

Q&A WITH THE EXPERT

MOBILE SNOW REMOVAL SOFTWARE



Q&A WITH DAVID LaFORE

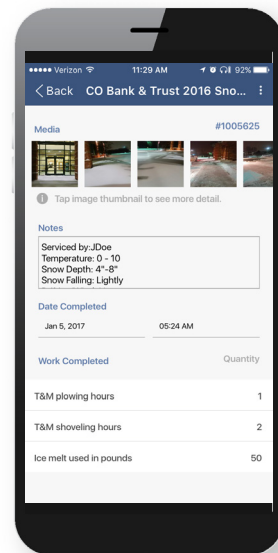
Founder, DTSI Software

1 What is FieldVision by DTSI Mobile Snow Removal software?

A: FieldVision by DTSI is a mobile application that runs on both iPhone and Android phones. FieldVision enables field crews to document their snow removal operations with before and after photos and video and to record the details of the services performed. The services can be viewed as they are being performed and automated notifications can be setup to notify your clients of services as they happen. FieldVision maintains a complete history of all services performed on a property so that the service records can be retrieved at any time. All services recorded by field crews are stored in the cloud so there is no expensive hardware to buy and manage. FieldVision can completely eliminate manual paperwork and will work for any size company.

2 Why should I use it for Snow Removal operations?

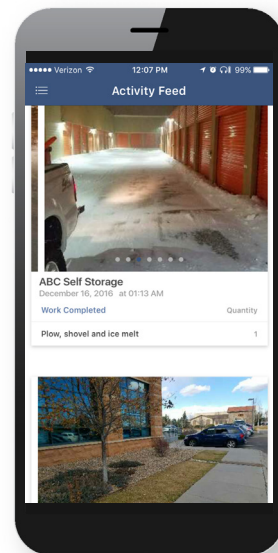
A: The two biggest problems for snow removal contractors are lawsuits from slip-and-fall claims and the problem of getting paid for all of the work you do. FieldVision solves both problems by having



crews take before and after photos of all services, recording the services performed and any materials used, recording the weather conditions and other site conditions that are crucial to proving that you did the job according to the scope of work. With the information collected by FieldVision you can prove to your clients that you did the work and you can protect your company and clients from slip-and-fall lawsuits.

3 What is the cost of the software?

A: FieldVision is the most economical and yet productive mobile snow removal software



available. Depending on the features you want to use, the cost is between \$50 and \$200 per month for your entire company (including vendors and customers). There are no additional per-user fees, no setup fees and no long term contracts required.

4 Can I customize FieldVision for my company's specific needs?

A: Yes. Not every company operates the same way so FieldVision was designed to be fully customizable. Whether you provide services on a per-service basis or on a time and materials basis or both, you can easily custom-

ize FieldVision to suite your company's needs.

5 How can FieldVision save time and make my company more efficient?

A: With the FieldVision Management Console, your staff can drastically reduce the time it takes to review your crews work and generate customer billing and crew/vendor payment reports. You can easily generate invoices and send them directly to QuickBooks. One large FieldVision user reports that it used to take three people over a week to process and invoice the snow paperwork for one thousand snow removal services. Now, with FieldVision, it takes only one day for one person to process the same number of services!

6 Is FieldVision only for Snow Removal services?

A: No. FieldVision is used by a wide range of companies that perform other services when they are not doing snow removal operations. Because FieldVision is so easily customized it is used by many other types of service companies in the fields of landscaping, janitorial, HVAC, roofing, property management and others.



