

2005

CLIP Products

Service Industry Software for:

Lawn Maintenance

Lawn Fertilization

Snow Removal

Landscaping

Irrigation

Pest Control

Tree Service

Indoor Plant Service

Window Washing

Pavement Maintenance

Pressure Washing

Pet Care Service

Pool Service

Maid Service

Chimney Sweeping

... and YOUR business!

The logo for CLIP, featuring the letters 'CLIP' in a bold, italicized, green font with a black outline. The logo is positioned at the bottom right of the page, partially overlapping the hourglass image. The background of the entire advertisement is a teal color with a large, semi-transparent image of an hourglass on the right side, showing sand falling from the top bulb to the bottom bulb.



Since 1989, *CLIP* Software, Inc., has been the leading publisher of software for the service industry. More than 9,500 companies have taken advantage of *CLIP's* routing, scheduling, accounting, job-costing and time saving solutions. *CLIP* is developed with a commitment to your business enhancement and education.

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What Is **CLIP**

CLIP is software that gives you the power to operate your business more effectively. The software is designed for the service industry which normally involves the servicing of a customer's property. This requires specialized software to handle the day to day management of your customers, employees and the challenges that come along with this.

These challenges include the need to **route, schedule, estimate, track employees, track customers, job cost** and **bill** the services performed. **CLIP** handles all of these in a way that meets your needs. This is achieved through the use of flexible scheduling options, integration with mapping software for routing, integration with **QuickBooks** for ease of billing and tracking A/R, a customer management system to help eliminate post-it notes and increase inter-office communication, reducing paperwork using integration with Palm devices for the crews and much more.

With over 9,500 copies sold and 17 years in business, we are ready to help you eliminate paperwork and become more productive.

Choosing the Right Product for You

Which Product is Right for You?	CLIP Classic	CLIP Pro
30-Day Money-back Guarantee	✓	✓
Free Technical Support	2 hours	2 hours
# of Properties	up to 50, up to 125 up to 99,999	up to 200 or up to 99,999
# of Jobs/Work Orders per Client	99	9999
# of Crews/Techs/ Trucks	9999	9999
# of Options for Automatic Scheduling & Routing	10	15
Job Costing	✓	✓
Reports	17	34
Estimating	Basic	Advanced
Bar Coded Route Sheets	✓	✓
User-defined Reports/Exporting to Microsoft products	✓	✓
Chemical Application	N/A	✓
Email Bills to Customers	N/A	✓
Track Employees	N/A	✓
Track Travel Time	N/A	✓
Powerful Customer Contact Manager	N/A	✓
Stores Photos in Customers File	N/A	✓

CLIP Classic

This version of *CLIP* does all routing, scheduling, revenue tracking and billing for the small to medium contractor.

CLIP Classic is preferred for the company looking to systematize its operations for greater efficiency. Companies using **CLIP Classic** vary in size from start up to over \$1.5M in gross sales.

CLIP Classic is available in four different versions

- Starter Version up to 50 properties
- Small Business Solutions up to 125 properties
- Classic Unlimited. up to 99,999 properties
- Multi-user

qCLIP Classic

qCLIP Classic further enhances the capabilities of your favorite accounting program by adding routing, scheduling, and revenue tracking. All of your billing and business functions remain in QuickBooks. **qCLIP Classic** is an extension of *CLIP* Classic. **qCLIP Classic** is

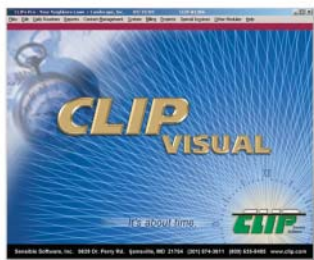
an ideal companion to QuickBooks if your company is set up in QuickBooks and you would like to automate some of its operations.

qCLIP Classic links with Microsoft Word, Excel and MapPoint.



CLIP Pro

CLIP Pro is the latest and greatest *CLIP* of all. This product is cutting edge technology. **CLIP Pro** is perfect for the company that wants to automate their whole business. **CLIP Pro** changes on an on-going basis as new ideas, suggestions and technologies become available. **CLIP Pro** does all of your billing, routing, scheduling, job costing, employee tracking, and much more! **CLIP Pro** is the result of over 15 years of research and development and over 8,000 companies' suggestions and needs. **CLIP Pro** is ideal for the company looking to maximize profits through the efficient use of information tools.



