



CUSTOM SOFTWARE SOLUTIONS



COAL SOFTWARE & SYSTEMS'

# Solutions For The Coal Industry



From Origination



To Destination



**Featuring  
Production Management and Business Tools**



CUSTOM SOFTWARE SOLUTIONS



## *Business Suffers When*

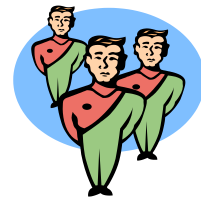
*There Is Too Much Paper To Review!*



*You Are Always Putting Out Fires!*



*You Need Another YOU!*



***Not Any More!***

**With CSS Solution Tools for:**

***Production***



***Management***



***Business***





## *Introducing Custom Software Solutions:*

### **We can help!**

For over thirty years, Custom Software Solutions has provided answers to these and other questions for businesses, just like yours. Our software solutions are extremely versatile, easy to use and fully integrated. After we perform a detailed analysis, your solution will be implemented for you; addressing the way you want your business to operate.

We have many different modules that can be combined and customized to create *a Total Solution* for your company. This tailored solution will help provide you with the answers you need to manage your business better in a timely fashion...

### *About The CSS Difference*

- Established in 1978, Coal Software and Systems has developed solutions for coal and associated industries. Our development staff has combined experience in excess of 100 years. We, therefore, have expertise in most phases of the coal business, including coal tracking, inventories, risk management, scale systems, production, equipment maintenance, cost analysis, accounting, and custom solutions.
- We do not just sell software, but develop a *Total Software Solution*. Our software is incorporated with your internal procedures and controls because each entity has unique characteristics and requirements.
- Our Methodology incorporates a four step process which helps ensure success:

(1)	Analysis of your operations	(3)	Review main issues and concerns
(2)	Understand your business model	(4)	Develop a Total Solution
- Our Solutions also includes:

(1)	Face-to-face meetings and Training	(3)	Additional Webinar training
(2)	Automatic updates via Email	(4)	Customization services

### **Want to see more?**

Keep reading or visit our website at [www.coalsoftware.com](http://www.coalsoftware.com). Better yet, contact us at (304) 467-7856 or email us at [sales@coalsoftware.com](mailto:sales@coalsoftware.com).



# CUSTOM SOFTWARE SOLUTIONS



## Common Situations and the CSS Solution

### *Existing Situation*

### *The CSS Solution*

No one understands my business!

You are Right! A business might be similar to another business, but each one is unique. During our 30 years, we have seen many different approaches to the same problem. Even with this knowledge base, we still require a detailed analysis of your business to ensure we deliver the solution that is best for you today and in the upcoming years.

I will have to change all of my procedures!

Based on your existing methodology and established internal controls, some procedures might need to be altered. In some cases, you may need to have them changed to improve your operation.

I do not have time to deal with this!

Your time is your most valuable asset. Once it is spent, it is gone forever. We do require some of your time, but with our experience, we can put together a proposed solution for you reducing the amount of time you have to spend and still get the best solution possible.

I have too much paper to review!

Our solutions are designed to provide you with *Exception Reporting* where applicable. Our intent is to provide only the selected items you need to review, not every transaction.

I need to review the business as a whole, not just one of the companies.

Cross company and intercompany reporting is available where applicable. Designed for upper management to review and compare information across the entire enterprise.



# CUSTOM SOFTWARE SOLUTIONS



The software I have seen is designed only for accountants!

Much of the original software in place today was designed for the accounting and tax aspects of the business. While the information is still required, our solutions are designed to capture and report the information needed by management in a timely fashion.

How will the work continue when one of my office staff is out for a period of time?

We cannot replace your staff with a computer. However, the knowledge and rules required to accomplish tasks can be captured and become available for all of your staff.

Lending institutions always want additional information!

Because of the requirements of banks, vendors, customers and government, all data entered into the system is maintained in detail format. Therefore, with the tools at hand, this data can be summarized and filtered based on the need.

Business is not as simple as it used to be!

