

coins News

Winter Edition



Barratt Developments: COINS on time and on budget



Barratt Developments plc, one of Britain's best known house builders, have successfully completed the first phase of their implementation of COINS throughout Barratt's 33 operating divisions including Barratt Homes, Barratt Construction and Kings Oak. The system has been delivered to 250 users utilising Barratt's new network infrastructure.

Laurence Dent, Group Company Secretary of Barratt Developments plc, says "COINS provides us with a solid platform for our planned expansion of the use of IT throughout the Group to meet our growing and innovative requirements. The project was successfully delivered on time against aggressive timescales and under budget".

Barratt Developments have implemented a centralised COINS solution which, in the first phase, covers the COINS Financials and Payroll modules. Laurence adds "COINS has allowed us to migrate our Financial and Payroll systems to a centralised solution whilst allowing us to retain flexibility and autonomy within our 30-plus regional companies".

Barratt Developments, based in Newcastle-upon-Tyne, currently build in excess of 14,000 units per annum across 400 sites from Aberdeen to Plymouth, helping to meet housing demand in towns, cities and rural areas. Barratt provide homes for all market sectors, plus homes for rent and shared ownership.

Based on both annual turnover and unit completions, COINS is now in use by 30% of the UK house building market. "Adding Barratt Developments to our client list reconfirms COINS as the dominant IT solutions partner to the industry," says Derek Leaver, Commercial Director of COINS. "We look forward to working with Barratt to roll out additional COINS house builders modules in the future."



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COINS OA Designer uptake accelerates

The number of COINS clients implementing COINS OA Designer is increasing. Steve Feery (Chief Executive Officer at COINS) comments: "As we anticipated, the reception being given to the new reporting functionality provided by OA Designer has been very positive. Clients who would have previously considered buying specialist business intelligence tools to analyse the information held within their COINS database are having their needs met by the COINS product."



Paul Stewart-Smith, Brand Manager at COINS adds "The ability to report on any and every aspect of the database, including information not stored but computed using the COINS Business Logic, and to represent it graphically, with drill-down facilities, is capturing peoples imagination. Many clients are designing dashboards and enquiry screens with 'traffic light' alerts to rapidly give them a snapshot of the position, rather than having to pore over figures".

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COINS Conference 2006

Following the unqualified success of the two COINS conferences earlier this year, and building on the positive feedback received from delegates, COINS have started planning for 2006. There will be a single COINS conference for all clients from **17th to 19th October 2006**. This will include a full program of Special Interest Group meetings and presentations for contractors, house builders and specialists from the UK, Eire, Australia and elsewhere.

In addition to this year's topics, COINS will be running training workshops, software demonstrations, one to one sessions, showcasing new products, and more. The combined conference will be a bigger event than this year's two conferences. Further details will be made available in the new year, but meanwhile these dates should be marked in your diaries now.

Automatic Alerts and Scheduling – New features in Open Architecture Reporting

In addition to the comprehensive Business Intelligence tools available via COINS Open Architecture reporting, COINS have recently introduced Report Scheduling and Automatic Alerts. The Scheduling feature enables pre-defined reports to be run at set times and/or at regular intervals and to be combined with rules, (for example run-time options) and then optionally to be automatically e-mailed to a recipient.

Automatic Alerts and Scheduling



The new Automatic Alert feature is particularly beneficial when used with a scheduled report, but it can be applied to any report designed using OA functionality. Effectively, it enables COINS to run a report at a preset time, and send an e-mail to selected people if certain conditions within the report are met. For example, if a value on the report meets certain conditions, an alert will be brought to someone's attention.

COINS Enter the Little Britain Challenge Cup

The Little Britain Challenge Cup is the Construction Industry regatta that has been running for 18 years. Held off the coast at Cowes from 8th to 11th September this year, it attracted 238 entrants from every area of the construction community.

COINS were part of the 42 new entrants this year, racing on a Prima 38 yacht. The race was organized by The Royal Yacht Squadron with over a 130 yachts taking part.

All who took part thoroughly enjoyed themselves, and the lack of wind didn't dampen spirits of the COINS team nor across the event generally. COINS are already planning for next year's event.