CLIP Pro links with Microsoft Word, Excel, MapPoint and Outlook.

CLIP Pro is available in three different versions

CLIP Pro 200 up to 200 properties
CLIP Pro Unlimited up to 99,999 properties
 Multi-user

qCLIP Pro

This Pro version is one step above *qCLIP Classic*. **qCLIP Pro** works directly with QuickBooks as well as having the expandability of *CLIP Pro*.



See system requirements for version information

qCLIP Pro links with Microsoft Word, Excel, MapPoint and Outlook.

KnowItAll

KnowItAll is a software program that is used to organize all of your information and give you the ability to find it, change it and share it.

In an office setting, KnowItAll keeps track of all of the documents, bits of information, procedures, web sites, passwords, folders, and all other tid-bits of information. This information can be easily shared or restricted to only certain users. Articles can be exported and imported, making it simple to share information with other KnowItAll users. KnowItAll includes a notification system that lets people know when certain articles are modified or deleted. KnowItAll can also remind you to review articles at a certain date.



KnowItAll makes sure that the right people know the right stuff at the right time!

Main Screen Total Articles: 7331 - Version: 2.0.148

Skip All
 Search
 UnAssessed
 Release
 Add New
 Print
 Home

Topic	Open	Question/Title	Solution	Date	Seq	Views	Attach
		After I applied an update I open my program and now I get this message	There are MISSING THE SEEM folder	01/16/2003	1489	47	
		Where are the demo shipping coupons?	THESE ARE ONLY TO BE PRINTED AND DISTRIBUTED BY MANAGEMENT	01/16/2003	1489	25	Attach-DOC
		I am running Visual-CLIP Classic and I am entering customer data. I want to know how to enter in a 5% discount for	In the manual, that is online as well as your previous manual, there is a section called "Specials". The first CLIP go to Filter-Order (Online-DOT Prompt. In the "Enter a Customer Disc." menu the following command:	01/16/2003	1504	20	
		How do I export the Visual-CLIP chemical list from CLIP as an EXCEL (.XLS) file?	You should enter a negative credit entry for the customer via Enter Transactions > Disc-Enter	01/22/2003	1516	6	
		Let's say a customer calls up and disputes the total billed on an invoice	You would have to manually make a correction in Quickbooks since there isn't any way to indicate that the entry	01/24/2003	1525	2	
		If I have a customer who was charged a finance charge and that finance charge was transferred to Q.B. If I delete the customers	See attached: "telephone".exe	01/24/2003	1530	6	
		Where are the messages for the ON-HOLD device?		01/29/2003	1635	5	Attach-DOC
		What is the internal process for setting a customer up with credit cards?	02/06/2003 WWW updated Joboan's email address, added technical notes.	01/30/2003	1637	15	Attach via distribute
		What is the contact information for our long distance phone service?	I agreed to a discount for a verbal commitment of 3 years. See attached for the record of this. DAT	01/30/2003	1638	5	Attach-PDF
		When trying to use a report or a function, such as Global Replacement, what is the syntax for the ACTIVE customer	Step1: CH-Customer Status Step2: Equals Step3: ACTIVE -status: "What is	01/31/2003	1645	2	
		*** This customer had this problem for a creation date of 11/6/02****	He had numbers on the grid instead of a name I had him adjust this by adding 0 by changing the address and to a	02/04/2003	1690	3	

Accounting Links

With 3 available links, *CLIP* can work with any accounting package. We have developed specific links to work with QuickBooks and Peachtree®. These links transfer all the batch totals of your accounts receivable into your accounting package.

Peachtree Link

Peachtree Link allows users to assign each job/item in *CLIP* Classic or *CLIP* Pro to an income account that corresponds to Peachtree®. The link will not only give each user the basic power of *CLIP* - automatic scheduling, routing, and job costing, but will allow the user to track all their income sources in one of the most powerful accounting programs on the market.

QBLink

QBLink is the module that links *CLIP* Classic or *CLIP* Pro information into QuickBooks. This allows you to specify your general ledger account numbers for each and every transaction in *CLIP* and export the batch activity from these account numbers to QuickBooks, thereby supplying QuickBooks with all of the Accounts Receivable information automatically from *CLIP*.

Clinker

Clinker allows you to link to any other accounting programs. **Clinker** opens up a credit and debit account number for each and every transaction in *CLIP* and summarizes the account activity for you to easily enter information into your accounting program. This allows *CLIP* to be the Accounts Receivable branch of your accounting program.