You are Right Again! With all of the requirements, record keeping for longer periods is mandatory. Many of our solutions have repositories to facilitate this activity. In addition, the solutions you require will give you timely information to make the decisions required.

It is difficult to justify software expenses!

Our software does not directly obtain or ship the products. However, without the accompanying paperwork, we will not be paid on a timely basis. Cash Flow in today's climate is critical. With timely information, you will make the decisions necessary to improve your bottom line. This acquisition should not be considered an expense, but a Business Investment with a very positive ROI.

I need to clone myself!

I wish we could, but we cannot, but we can do the next best thing. We can help TRAIN a computer system to use your expertise and allow others to follow the procedures and examples you have found to be the best for your business, friends and family.



# CUSTOM SOFTWARE SOLUTIONS



## **COSB** (COAL ORDER SHIP BILL)

### *Features*

COSB has all the functionality of three different systems. This is a single solution that monitors the movement of coal from a point of origin to the final destination.

Customer contract information is entered once and used when orders are placed against it. Historical reporting is available per contract.

Premium / penalty calculations can be automatic. These include simple, one level calculation and the more complex banding calculations.

The solution maintains and tracks inventory quantities, analysis, and costs for various stockpiles and locations.

Barge, rail and truck modes of transportation are supported. Specific rail and barge information can be imported.

A complete document repository is attached which can contain contracts and orders for ease of recovery.

### *Highlights*

- Customer contracts contain all specific pricing, guaranteed quantities, analysis, etc.
- Premium / penalty calculations can be automatic when the invoice is prepared
- Purchase contracts, including commitments and guarantees are maintained
- Customer and purchase orders are applied to specific contracts with outstanding status
- Stock pile inventory information is readily available consisting of qualities and quantities
- Brokerage functions are included in the solution
- The movement of coal via rail, barge, vessel and truck is supported
- COSB can be automatically updated with direct communication with a scale system
- Product analysis can be applied per shipment or within a given time frame
- Complete billing and Accounts Receivable functions are built-in





# CUSTOM SOFTWARE SOLUTIONS



## ***SCALE SYSTEMS***

### *Features*

The scale solution can be standalone, or integrated with other solutions depending on your specific requirements. The system can be operated automatically and manually.

Integration with existing weight indicators will provide weights without the need of a scale operator. The solution can communicate with a host of RDT, Bar Codes and RF Readers.

The solution is extremely versatile when capturing data. Various levels of details are available based on pre-defined criteria or the scale system can prompt the trucker for additional information.

Complete flexibility is inherent with capturing tare weights. The solution provides for the weight of the truck each direction on every load. It also provides for obtaining the tare once daily or using an average tare for the last X number of loads.

The scale solution can be completely integrated into the OSB (Order / Ship Bill) solution to provide a total solution of coal movement from the source to the final destination.

### *Highlights*

- Collects truck information and tracks product movement using Automated and Manual modes
- Prevents losses that are the result of overweight conditions when there is weight cap in place
- Helps prevent fines levied by state and federal agencies due to overweight
- Established routes can be setup for trucker's convenience
- Scale information can be sent to the home office via email, internet and jump drives
- Ability to have Multi-Scale consolidation
- Integration with existing weight indicators is included
- West Virginia PSC requirement reporting is incorporated where appropriate
- Trucker statement information is available for previewing or printing



## ***LAND MANAGEMENT***

### *Features*

The Land Management Solution provides the full tracking of all Mineral and Surface leases.

Various calculation methods are available, including per ton with quality variations. Per market price calculations can be stand-alone or combined with per tonnage calculations.

A document repository is included. All documents associated with leases, permits and royalty agreements can be incorporated with a specific lease.

A Complete payment history is available. A detail listing of all payments paid to a specific individual for the entire life of the lease is available.

After a specific period has been calculated and statements produced, the period can be locked by the Land Manager. This capability ensures data cannot be altered.

All advance payments can be automatically recouped based on the terms of the contract.