The Little Britain Challenge Cup is another example of having fun whilst raising over £150,000 for charity. The main beneficiaries will be the Cirdan and Jubilee Sailing Trusts, as well as the Ellen MacArthur Trust, the Andrew Cassell Foundation and the John Merricks Sailing Trust. For further information on the event visit www.littlebritain.co.uk

The COINS Team, made up of COINS employees, clients, friends and associates, were: Simon Harwood, Peter Bolton, Richard Buck, Mike Christopher, John Curtis, Mike James, Larry Sullivan, Jonathan Furness, Robert Hancock, John Sands, Stephen Heppell. ■



COINS Electronic Trading Community Day

The COINS electronic trading community (COINS-etc) saw the second community meeting of the year take place at the Heritage Museum in Gaydon in October 2005.

Attended by over 70 people, the event was a huge success with a 50:50 split of suppliers and contractors. The day was designed to be an opportunity to learn more about the benefits of trading electronically from people who have successfully achieved e-trading. Speakers from Geoffrey Osborne and VJ Technologies gave both their buyers and suppliers views, and an excellent presentation from Colin Darch, (former head of IT at Balfour Beatty Group, who were early adopters of e-trading), showed how the figures can be compelling in a boardroom level presentation. Copies of all presentations are available on request from Pauline.Sargent@coins-global.com

The day also proved to be an excellent networking opportunity and in a wrap up session Mike Wallis, General Manager of COINS-etc, was pleased to take questions from the floor to the panel of speakers. Mike adds: "For the second time in a year the COINS-etc community day proved to be a roaring success. Interest in trading electronically is increasing all the time and speakers at the event showed that it is already a reality in many companies, and delivering financial benefits." ■



Colin Darch from CMD Associates

COINS sponsors winning School Choir in Australia



Rehearsing: Bill Redpath and his little musicians

Early in the year COINS sponsored the Bethany Lutheran School Choir in Australia. The choir has performed at a few local functions and recently competed in the Ipswich Estedford Competition – and came first! Gaining an outstanding score of 92 and 94 for

their two songs, the children have done their school proud. COINS sales manager Bill Redpath, also a former musician with the Royal Scots Dragoon Guards of Amazing Grace, conducted the choir and is delighted with the result. ■

Product Development Requests to go On-Line

A little over a year ago COINS introduced a formalised 'Statement of Work' form to be submitted with all new Product Development Requests (PDRs), and although this required a little extra work by the client, the improved outcome has been significant. By receiving a clearer rationale behind each request, COINS have in some cases been able to offer alternative approaches within the standard product, providing the client with a quicker and more cost effective solution to their underlying business requirement. COINS also intend to use this additional information to provide more appropriate descriptions of functionality within COINS product release notes.

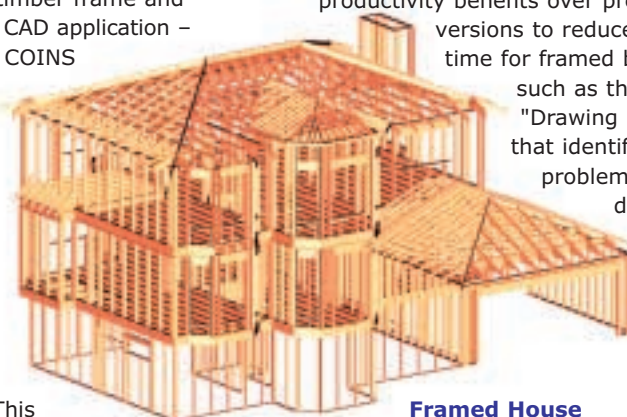
To further improve this service to clients, COINS will be providing an on-line facility, which will enable clients to complete and submit Statements of Work via the COINS web site: www.coins-global.com. This will be piloted with selected clients before Christmas 2005 and made generally available during the first quarter of 2006.

The on-line service will use COINS Open Architecture technology and will also allow clients to review the status of existing PDRs as well as submitting new ones. The information required on Statements of Work will remain largely unchanged. ■

COINS Framing Version 6 Released

COINS have released the sixth major release of their timber frame and lightweight steel CAD application – COINS Framing. COINS Framing adds the ability to design framed buildings inside of the industry standard Autodesk products, and output the results for manufacture or design on-site. This

release incorporates additional productivity benefits over previous versions to reduce the design time for framed buildings – such as the innovative "Drawing Checker" that identifies problems in a drawing and can allow automatic fixing of certain errors. ■



Framed House

UK CIS Tax Scheme – Preparations continue despite delay!

