



CUSTOM SOFTWARE SOLUTIONS



Presents

COAL SOFTWARE & SYSTEMS

The Platinum Version

Of

Coal Order Ship / Bill





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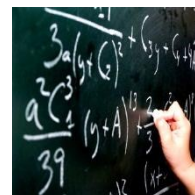


COAL INVOICE PROCESSING REQUIREMENTS

Greatly Impacts
My Cash Flow



Because....
It Is Very Complex



And.....
It Is Very Time Consuming

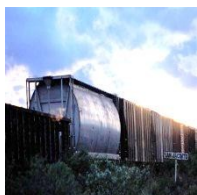


Not Any More!
With COSB - Platinum Edition

Coal Is Shipped

Customer Is Invoiced

Customer Receives Invoice



Today



Today



Today



Introducing COSB - Platinum Edition:

- A new generation of software incorporating the many facets of Coal Contracts and their specific invoicing requirements.
- The timing, formatting and components of a customer's invoice are now a contractual requirement.
- COSB - Platinum Edition is tailored to flow with your business, not dictate your flow.

Features and Highlights

- ✓ COSB - Platinum Edition is a single source solution. Many potential errors and mistakes are avoided by eliminating the need for *Invoicing Spreadsheets*.
- ✓ Security access is built-in per user. User Access can be limited to Application, Company, Screen and Screen attributes. Your Administrator maintains this password-protected access.
- ✓ Reporting is not just the printing of a predefined report. Twenty-seven different export file types are supported. In addition, *Filtering* is available, eliminating the printing or exporting of unwanted data, streamlining the entire process.
- ✓ Federal and State Regulations are always changing; therefore, a proactive approach is mandatory. CSAPR rules are built into the solution based on the latest information available. MATS will be addressed when information is available.
- ✓ Audit Trails are automatic. Master and Transaction table changes are date / time and user recorded. The history of changes made can be viewed. Customer Contracts can be locked and unlocked by the appropriate supervision with contract versioning available for audit and review.
- ✓ A repository is included so that any important document can be scanned and cataloged for future reference.
- ✓ Invoice distribution is setup per contract for internal and external distribution. Emailing, faxing, USPS, or any combination is available for any number of recipients. The distribution is automatic when the invoice is approved.



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- ✓ Tickler files itemizing all shipments and status are an integral element of the software. Information is available indicating if a shipment available for invoicing and if not, *why not?*
- ✓ Invoice presentation includes your company logo(s), versatile company contact and payment requirements. Contract specific requirements i.e. UOM and decimal precision is supported.
- ✓ Allows for multiple invoicing frequencies for each category of billable items utilizing an unlimited number of invoice styles.
- ✓ An analysis prodigy gives you the ability to develop and test your own formulas. The result is diverse calculations of premiums and penalties. Super Penalty and Rejection Limits are also supported.
- ✓ Ratable and Non-ratable nominations are supported and various tools are available to reallocate proposed shipping requirements
- ✓ All pricing can be date sensitive, utilizing Indexed, flat rates and tiered models.
- ✓ Additives and other charges are entered per date range utilizing various calculation methods. Shipment warnings based on presence or absence of additives or services are presented.
- ✓ An invoice is created and then available for review. An additional secured step is required to approve the invoice that triggers automatic distribution.
- ✓ Barge, vessel, rail and truck modes of transportation are supported. Importing tools are customized based on the shipping records that are available.
- ✓ Management reporting is available for Sales and Cash forecasting. DSO reporting is also available.
- ✓ General Ledger interface structures are included. We work with your accounting department to ensure the source information is made available on a daily or other time periods as required.
- ✓ Our Land Management - Platinum Edition module for the preparation of royalties and taxation can use all tonnage and sales information.



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Common Issues and the COSB - Platinum Edition Solution

Existing Issue

Some contracts require coal to be billed by train and the analysis to be billed monthly!

The price I charge my customer for coal is always changing!

In some cases, my customer dictates the formulas for calculating qualities!

What is going on with CSAPR and MATS?

Some customers want invoices emailed, faxed or both. What about internal distribution?

