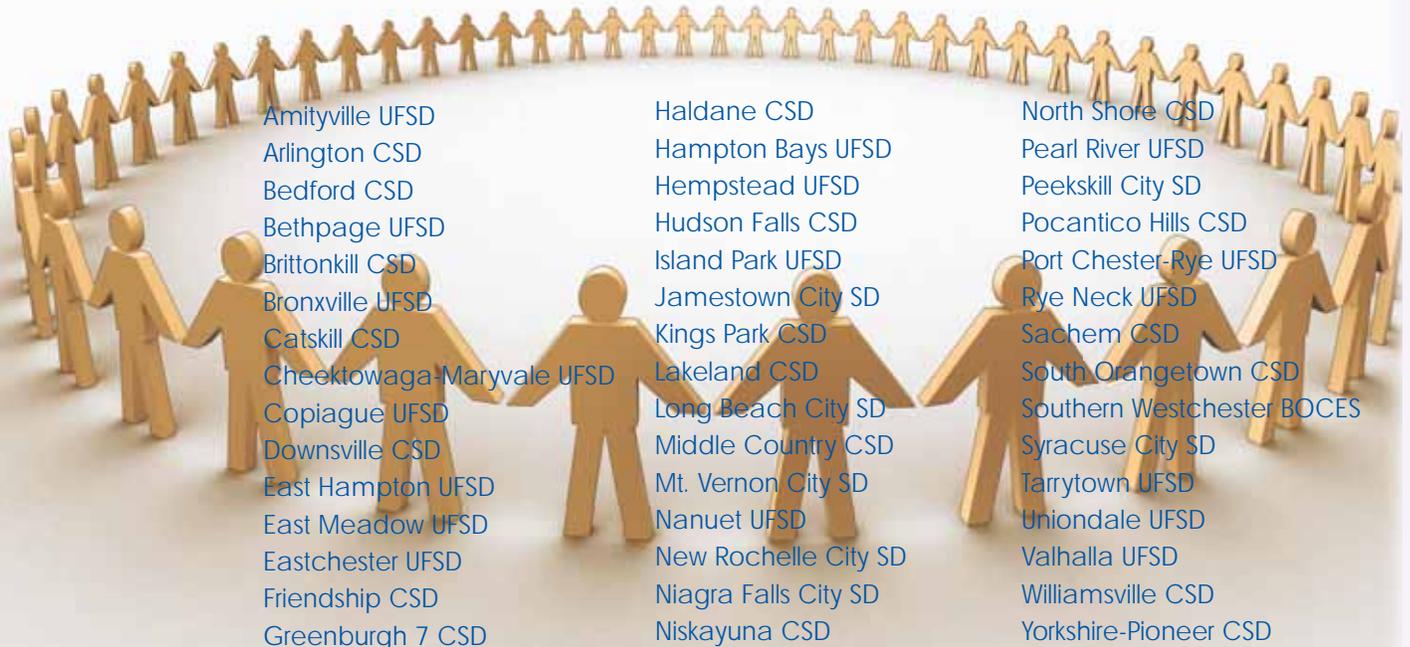


with the use of speakerphones. WebEx™ offers us a way to quickly answer your questions and demonstrate how to use our software.

Keep the use of WebEx™ in mind as you work with CapProSoft™. A web meeting can be initiated immediately when possible, or a meeting can be scheduled in the near future. We look forward to communicating with you with WebEx™!

In the News...

You are in good company!
Just look at who is using CapProSoft™:



FAQ

Below we address questions commonly asked by potential clients regarding training for CPPRT and FAST Products:

What training is available to my District?

There are several levels of training available:

- on-site system training programs provide direction for groups of up to three individuals
- our help desk is available Monday through Friday, 8:00 am to 4:30 pm (EST)
- WebEx™ online meetings may be scheduled (see Introducing WebEx™ on page 3)

How difficult is it to learn to use our products?

We'll let one of our clients answer:

"I thought the training and the trainer were excellent. Can't wait to begin inputting the data and using the software... The software seems so "easy" that I felt bad that the trainer had to drive this far to show it to us."

Spotlight on...

*J. Michael Orifici
CapProSoft™ CEO*

J. Michael Orifici is a 35-year veteran of the construction industry. He lends his expertise in capital projects planning, reporting, and facilities assessments to the CapProSoft™ team.

His stewardship of J. Michael Orifici & Associates (JMOA) and Capital Projects Consulting, LLC, earned for him a reputation as one of the top construction managers in the US. Owners, architects, attorneys and administrators rely upon him as an experienced consultant to navigate their projects through turbulent issues.

As President of JMOA since its founding in 1984, J. Michael managed more than \$1.5 billion in construction for educational projects ranging from \$3-100 million. J. Michael propelled JMOA to a position of leadership in the field of Educational Construction Administration, ranked number 60 of the top 100 CM firms in the country (Engineering News Record 2001).



In response to the increasing complexity of educational construction, and communities' desire for expert verification of costs both before and during the implementation of educational construction, he focused his attentions to these critical areas. Mr. Orifici currently shares his construction experience in the form of consulting, issue resolution, construction claims analyses, project feasibility review and project development.

CapProSoft™ is a natural result of his construction management background, coupled with an understanding of the requirements of NYS school districts and other public agencies. His vision has created web-based applications that assist in tracking and reporting on multifaceted, multi-year, multi-contract, multi-million dollar capital improvement programs. His software is now utilized by districts and project owners throughout NYS.