Significant changes to the CIS Tax scheme for UK subcontractors were due to be introduced in April 2006. Following intense industry lobbying, HM Revenue & Customs have delayed the implementation of the changes until 6th April 2007.

COINS customers were in a better position to cope with these changes in April 2006 than many other businesses. However, the delay will give them more time to prepare and undertake training on the new software.

A substantial proportion of the necessary software changes had already been made within COINS and made available to clients for testing in the November patch releases, as originally forecasted. The COINS CIS Tax Testing seminars are continuing as planned during November 2005 and COINS recommend that clients start preparation for the changes as soon as possible.

Further information is available from the secure client area of www.coins-global.com. ■

Ireland in the sun

COINS has emerged as the Industry's choice in Ireland. In the last six months three more of the top 20 construction companies have chosen to implement COINS – namely P J Hegarty, P Elliott & Co and O'Flynn Construction. COINS is now used by over 30% of the top 30 construction companies in Ireland including building and civil engineering contractors, house builders and specialists contractors.

COINS was first introduced in Ireland in the late 1990's when Ascon/Rohcon selected the system. Since then COINS has built on the success of this implementation and established a proven track record based on business best practices.

Recently COINS introduced the Firstbase and Express configurations. These enable a fast track approach to implementation and make it easier for the SME marketplace to adopt COINS. This has been done successfully in the UK and COINS is looking to grow its business further in Ireland.

As for future plans in Ireland, Michael James, head of new business in Ireland for COINS says: "We are looking to grow the electronic trading community as well as building on our client base. It would be nice to say we have a client in each of the four provinces; currently we can claim three, therefore an implementation in the West would be fantastic!" ■

Support Call Feedback

As part of their ongoing commitment to improve customer satisfaction, COINS have introduced an automatic feedback form as part of their support process. As each support call is closed, an e-mail containing a short questionnaire will automatically be sent to the client inviting them to click on one of three links (Good, Fair, Poor) and to enter any appropriate comments. COINS have recently commissioned an independent survey of its client base and will use a number of such questionnaires to monitor improvement in satisfaction levels amongst its client base and so would encourage clients to participate. ■

New COINS Modules

COMMERCIALS – CVR & FORECASTING

COINS CVR and Forecasting is a new module that is designed to deliver greater visibility of contract performance information throughout an organisation. It is a tool for quantity surveyors, commercial managers and commercial directors to assist in the timely production of monthly cost value reconciliations, end day forecasts and cash forecasts. COINS have managed to maintain the surveyors love of spreadsheets by optionally generating Excel Spreadsheets using information held in the COINS central repository and distributing them to the appropriate manager. Once he/she has updated it with relevant information, the spreadsheet may be sent back to the COINS system, where it updates the central repository. The "checking out" and "checking in" of these spreadsheets is monitored by COINS thereby assisting in the collection of contract performance details and the subsequent production of detailed management reports and forecasts.

Key business processes supported:

- Cost Value Reconciliation (CVR).
- End day forecast.
- Cash forecast.
- Management reporting.

Key Features:

Monthly Cycle

- Automated distribution of the COINS generated spreadsheets to quantity surveyors.
- Email notification to quantity surveyors.
- Monitoring of spreadsheet status. A "return by" timetable can be incorporated.
- Spreadsheets can be re-issued (to the quantity surveyor's manager, for example).
- COINS processes the returned spreadsheets and also extracts the data. This data can then form part of the management reporting process.
- CVR's and forecasts are subject to an "authorisation process".
- Dynamic management reporting using a choice of reporter or OA adaptor.
- Enquiry screens allow you to access up-to-date data that the QS has entered in his/her spreadsheet. This means that key data which normally resides on local computers can be stored centrally and therefore accessed by others.
- Online enquiry into each version of the returned spreadsheets, therefore creating a history of each submission.
- Returned spreadsheets will be stored in a document management system, such as COINS Information Manager (CIM).