Some of my contract terms use prime interest rates and business days

With so many different contracts and contract addendums, we have a paper nightmare!

Some of the additives are only used part of the year and as a result, we do not always bill for them when we should and revenue is lost!

COSB - Platinum Edition Solution

Allows for multiple invoicing frequencies for each category of billable items utilizing an unlimited number of invoice styles.

All pricing can be date sensitive, utilizing Indexed prices, flat rates, and tiered models.

An analysis prodigy gives you the ability to develop and test your own formulas. The result is diverse calculations of premiums and penalties. Super Penalty and Rejection Limits are also supported.

Requirements are always changing; therefore, a proactive approach is a requirement. CSAPR rules are built into the solution using the latest available information. MATS will be addressed when information is available.

Invoice distribution is setup per contract for internal and external distribution. Emailing, faxing, USPS, or any combination is available for any number of recipients. The distribution is automatic when the invoice is approved.

Prime interest rate is supported with additional points or percentage of prime calculated using business or calendar days.

A repository is included so that any important document can be scanned and cataloged for future reference.

Additives and other charges are entered per date range utilizing various calculation methods. Shipment warnings based on presence or absence of additives or services are presented.



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Some of our contracts are ratable and we are always adjusting the nominations!

Ratable and Non-ratable nominations are supported and various tools are available to reallocate proposed shipping requirements.

Sometimes an unauthorized change is made to a contract!

After a contract is entered or cloned from another contract, it can be locked to eliminate unauthorized changes. All modifications made to a contract are retained for audit purposes.

We ship by rail, truck, barge and vessel!

All methods of shipping are supported. Importing tools are customized based on the shipping records that are available without the need to re-key data.

Why a shipment has not been invoiced?

Tickler files itemizing all shipments and status are an integral element of the software. Information is available indicating if a shipment available for invoicing and if not why?

I want an invoice reviewed before it goes out!

An invoice is created and then available for review. An additional secured step is required to approve the invoice that triggers automatic distribution.

I spend a lot of time creating spreadsheets for sales forecasting!

Management reporting is available for Sales and Cash forecasting. DSO reporting is also available.

Much of this information has to be reentered to create royalties and coal taxes!

Our Land Management - Platinum Edition module for the preparation of royalties and taxation can use all tonnage and sales information.



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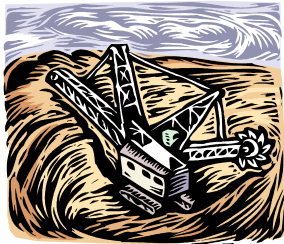


Additional Integrated Components To Develop Your Total Solution



Truck Scale Systems

The system captures data for both COSB - Platinum Edition and Land Management - Platinum Edition solutions. Configurations for both automated and manual modes are available. Trucker statement information is available for previewing or printing.



Equipment Maintenance

Maintains a detail history of equipment repairs, maintenance, down time, etc. for the life of the equipment. Produces work orders with a bill of material based on various maintenance intervals. Provides for warranty and core tracking reducing the cost of replacements.



Purchase Orders

Provides management and operations daily insight to all aspects of this activity. Requisition entries requiring management approval is available. Includes daily cost tracking and includes vendor analysis.



Inventory (Parts Tracking)

Multiple warehouse locations are supported with weighted average costing. Detailed information is visible for on-hand and on-order quantities. Kitting operations are supported.



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Accounts Payable

Designed for ease of use by the staff and provides management with tools necessary to determine cash requirements. EFT and bank reconciliations are included.



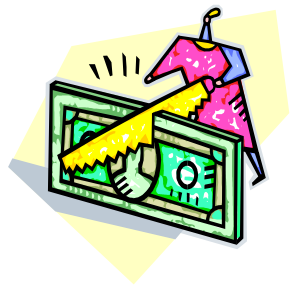
Payroll & Labor Distribution

Complex flexibility is the basis for this solution. Provides for user definable deductions and pay types. Provides for entering data frequently supporting Daily Cost Reporting.



Human Resources

Tracks certification status and retraining dates. Consumable benefits, including vacation and PDO are accrued and tracked. Tracks all absenteeism by reason.