### *Highlights*

- Surface and Mineral Royalties can be calculated on a Per Ton, Percent of Sales basis or a combination of both
- Automatic calculations of minimum and maximum Payments
- Various Wheelage calculation routines are available
- Provides Expiration Reports to avoid lease expiration or non-renewal
- Ability to automatically recoup minimum or prepayments
- Calculation of OSM, State Severance Tax and Federal Excise Tax is provided
- Generates royalty and wheelage statements
- References all permits associated with a given lease
- Tracks Property Tax amounts and Due Date with appraised values





## ***HUMAN RESOURCES***

### *Features*

The Human Resource Solution is designed to maintain key employee data on existing employees, previous employees and applicants.

All employee certifications and task training requirements are tracked. Reporting is available for renewal or recertification dates. This information is available for proactive testing requirements.

A repository is attached to the solution for all types of required documentation. From licensing, certifications to drug testing results can be stored for immediate retrieval.

Automatic progression pay raises can be entered into the system at date of hiring or during the annual review process. When using the CSS Payroll solution, these increases are added to the hourly rate.

Tracking is available for a host of issues including drug testing, physicals, disciplinary actions and more.

Consumable benefit tracking is included in the solution. Benefits such as vacation, personal and sick days with their associated accruals are available.

### *Highlights*

- Maintains history data on all employee certifications and task trainings
- Ability to track all absenteeism by reason
- Provides advance knowledge for re-training and certification dates
- Ability to capture basic information from CSS Payroll solution
- The employee document repository is provided
- Detailed information is captured for each dependent and their benefits
- Consumable benefits, including vacation, personal and sick days are accrued and tracked
- Applies automatic progression pay raises to the CSS Payroll solution
- Maintains data pool on prospective employees, including certifications and qualifications



## ***SAFETY ADMINISTRATION***

### *Features*

The Mine Safety Solution includes a document repository. All documents associated with inspections, accidents, citations, etc. can be incorporated.

The document(s) are scanned into the computer system. Tools are provided to add these documents to the appropriate situation. Originals are then filed for safekeeping. At any time, a document can be easily retrieved, viewed on the screen, printed or Emailed as necessary.

Pie charts and other visual documents are available for displaying of violations by category or accidents. Additional management reporting can be viewed or printed as required.

A complete history of Self Contained Self Rescuers is maintained by the system. A dashboard approach was adopted for this aspect of the solution.

Management can track the SCSR from the point of purchase, to inventory, to a specific individual, cache, and finally to an *out of service* status.

Device inspection and calibration histories are provided to ensure compliance.

### *Highlights*

- Allows for early detection of specific violation patterns and their frequency of occurrence that may result in citations and penalties
- Provides detailed tracking of citations with remedies
- Tracks inspection frequencies by agency and inspector
- Provides detailed tracking of mining accidents and associated documentation
- Tracks SCSR information from point of purchase to *Out of service* status
- Maintains historical data for calibration of methane detectors and Dust Pumps
- Provides the ability to track Dust Sampling from the time the sample is taken until the result is known
- Provides management reporting of citation status, including potential fines, status of all fines and amount paid to date



## ***EQUIPMENT MAINTENANCE***

### *Features*

After the initial setup is complete, a tremendous amount of information is available. Depending on the reporting desired, the input of data may consist of meter readings, fuel consumption and updating the status of work orders.

When the appropriate modules are installed, core and warranty tracking becomes an automated process. Equipment Maintenance, Inventory and Purchasing can be combined to accomplish this feat.

Reporting is available for management to perform repair / replace decisions. Detailed cost with associated usage is available for this analysis.

Various options are available for the automatic creation of Preventative Maintenance Work Orders. If desired, a complete Bill of Materials List can be attached to each work order produced.

Upper management reporting is available in summary or a detailed format. Availability / Utilization and Equipment Costs are examples of the reporting that is available.

Management reporting is available for each company or for all companies. Associated costs can therefore be analyzed on a broader scale.