Template Spreadsheets

- A number of different spreadsheet formats are available to help manage the CVR and forecasting process. These range from Performance Review through a Trading Summary to detailed breakdowns of Cost and Revenue. Further spreadsheet designs can be created.
- Any number of template spreadsheets can be supported.
- Microsoft Excel template spreadsheets are created in xml format with reference to rules published by COINS.

This entails "naming" individual cells or ranges of cells such that the required data can be inserted by COINS.

- The full power of the COINS business logic layer can be employed when populating the spreadsheets. For example, details of applications submitted, costs incurred and so on can be made available in the spreadsheet.
- Memorandum data (for example the surveyor's working calculations) can be retained for subsequent enquiry.
- Cells can be configured such that the contents update COINS. These updates are held in configurable data stores that can be included in the monthly management reports.

BONDS AND GUARANTEES

The new COINS Bonds and Guarantees module allows an organisation to track and monitor bonds and guarantees to ensure that it can provide enough security to its clients for their projects. Without adequate facilities, construction companies cannot offer a financial guarantee to the potential client and will not be awarded the business. Careful monitoring of the facilities available and the existing usage of their facilities is therefore a business critical area.

Bonds and Guarantees tracks all aspects of an organisations facilities and allows interactive and proactive management of the facilities and bonds. Comprehensive reporting, including detailed graphical analysis is also possible.

The system is fully integrated with the COINS Company Information and Project Information Workbenches whilst using existing COINS Companies to differentiate certain system features. Bonds and Guarantees is capable of using multi currency (with an exchange rate history table) on bonds and premiums, therefore ensuring that bonds covering international work can also be managed.

Bonds and Guarantees can also be run as a stand alone module using defaults for companies, projects and clients that can be edited for each bond entry.

Written in Open Architecture, the system uses the latest technology including reporting, graphs and configurable screens with appropriate licensing.

Key Features:

- Integrated or stand alone modes.
- Detailed Bondsman information stored in the Company Information Workbench.
- Identification of surety or banks for reporting.
- Gross and nettable facility calculations.
- Follow up activities and notes that integrate with the Activity Workbench and diary functions.
- High priority note warnings with fast access to specific notes.
- Records premium amounts, due dates and covers premium distributions.
- Multiple currencies against one bond.
- Tracks estimated and practical completion dates.
- Detailed filters allowing fast selection of individual bonds or groups of bonds, for example ones that will be overdue in the next 30 days.
- On screen graphical displays of utilisation and facility overviews.
- Detailed reporting.

COINS Special Interest Groups

As announced in the last edition of COINS News, a series of Special Interest Group days is planned for early 2006.

The schedule is as follows. The modules listed under each day are indicative of the scope of each day. The groupings are intended to promote an integrated approach to thinking about business processes, which often cross COINS modules and clients' departments.

2006

- 17th Jan **Procure to Pay**
(Procurement, Purchase Ledger, Subcontract Ledger, COINS-etc)
- 19th Jan **Customer Relationship Management – House Building**
(House Sales, Customer Care)
- 24th Jan **Customer Relationship Management – Contracting**
(Marketing, Sales Ledger, Contract Sales, Facilities Management)
- 26th Jan **Contract & General Management – House Building**
(General Ledger, Contract Status, VAP, Bill of Quantities)
- 31st Jan **Contract & General Management – Contracting**
(General Ledger, Contract Status, Valuations, Commercials)
- 2nd Feb **Human Resources**
(Human Resources, Payroll, Expenses)
- 7th Feb **Asset Management**
(Fixed Assets, Plant Manager, Fleet Manager, Stock)
- 9th Feb **System**
(User Interfaces, Reporting Tools, Documentation, Utilities)

Agendas for each day will be made available on the secure client area of www.coins-global.com before Christmas so that clients will be able to plan which full or part days to attend. There is no charge for attendance but pre-booking is required. To pre-register interest in one or more of these days, an e-mail should be sent to pauline.sargent@coins-global.com. ■

COINS Sponsors CMYA for 6th Year

COINS sponsored the Construction Manager of the Year Awards (CMYA) for the sixth consecutive year, held at the Grovesnor House Hotel in London, during October. The awards recognise individuals for their management achievement within the Construction Industry. COINS would like to congratulate all the winners, in particular John Roper from Sir Robert McAlpine, who won the overall award for his outstanding work leading the team who bid for and built the Paul O'Gorman building in Newcastle. Details of the CIOB event can be found at www.cmya.co.uk ■