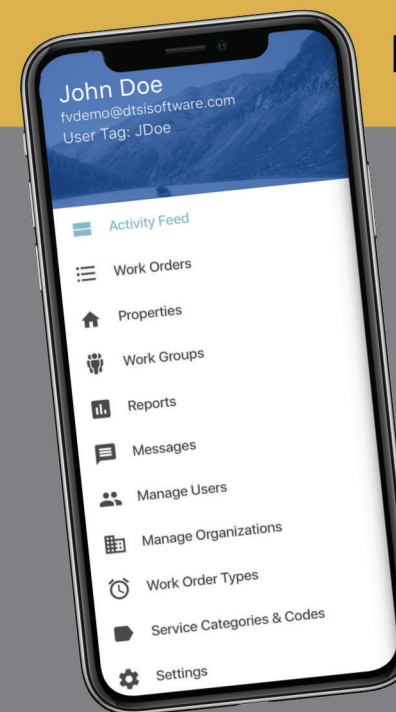
At some point you honestly just have to admit you need tools to manage your business in the field.

KELLY FOSTER, Owner,
Ground Source

REAL RISK CALLS FOR A REAL SOLUTION



LAWSUITS | LOST CREDIBILITY | LOST REVENUE



MANAGE IT WITH FIELDVISION

The Mobile App for Property Managers and Field Technicians

FieldVision enables field crews to document their snow removal operations with before and after photos and video and to record the details of the services performed. If a job site ever comes back to haunt you, you have accurate and defensible details to answer whatever questions that come your way.



DOWNLOAD THE APP FOR FREE
GET STARTED IN 15 MINUTES OR LESS

Q&A WITH THE EXPERT

SNOW+ICE MANAGEMENT PLATFORM



Q&A WITH KEVIN SPEILMAN

Founder, YETI Snow + Ice Management System and CEO, Cassian Commercial Services

1 What are the primary challenges facing snow removal contractors?

A: We know from experience just how challenging snow and ice management is. From dealing with extreme weather events, seasonal labor requirements, and exposure to significant liability, it's more like fighting fires than mowing lawns.

2 What makes YETI stand out from the crowd?

A: Built by seasoned snow contractors, YETI's integrated

software platform has been designed to help you effectively manage the inevitable challenges of winter before, during, and beyond the season. YETI facilitates pre-season site inspections, site map creation, and route planning. Its advanced real-time planning dashboard gives ops teams critical data and the flexibility to reallocate resources and modify plans to ensure your success during highly stressful events. YETI also manages scheduling, billing, subcontractor invoicing, and payroll—it's a full cycle solution.

3 Does YETI reduce liability risks?

A: YETI significantly reduces exposure to slip fall claims by delivering service verification using GPS, photos, and geofencing. This combined with weather forecast tracking provides invaluable data to protect against claims.

4 What ROI can I expect?

A: YETI users have reported savings of thousands of dollars in missed revenue and improved operational efficiencies in their first season. Its pricing model is based on the number of sites managed—cost per site can amount to less than a cup of Starbucks coffee per month. And protecting you from slip-fall claims can save you hundreds of thousands of dollars.

5 How long does it take to get YETI set up?

A: Subscription to YETI includes tools, training, and support. We take care of importing client, employee, equipment, contractor, and site information for you to minimize disruption to operations, and your client support specialist will work with you real-time to get you up and running quickly and smoothly.

6 I subcontract, can YETI help me?

A: YETI's integrated platform manages subcontractors just like your own teams, including real-time crew reports and location data during events. It then provides the details you need to bill your clients as soon as the work is performed and verify subcontractor invoices. No more waiting for subcontractors—you'll have the information at your fingertips.

7 In the summer my company does landscaping, can YETI work for both?

A: YETI is fully customizable and can manage services you perform during the rest of the year, such as landscaping, construction, and more.



Get the full picture and let **productivity** sky-rocket this season

YETI snow management system, built by experienced snow contractors, has all the bases covered—*we get your business*. YETI makes building accurate site maps and route planning quick and simple—making you and your crews readier than ever for snow season. And when it's time for action, YETI's advanced real-time dashboard gives your ops team full control to react swiftly and move resources where and when they are needed—snow season no longer has to mean chaos.

Have you seen YETI yet?

Find us at **ASCA Snow Show**, booth #200 for a **live demo**