Projects Module

Projects is an add-on module for *CLIP Pro* or *qCLIP Pro*. It fulfills all of the needs of the design/build company. You can create an inventory pick list with all of the costs included in a bid, produce order lists, work orders, load lists, proposals, contracts, analysis, job costing and many other reports and functions.

The screenshot shows the 'Inventory Detail' window with the following data:

Item Detail:
 Part Number: 123456789012345
 Description: Peat Moss-Fafard 3.8 CU
 Vendor: UNKNOWN VENDOR
 Stock Type: STOCK
 Stock Note: Peat Moss-
 Unit Measure: EA - EACH

Unit Cost Worksheet:

	Cost	Units	%Ovhd Recovery	Total	Include In MU?
Materials	1.000		10.00	\$1.100	<input type="checkbox"/>
Labor	14.76	0.1000	70.0000	\$2.509	<input checked="" type="checkbox"/>
Equip-					<input type="checkbox"/>
Subs					<input type="checkbox"/>
Total Cost per Unit:				3.609	

Price and Markup Work Sheet:

Qty	1.00	
Mark Up Each	10.00	%
Price to Customer	3.970	
Extended Price	3.970	
Total Cost	3.609	
Mark up	0.361	10.00%
Tax	0.00	
Total Price	3.97	
Credit:	41011	Sales Construction
Debit:	11390	Accounts Receivable

Other costs: 1) _____ 2) _____ 3) _____ 4) _____

Recalc Cost Only: Recalc Cost & Price:

Hide from Customer:

Sort by: Part Number Description

Projects will “standardize” your bidding and operations. Since it works inside of *CLIP* it is particularly useful to companies that have both maintenance and design/build functions.

Projects was designed with all of the popular “Overhead Recovery” systems in mind. **Projects** is recommended by Vander Kooi and Associates as the bidding software of choice for the landscape professional.

Projects links with PRO Landscape, and Excel.

Special Invoices Module

Special Invoices Module was developed as an add-on module for *CLIP Pro*. It gives you the ability to choose to change your customers to Open Invoice type customers. This allows you to mix billing types within the same *CLIP*. Some customers can be tied to invoice numbers and applying credits to invoices, while other customers can be Balance Forward type customers.

Special Invoices is particularly suited to the company that has commercial accounts and needs to track invoice numbers for its clients.

CLIP Translator

Now available, **CLIP Translator** gives you the power of on-the-spot translation in all of your crew notes in *CLIP*. Simply type in the message, hit the “translate notes” button and *CLIP* does the rest.

CLIP Translator is a web-based translation program that allows you to instantly convert your notes in *CLIP* into Spanish, French, German, Italian or Portuguese. Bridge the language barrier with **CLIP Translator**.

Instantly convert your notes
in *CLIP* into Spanish



Credit Card Module

With the **Credit Card Module** you can handle all your credit card transactions from within *CLIP*. If you don't currently accept credit cards, we can help you to get setup. No need to purchase additional hardware such as zox machines or printers. All that is required is a modem and *CLIP* will do the rest. *CLIP* will get the approval and post the credit directly to the customers account.

Note: *CLIP* accepts all major credit cards and requires that you use Global Payment as your merchant account. Call for details.



CLIP for Construction

Due to the popularity of the *CLIP* Projects Module, *CLIP* has heeded the many requests and created a [stand alone version](#), called **CLIP for Construction**. This innovative application will standardize your bidding and operations, and has been recommended by Vander Kooi and Associates as the bidding software of choice for the landscape professional.



CLIP for Construction is particularly useful to those companies doing only design/build work.

It allows you to create an inventory list including all associated costs within a bid; produce reports such as order lists, work orders, load lists, proposals, contracts and job costing analysis. It uses "open invoice" accounting for all customers, linking them to invoice numbers.

Field Projects

Field Projects* is a new optional function for *CLIP* that allows a user to take a copy of *CLIP* out in the field with them to do estimates, proposals and even billing on site while maintaining all of the data in the original "Desk" computer.

This is very useful for people that want to send an estimator out on the road and have him do estimates on the fly, even adding customers and then be able to "synchronize" the data back to the main *CLIP* system.

This is very useful for irrigation contractors, chimney sweeps and others that arrive on a job and are not sure what they will be using on that job. Once the job is completed, they can create a project and add the items used, use the "Bill Now" button to create an invoice on the spot and leave the invoice with the customer. Then they export the project to a diskette and return the diskette to the office. The office imports from the diskette and clicks on the "Bill Now" button to make sure that the customer is charged.