### *Highlights*

- Maintains a detail history of equipment repairs, maintenance, down time, etc. for the life of the equipment
- Produces Work Orders based upon maintenance intervals tracked by hours, days, miles, or tons
- Supports equipment component tracking for items defined with hours, expected life, and date put in service references
- Fuel Usage and associated costs can be tracked
- A Bill of Material for each work order can be produced if desired
- Produces Availability and Utilization reports for equipment
- Tracks transfers of equipment from various locations
- Allows maintenance schedules to be copied from one equipment code to another to decrease setup time
- Intercompany equipment reporting is available



## ***PURCHASE ORDERS***

### *Features*

The Purchasing Solution provides management and operations daily insight to all aspects of this activity!

Using the Purchasing default, the amount of data entered by the Purchasing Agent is reduced.

This solution has been designed for ease of use by Purchasing Agents, buyers, and expeditors. In addition, management is provided with tools necessary to monitor daily business operations.

Management reporting is available from the original creation of the purchase order. By using the budgeting features of the system, company commitments are quantified early in the business cycle.

If desired, purchasing commitments can be interfaced into the CSS General Ledger solution for a more complete reporting of proposed liabilities.

The solution supports multiple off-site purchasing departments. The daily activities are then typically emailed to the main office on a daily basis.

### *Highlights*

- Detail tracking of purchasing costs includes Inventory, Equipment Mine, Department, Accounts, etc.
- If a replaced part is still under warranty, the Purchasing Agent is immediately alerted
- By providing a built-in audit trail of purchasing activities, internal control is increased and accountability concerns are diminished
- The need for additional record keeping for Capital Projects is eliminated
- Allows tracking of Equipment Costs down to the component level
- Supports importing of Purchase Orders generated when ordering directly from CAT via their website or when the Purchasing Agent is at a remote location
- Provides complete history of Vendor purchases for auditing or price negotiations
- Requisitions can be incorporated into the purchasing system including automatic *alerts*



## ***INVENTORY (PARTS TRACKING)***

### *Features*

Allows unlimited cross-reference for vendor, vendor part, and vendor pricing information

When the appropriate CSS modules are installed, cores and warranties will be automatically tracked. Equipment Maintenance, Inventory, and Purchasing can be combined to accomplish this feat.

In addition, comparison of the price paid for inventory items per vendor is readily available at the time of purchase.

Management information is available for evaluation purposes, including obsolescence. Repetitive reordering history is useful to determine if quantity stocking of inventory would be cost-effective.

Kitting methodology allows items that are used together to be prepackaged and made available for repairs and maintenance.

All standard inventory inquiries and reports are available. These also include the materials necessary for taking and calculating physical inventories.

Multiple locations, consignment parts, and inter-warehouse transfers are supported.

### *Highlights*

- Supports Single and Multiple Warehouse locations
- Consignment items can be included in the physical inventory
- Allows unlimited cross-reference for vendor pricing information
- Central to warranty and core tracking features in both Purchase Orders and Equipment Maintenance
- Tracks many critical items such as re-order points, maximums, on hand, etc.
- Kitting inventory and methodology is supported
- Reorder Points inquiry and reporting is available
- Category, grouping and sub-grouping of part numbers is supported



## ***MINE PERMITTING***

### *Features*

This Solution provides tracking of permit information from inception. All stages are tracked to ensure compliance with federal and state agencies.

Additional information is tracked consisting of permit specifics, including acreages, ID numbers, amounts, etc.

The solution also stores detailed bond information, including acreage, amounts, and modification, public notice and commitment dates.

Specific information is compiled such as Public Land data, NPDES, OSM, MSHA, ACE, Regulating Agents, and more.

Features a Department of Environmental Protection (DEP) module that holds information pertaining to IBRs, Bonds, ADCs, Amendments, modifications, Article III, etc.

A complete repository is available. All documents connected to a given permit can be scanned and cross-referenced. The originals can then be filed. This feature ensures all information is available for quick access.

The solution has the capability to track ground water analysis. A complete history is available to analyze trends.