Job Costing

Provides detail analysis of labor, expenses and overheads on any type of Job that you need to track. The overhead structure is very user-definable.



General Ledger

Has complete flexibility for all financial statements using a built-in formatter. Includes user-definable consolidation tools. Drill-down capabilities are inherent to this solution.



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Risk Management

Designed to track insurance information for each vendor, trucker, contractor and various other guests. Various notices including Expiration notices can be generated.



Production System

Surface, Deep Mining and Long Wall analysis is available. Downtime is tracked for each piece of equipment. Provides management with detailed analysis for Availability and Utilization.



Mine Permitting

Provides tracking of permit information and documentation from inception to completion. All stages are tracked to help guarantee compliance. Detailed bond information is stored to help ensure timely release.



Safety Administration

Tracks citations, methane detectors, SCSR and specific violation patterns. Exposure calculations are available for budgeting and identifying areas that should be addressed timely.



Hauling Management

Designed for Trucking Companies to capture data for invoicing as well as the basis for paying truckers. Tracks each shipment from the truck tickets to statements.



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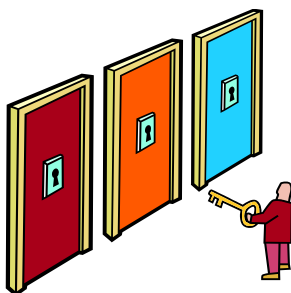


Standard Features of all Components Designed To Enhance Your Total Solution



Integration

The sharing of data between different functions greatly reduces the entering of redundant information saving time and reducing errors. When specific data is entered, *automatic validity checking or data lookup* options further ensure the data is entered correctly the first time.



User Preferences

A wide range of *defaults* and *user definable* lists are available to tailor your solution. Finding data has never been easier with the ability to *sort* and *search*.

If you do not want your data changed, use our *locking* system for some of the date sensitive data.



Reporting

Has the ability for you to create your personal *favorites* list of frequently used reports. *Detail filtering* criteria can be based on dates, accounting information, locations, various *KEY* elements or various combinations. A Quick Print Wizards is available for each master and transaction screen.



Communications

Includes robust exporting capabilities with over 20 formats available including PDF, CSV, RPT, XLS, WKS, ODBC and Text. Some solutions provide for automatic Emailing and Faxing. Each screen also has a Data Export Wizard available.



The *CSS Methodology*



Is The *Foundation* Of Your Solution

- We do not just sell software, but develop a *Total Software Solution*. Our software will be incorporated with your internal procedures and controls to develop a unique business solution.
- Our Methodology incorporates a four step process to ensure success:
 - (1) Analysis of your operations
 - (2) Understand your business model
 - (3) Review main issues and concerns
 - (4) Develop a Total Solution
- Our Development Approach:
 - (1) Assign a Project Leader and Development Personnel
 - (2) Develop Timeline and Implementation Criteria
 - (3) Create a Library with the Initial Programming Components
 - (4) Tailor Each Component to Develop The Total Solution
- Our Solutions also include:
 - (1) Face-to-face meetings and training
 - (2) Automatic updates via Email
 - (3) Additional Webinar training as required
 - (4) Customization Services and Applications



Software Acquisition Alternatives



Choice

Considerations

Standard Off-The-Shelf

This software is most readily available and is at the lowest cost. For standard applications e.g. Word Processing, Spreadsheets, it is the best choice. However, Coal Production and Management tools are nonexistent. In any case you Must Adapt Your Business to use the tool effectively and the tool is Not industry specific.

Build from Scratch – Third Party

At the conclusion of the contract, you will probably receive the desired product. However, this alternative comes with a very high cost and long development times. Testing is limited to a sterile environment, not your real world.

Build from Scratch - In House

At first glance, this may seem to be the best solution. However, most companies have limited resources to accommodate the development and maintenance required. Employees know the requirements of their company, but not that of the industry as a whole.

Tailored Solutions from CSS

Your Solution begins at CSS by combining proven components based on your requirements. One of our Solution Analyst, who has in excess of thirty years' experience, provides the direction for our professionals to tailor your application. With our research resources and additional information received from our clients, we continually update our offerings due to changes in Federal and State Regulations.