COINS becomes an ELITE Partner

Following COINS being awarded UK Application Partner of Year in 2004, Progress Software has assigned COINS the status of Elite Partner within their award-winning Progress Partner Program. Progress consider not only revenue growth but also many important technology, industry, and business barometers to determine the placement of Partners in the program. Progress describes Elite Partners, the most senior status, as being 'among the top few Partners who demonstrate superior understanding of Progress technology and their industry, while maintaining the right mix of resources and ability to achieve extraordinary growth'. There are six Progress Elite partners in the UK representing 4% of the Progress ISV community. Worldwide, 9% of Progress Application Partners have been given Elite status. ■



Client Skills Development Workshops

Existing, experienced COINS users are taking advantage of a new offering from COINS. The Client Skills Development Workshops deliver advice on best practices for a range of COINS topics including:

- Invoice Matching
- The Plant Manager module
- Purchase Order Variations
- Creating and using Forms and Overlays
- User and Menu tailoring

Well received by clients who have attended the Workshops, they are already fully-booked throughout November. COINS intends to extend the number of workshops and increase the depth of coverage in terms of roles, functions and modules.

The structure of the sessions allows open discussion and hands on exercises that allow attendees to establish the best ways of using COINS to meet their specific requirements.

Currently the workshops are carried out by David Lyn, a very experienced COINS consultant who has been with the company for over 12 years. ■

Major National Contractor in Ireland Selects COINS



P.J. Hegarty & Sons has joined the growing community of contractors in Ireland to select COINS. Founded in 1925, P.J. Hegarty and Sons is now firmly established as one of Ireland's leading and most progressive building and civil engineering companies with an annual turnover in excess of €250 million and 700 staff directly employed.

The company undertakes projects throughout Ireland from offices located in Dublin, Cork, Limerick and Galway. The full range of construction services associated with a major construction company are provided including management contracting, design/build and finance, alliance/partnering and turnkey contracts in addition to traditional building arrangements.

Contracts vary in type and size but the primary activity is undertaking large and complex projects in commercial, retail, tourism, industrial and institutional building, refurbishment and civil engineering. The company's success over 75 years is based on sound financial and management principles. It is this emphasis together with a solid base of traditional craft skills, combined with professional management and techniques that has placed the company at the forefront of Irish contractors.

P.J. Hegarty will initially implement a 75 user COINS system covering Financials, Payroll, Procurement and Plant Management. Matthew Behan, Finance Director, states: "We first met COINS some years ago and were instantly impressed with their approach. We recognized then there was nothing comparable available in Ireland. Since then the presence of COINS in Ireland has grown and now well established with a proven track record. In our selection process we decided early on that the major ERP systems were not suitable for our business. The difference with COINS is they focus solely on construction and their people understand the industry."

The functionality in COINS will take us beyond Financials and enable us to integrate the operational areas our business including procurement, plant and commercial management into one central system. Beyond this, we will look to COINS to address our requirements for Human Resources and Facilities Management."

Keiran Malloy, Network Systems Manager adds "The underlying technology of COINS will enable us to roll out the system with minimal impact on our current infrastructure, it will also give us the flexibility to use a web browser for remote access".

COINS Three Peaks Challenge 6-7 May 2006

The COINS Three Peaks Challenge is the classic mountain challenge exclusively for the Construction Industry. Teams will compete alongside each other from their own industry to take on the challenge. Each team plus two drivers, have 24 hours in which to climb the highest mountains in Scotland, England and Wales, respectively, and raise money for CARE International.

The event starts on Saturday at Ben Nevis in the Scottish Highlands, moving to Scafell Pike in the Lake District, and ends at the foot of Snowdon in North Wales. A reception on Sunday evening concludes the weekend on a celebratory note and, amazingly, participants often move to the dance floor well into the evening.

If you work in the Construction Industry and you are looking for an exceptional team-building event, combining teamwork, networking, beautiful scenery and a physical challenge, then the COINS Three Peaks Challenge is for you.

The COINS Three Peaks Challenge is part of the CARE Challenge Series, raising money for the global humanitarian agency, CARE International. COINS is covering the cost of the event, which means that all the money raised will go directly towards supporting CARE's projects around the world. Plus, CARE will donate 2% of the funds raised to footpath projects in the UK.