### *Highlights*

- A repository is connected to each permit which includes scans of all documents
- The bond function is linked directly to a permit with all the specific information
- The status of all elements of a given permit is readily available
- Analysis of water quality is available in historical form
- Reclamation bonding and associated recovery amounts are tracked
- Information for all regulating entities per permit is tracked





## ***RISK MANAGEMENT***

### *Features*

This solution provides management with the tools to help minimize property liability. This entails the tracking of insurance information for each vendor, trucker, contractor, and various other guests.

Tracking policies that are about to expire and requesting updated insurance information is a feature of the system. This helps ensure the timely receipt of updated information

This solution also includes a repository for all insurance policies and other associated documentations. An actual copy of these policies and insurance certificates can be included in the database for quick retrieval.

A Quick Inquiry feature allows insurance company information, including expiration dates and coverage amounts.

Multiple analysis reporting is available for tracking expiration dates, notices, and holder policies

You can design multiple notice letters i.e. a 30-day notice, an Expiration notice, etc. which can be generated for mailing or emailing.

### *Highlights*

- Confirming each visitor is properly insured minimizes company exposure
- Tracks insurance information for all visitors allowed on company property
- Alerts management when policies are about to expire
- Notices can be emailed or printed and mailed at various intervals
- Quick data inquiry is provided
- A host of analysis reporting is available
- A complete document repository is included
- Coverage tracking mechanisms are available
- Notice Content is versatile and user definable
- Envelopes can be printed for each notice
- The notice status can be reset in order to automatically resend notices when required



# CUSTOM SOFTWARE SOLUTIONS



## ***HAULING MANAGEMENT***

### *Features*

This solution is designed for a trucking company. The main objective is to create invoices for hauling products as well as the basis for paying truckers.

The solution is extremely versatile when capturing data. Various levels of details are available based on pre-defined criteria in the scale system.

The invoicing aspect of the system is all-inclusive. In addition to billing for the movement of products, it is also used for all other billing situations.

This solution also includes a repository for driver documentations. An actual copy of their CDL, driver's license and insurance certificates can be included in the database for quick retrieval.

A detail maintenance log is included. All inspections and repairs on company owned vehicles as well as those that are driver-owned could be documented. The same repository is used to substantiate the log.

The solution also contains the standard Accounts Receivable function making the system completely stand-alone. The system can also be used in conjunction with other solutions.

### *Highlights*

- Preparation of invoices for companies based on tons hauled or other criteria
- Detail Trucker statements can be created for inclusion with actual payment
- Various products, i.e. coal, stone, fly ash can be tracked using this solution
- Detail history of activities can be created for both the customer and employee / sub-contractor
- A very versatile hauling rate system is in place. Rates can vary based on routes, distances, products and other significant factors
- Fuel surcharges can be automatically calculated
- The monitoring of gross weights vs. a trucks capacity helps prevent overweight fines
- Established routes can be setup for trucker's convenience
- Trucker's pay rate can be based on tonnage, percent of sales, number of loads, mileage or hours



## ***JOB COSTING***

### *Features*

This Solution provides detail analysis of direct labor, expenses and overheads on any type of Job you need to track.

The overhead structure is very user-definable. Various types and levels of overheads can be established using any basis desired.

Information is obtained via integration with other CSS solutions, which eliminates duplication of effort and ensuring accuracy.

The basic structure is divided into four main areas: direct Payroll, direct Costs, overhead, and Billing.

Each job or project can be subdivided into Phases. Each Job or Phase has its own start and completion dates, including the detailed information.

The solution uses the Cost Center concept of accounting. Single or multiple ledger accounts can be assigned to a specific cost center. This greatly simplifies the reporting aspect of the system.

### *Highlights*

- The direct costs can be captured for any given job or capital project
- Direct labor distribution is a byproduct of the payroll system
- Direct expenses normally are coded as part of a purchase order or payable
- Overheads are extremely versatile
- An automatic billing option can be employed
- Billing information can be transferred to the optional Accounts Receivable solution
- Any project / job can be subdivided into an unlimited number of phases
- Cost centers can be established using any combination of ledger accounts
- Fixed and custom overhead structures provide complete flexibility
- Any additional cost outside the CSS solutions can be manually entered



# CUSTOM SOFTWARE SOLUTIONS



## **GENERAL LEDGER**

### *Features*

The General Ledger Solution is designed for flexibility and ease of use. The built-in formatter allows you to set up multiple versions of financials and statements.