*Must own Projects Module.

Erouter (English or Spanish)

CLIP's **Erouter** is software that will upload to a Windows CE device or Palm™. This includes the Casio Cassiopeia, HP Jornada or IPAC.



This creates "paperless" route sheets. The work is uploaded to the PDA and the crews can see all the customers, jobs, notes on the device and they record the jobs as they are completed. This information is then automatically linked back to *CLIP* and the work is recorded with all of the information about times, crew members and job costing.

They can also choose to show the prompts, menus and options in Spanish, making it easier for them to use this technology if Spanish is their native language.

CLIP Conference

The **CLIP Conference** is the largest private conference in the Green Industry. An annual event that involves hundreds of people from the Green Industry and other service industries gather for three days of intensive *CLIP* training, networking and business teaching.

An event not to be missed!

CLIP Classes

CLIP offers classes throughout the nation. These are usually two day classes and they concentrate on the core workings of *CLIP*. These classes are ideal for the novice to medium expert *CLIP* user that wants to know how to get the most out of their investment. There are many business concepts and ideas that are also taught. Most students go away astounded at the amount of information they received and ready to change a lot of their business to make it more profitable.

Visit www.CLIP.com for the latest schedule of classes.

On Site Consulting

CLIP Software does limited on-site consulting. This usually consists of a two day visit by one of our trainers. We will spend time understanding your business systems and showing you how to implement *CLIP* in the most efficient way possible. We also bring a lot of business information into your business that we have gleaned from our many years in this industry.

Availability is very limited so please contact us if you are interested.

CLIPConnect

CLIPConnect service offers real-time information exchange between the office and the job site. Ideal for most service industries, **CLIPConnect** utilizes web access platform technology to keep office and field personnel connected, saving time and paperwork.

Using a Web-enabled device, field personnel can update the **CLIPConnect** Web portal with particular job information, such as start and finish times. Once entered, this information is immediately available to office personnel with Internet access. Additionally, all information needed for invoicing the customer is automatically updated, increasing billing efficiency and reducing paperwork.

CLIPConnect also simplifies business management. With a Web-enabled device, managers can use **CLIPConnect** to monitor the status of every scheduled job from any location. This allows for efficient task supervision without having to visit the office.

Furthermore, a crew's schedule can be reconfigured throughout the day using **CLIPConnect**. Office personnel using the Web portal can add new jobs or manipulate existing scheduled tasks and the information is instantly updated and available to field personnel, maximizing flexibility and improving communication.

CLIPConnect is designed for use with any of *CLIP's* routing, scheduling, billing and job-costing software.



CLIPtrak

Now you can tackle two issues at the same time. We have teamed up with Navtrak GPS systems to offer you a better way to manage your crews. With Navtrak, you will know where your trucks are in real time. You will be able to display them on a map as they travel around town and when the trucks stop at a property Navtrak will send the Start and Stop times directly into *CLIP*. You can just sit back and watch as the system automatically updates the Record Work screen in *CLIP* as the jobs get done during the day.

*Must own *CLIP* Pro and *qCLIP* Pro.



CLIPMailing.com

CLIPMailing.com is a brand new service that allows you to find the "Sweet Spot" customers that produce the most profit for your company. Using *CLIP* to find that "highest dollar-per-hour" customer, analyze the account and see what makes it so profitable. Is it the size of the lawn, the geographic position, the type of house and/or age of the occupants? Once these questions are answered, all that is left is to find more of the same!

CLIPMailing.com allows you to pick out the potential customers based on all of the criteria above (including lot size) send a postcard or mailing to them and then be able to retrieve the data once the contact calls you. All of this is done remotely with no work on your part.



PRO Landscape

Make up designs in **PRO Landscape** and import the materials directly into **CLIP Projects**. This way you have the accounting information and the design information completely coordinated.



HORTICOPIA®

HORTICOPIA® is the leading plant library with pictures and definitions of thousands of plants, bushes, and trees.



Count Me In

Count Me In is the perfect time clock replacement. It uses Fingerprint technology so your employees can't punch in and out for one another and they don't need to fumble paper timecards. It is computerized and does all the adding for you. It handles breaks, overtime, reporting, pay periods, and even rounding. Plus, it comes with a free connection to QuickBooks so you can easily import your timecards into QuickBooks.

***CLIP* - Sensible Software, Inc.**

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