The 2006 event is the Fourth COINS Three Peaks Challenge which has raised nearly £600,000 over the previous three events.

If you would like to register a team, please visit www.challengeseries.org.uk. Demand has been extremely high for 2006 and places for teams have almost filled up, so hurry! ■

The Connaught Team at the finishing line in this year's event



COINS Annual Golf Day 2005

JLP, BDL and Rushmon win team trophy whilst Stuart Seddon clinches the Stableford Individual Competition

Stuart Seddon (Seddon Stoke) won this year's COINS Golf Day with an excellent 39 points on the difficult Stoke Park Course. Playing off 16, Stuart impressed all with his accurate driving and deadly putting. A slow start was transformed by a run of 5 net birdies that saw him hit 21 points at the turn. A short stop at the half way house slowed his momentum before recovering his form for a strong finish. The victory was close run with only 4 points separating the top three made up by Paul Nicholls (Bewley Homes) and Simon Charlick (Curzon Holdings).

A total of 21 different companies took part in an all day event at Stoke Park (famous for James Bond and Bridget



Paul Stewart-Smith (COINS), Dale Mullins (Kier Regional), Phil Andrews (G. Osborne), Stuart Seddon (Seddon Stoke)

Jones films). A 9 hole morning session was followed by a more serious 18 hole challenge over the fantastic parkland course. Bill Smithson (Rectory Homes) won nearest the pin whilst David Nagy (Bryen and Langley) won the longest drive. Perhaps the most closely contested and entertaining prize was for the "Worst COINS golfer" with Keith Gibson enduring a nightmare back 9 to record the lowest score.

The whole day was rounded off with a superb dinner in the evening. Derek Leaver (Commercial Director - COINS) and Larry Sullivan (Chairman - COINS) presented the awards to the worthy winners and everyone listened to an excellent presentation by Care International. ■



Stuart Seddon receiving his trophy

Tanzania

As part of COINS' ongoing commitment to the COINS Three Peaks Challenge and CARE, a trip to see CARE in action in Tanzania has been organized. The delegates for the trip are made up from those who contributed the most to this year's record breaking COINS Three Peaks Challenge when a total of over £250,000 was raised.

It is the perfect way to recognize the hard work of those who completed the Challenge and who raised fantastic sponsorship:

Tim MacLeod and Paul Costa from Multiplex
Niall Southwell from Simons Group
Sue Cooper from Connaught
Dave Huxley from Kier Wallis
Andy Powell from Moss Birmingham
Helen Stoddard from CARE International
Steve Jones and Richard Vale from COINS



The trip is more than just a reward for those attending, it is a chance to see first hand an example of CARE's work and where their efforts are going to help. It is hoped that champions will be created for both the COINS 3 Peaks Challenge and for the work that CARE does.

The trip will include visits to CARE's urban sanitation project in Dar es Salaam plus their HIV and AIDS projects where they are working with people who live with AIDS and the issues surrounding access to anti retroviral treatment. A visit is also planned to the Jozani-Chwaka Bay Conservation Project in Zanzibar where CARE and their partners are working to improve the livelihood security of 2500 households by generating income through activities such as bee-keeping, vegetable cultivation and handicrafts. Delegates will end the trip with an insight into how a country based office operates and the day to day issues it faces.

CARE began operations in Tanzania in response to the influx of hundreds of thousands of Rwandan refugees into the country in 1994. From 1994 through to 1996, CARE Tanzania provided food, water and sanitation, shelter, and health care to 500,000 refugees. Since 1996, CARE Tanzania has built a large development program in several areas of the country and works in civil society strengthening, education, nutrition and food distribution, health, HIV and AIDS, integrated conservation, education, and agricultural development. ■

Jozani-Chwaka Bay Conservation project - Mwakito watering her citrus trees.



Photograph: Nicky Lewin



MERRY CHRISTMAS TO ALL OUR CUSTOMERS, SUPPLIERS, ASSOCIATES AND FRIENDS, AND A PROSPEROUS 2006!

The next COINS News will be available in early 2006.

If you would like to submit an article for the next edition of COINS News, please contact Melissa Ma on 01753 501034 or email melissa.ma@coins-global.com

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