Each version of your Income Statement contains an Analysis for Percent of Sales, Per Unit, Per Ton, Per Hour or any other criteria definable by you.

Full Departmentalization is automatic and does not require duplication of Account groups, thus reducing the number of accounts.

Daily Cost Reporting in Detail or Summary is available provided data is entered on a daily basis.

A journal entry option is available which allows the importing of information using an excel template.

After an accounting period has been closed, your entire system can be locked to ensure additional information cannot be entered or modified.

In addition, a tolerance can be defined which will not allow data to be entered when the posting date is out of range.

### *Highlights*

- Financial and Accounting Statements are designed by you
- Multiple companies can be combined or consolidated
- Daily Costing reports are available for those entering data daily
- Drill-down capabilities are inherent to the General Ledger Solution
- Multiple budgeting is available for a host of reports
- Comparative statements are built-in to the solution
- Each company can have its own Chart of Accounts, including structure
- Financials can be condensed for distribution or upper management review
- Full Departmentalization for each Financial statement is available
- Sub-ledger style statements can be designed
- Income Statement vertical analysis is automatic



## **ACCOUNTS PAYABLE**

### *Features*

Accounts Payable has all of the functionality you expect plus many features you would not!

This solution has been designed for ease of use by the staff but also provides management with tools necessary to oversee daily business operations.

These tools consist of a wide variety of on-screen and printed reports to assess the cash currently available and future requirements of the operation.

Full integration is paramount with the Accounts Payable solution. Many other CSS solutions directly interface with this one to provide a single platform for the disbursement of all funds.

The solution has built-in functionality for periodic payments that are entered once and the system will automatically include these in cash requirements at the appropriate time.

Internal control and audit trails are inherent in the aspect of your business. For example, when coupled with the Purchase Order solution, a payment can be traced back to the point of origination.

### *Highlights*

- Review the current *bank balance(s)* for all bank accounts
- Extreme flexibility is incorporated in *invoice selection* with the ability to review and make adjustments prior to preparing the checks
- *Partial payments*, placing invoices *on hold* and the creation of reoccurring invoices is provided
- Disbursement can be accomplished via preprinted checks, blank stock or wire transfers
- An easy to use *bank reconciliation* procedure is standard
- When integrated with other solutions, all payable information is retained in one convenient place
- Vendor analysis reporting allows you to review spending patterns for price negotiations
- *Cash requirements* in 7 day increments and aging in 30 day increments allows for better cash flow planning



## ***PAYROLL & LABOR DISTRIBUTION***

### *Features*

Complete flexibility is basis for this solution. From defining pay types to the preparation of the checks, you have complete control utilizing the many options available.

The solution handles an unlimited variety of miscellaneous deductions. These include 401K Multi-Tiered, Simple IRA support, Cafeteria-style plans, loans dues and any other standard deductions you wish to define.

You define pay types. A few standard ones have been predefined, but all additional ones can be used for tracking of pay by any method you desire.

Multiple direct deposits / disbursements are available. An employee can choose to have a portion electronically sent into a savings account, a checking account and the remainder in a paper check.

The solution allows additional payrolls to be created *off-cycle*. This is an easy and convenient way to produce vacation or bonus checks in addition to normal distribution

The solution is federal and state compliant concerning all filings. The system currently has all filing methods required.

### *Highlights*

- Extreme flexibility in all aspects of the payroll function
- Ability to manually override the computer calculations including an audit trail
- An option is provided which will automatically calculate overtime
- The solution allows the recalculation of payroll multiple times
- Quick time entry options are available
- Time can be entered daily for Daily Cost reporting
- Time importing via excel is included
- Multiple disbursement options are available, including direct deposit
- Preprinted checks or blank check stock capabilities are available
- Employs user-definable pay types and miscellaneous deductions





# CUSTOM SOFTWARE SOLUTIONS



## ***MINE SALES & SUPPLY***

### *Features*

The solution offers four main functions, including: (1) Retail sales, (2) Purchase Ordering, (3) Inventory, (4) Billing & Accounts Receivable.