Solutions Tailored For The Way You Do Business!



Solution Criteria & Checklist



- _____ Does the proposed solution currently have a minimum of at least 80% of the required functionality?
- _____ Does the solution take into account the unique nature of your business?
- _____ Does the proposed software vendor understand the Coal Industry?
- _____ Is the flexible, maintainable, and extensible throughout the intended life of the software?
- _____ If you were considering creating the software in-house, would you need to hire additional professionals to development and maintain your software?
- _____ Is part of your design criteria to retain the majority of your business processes?
- _____ Does the software provider conduct an on-site detailed analysis?
- _____ Is on-site training and installation included?
- _____ Has the software provider demonstrated longevity in the industry?
- _____ Are additional integrated solutions readily available to complement the current solution?
- _____ Does the provider continually research the regulations that may affect the software?
- _____ Does the solution satisfy the needs of all levels of your personnel?
- _____ YES Do solutions built especially for a client typically have a substantially longer economic life?
- _____ YES Does Custom Software Solutions meet the above criteria?

We Do Not Just Sell Software

We Provide Solutions.



An Investment is to gain profitable returns



ROI At A GLANCE



- ✓ A Cost Center can become a Profit Center with the right software.
- ✓ A decrease in cost is equal to an increase in revenue.
- ✓ Information must be timely to be of value.
- ✓ Ability to leverage knowledge and work load.
- ✓ Increase cash flow by timely billing.
- ✓ Avoid paying for a warranted repair.
- ✓ Identify the reasons for lost production.
- ✓ Don't under-bill for quality or additives.
- ✓ Be aware of expiring recoupable royalties and lease renewals.
- ✓ Eliminate mistakes due to manipulation of spreadsheets.



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Simplicity Pricing



As your *business* grows your *license fees do not!*

Therefore:

Number of Users	Unlimited
Number of Companies	Unlimited
Number of Locations	Unlimited
Number of Seats	Unlimited
Increase in Gross Revenue	No Effect
Number of Employees	No Effect

Our fee is based on the complexity of the solution and the required tailoring / customization required which is determined by:

- Reviewing your system requirements and goals.
- Conducting a detailed analysis of existing operations.
- Determining the installation and training requirements within the timeline.

At the conclusion of our investigation, your investment will be presented in the form of a company-wide perpetual nontransferable license agreement for a single server location. Annual Maintenance Contracts will be made available.



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The History of CSS

More than 33 years developing integrated software solutions

Prior to 1978, companies used either Mainframe computers or Unit Record Equipment that was leased from IBM or another major vendor. In January 1978, IBM introduced the IBM 5110 computing system, which was the first desktop style computer for use in business. Computer Software & Systems was born.

We soon became a Value Added Retailer (VAR) for IBM. In 1981, we started developing software for the IBM System23 (DataMaster) and later that year, the Personal Computer which is now commonly known as a PC. Although this has been our focus, we have designed solutions for a host of midsize computer systems with a variety of operating systems and databases.

It was evident from the beginning; software would be in great demand to satisfy a new population of first time users. We therefore developed custom applications for a variety of industries including Doctors' Clinics, fruit packing companies, real estate companies, manufacturing, supply chains, cemeteries and others. During this time, we developed many different applications for the Coal Mining Industry. This suite of software solutions was marketed as Coal Software & Systems.

In 2010, we expanded our business and renamed our corporation to Custom Software Solutions (CSS), which better reflects our versatility in the market place. CSS is incorporated under the laws of West Virginia. Besides, the traditional Administration and Marketing functions, our internal organization consists of two main departments: software development and software support. In addition to our internal sales force, we have collaborated with other firms to market our software in conjunction to their individual offerings.

CSS has the same management in place since its inception and some of our staff has been with us in excess of thirty years. We have continued to enhance and upgrade our products as new hardware, operating systems, user interfaces and databases have become available. We are a solid, well-defined leader in the Coal Business with the stability and longevity to confirm it.

Thank you for considering us as one of premier software providers,

The CSS Staff and Management

**For an On-site or On-line Demonstration of these and other
solutions**

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