Multiple pricing structures are available. Prices can be based on a customer type and specific customers.

A vendor analysis is available. A cross-reference is automatically created indicating the source of a given part number and the vendor's cost.

All standard Accounts Receivable functions are available, including invoicing, statements, aging, and interest calculations.

The solution supports both incoming and outgoing consignments. Inventories are maintained for the parts on hand from a vendor and the parts you have stocked at a customer's warehouse.

Quotes can be entered and tracked. When the quote is accepted, a sales order is automatically created. A full history of previous quotes is available.

### *Highlights*

- Retail sales are supported at point of sale
- Inventory is available real-time
- Multiple commission structures are available
- A quotation system is built in
- If manufacturing some of the parts, work orders can be created
- Consignments are supported when parts are stored at a customer's site
- Multiple warehouses and storage locations are supported
- The back order of parts is versatile and tracks all pertinent information
- Invoicing can occur on a daily basis
- Statements can include automatic interest calculations
- Non-inventory items can readily be added to the invoice



# CUSTOM SOFTWARE SOLUTIONS



## ***PRODUCTION***

### *Features*

Production Solution offers three main concentrations: (1) Surface Mining, (2) Underground Mining and (3) Long wall Mining.

Because the equipment used and methods employed differ for each location, the module is tailored to develop the desired solution.

Information can be entered and tracked for loaders, High wall, Excavator, Dozers, Shovels, Drills, Augers and others as required.

Person-hour information can be imported directly from the CSS Payroll / Labor Distribution solution.

Various charts and graphs are included for presentations.

### *Highlights*

- Includes Surface, Long wall and Underground components
- Payroll information can be imported
- Workday schedules can be setup by month and year
- Information can be shared with the Equipment Maintenance solution
- Equipment is categorized for ease of production tracking
- Down time can be tracked by equipment type / shift
- Pie charts and other graphs are available
- Production can be reported by Equipment / Mine or Shift
- The solution will be tailored to fit your requirements



## ***ACCOUNTS RECEIVABLE***

### *Features*

The solution is designed to allow multiple invoice styles. Different product lines may require a different style. These styles are setup for you and are automatically referenced when preparing invoices.

Preliminary previewing is available to help ensure the invoice is prepared the way you want it the first time.

Invoicing can be triggered by sales or a schedule of events i.e. monthly standard billing for rental property.

Statement processing is included with various finance charge calculations built in.

The solution can be integrated with Job Costing to facilitate invoicing from that module.

When incorporated with the Accounts Payable solution, current banking information is available across all companies.

All other standard Accounts Receivable functions are available.

### *Highlights*

- Invoice styles customized for your companies
- Statements available with automatic late fee calculations (if desired)
- Sales can be tracked by sales person, territory or other identifiable characteristic
- Aging projection reporting available
- Different invoice styles for different product lines
- Automatically updates bank balances
- Maintains open item receivables
- Monthly invoicing creation options available
- Pricing structures per customer type, per product, etc. can be built into the solution



# CUSTOM SOFTWARE SOLUTIONS

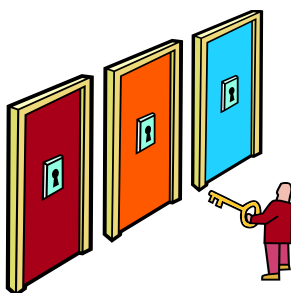


## *Standard Features Designed To Enhance Your Total Solution*



### *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*

Standard Off-The-Shelf

Build from Scratch – Third Party

Build from Scratch - In House

Tailored Solutions from CSS

### *Considerations*

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.

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.

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.

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 solution 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.



## 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.



# CUSTOM SOFTWARE SOLUTIONS



## *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**

**Phone 304.467.7856**

**Email [Sales@Coalsoftware.com](mailto:Sales@Coalsoftware.com)**