



Presents

# The Paperless Snow Co.

In collaboration with Caterpillar®.



We help snow business grow.

## Day 1

## Day 2

### 8:30am Introduction

- Introduce instructor & peers
- Overview of course objectives

### 9:00am Snow Budgeting I

- Setting sales goals
- Build & benchmark your labor budget
- Build & benchmark your equipment budget

### 11:00am Snow Budgeting II

- Build your salt budget
- Build your subs budget
- Build a snow specific overhead budget

### 12:00pm Lunch

- Enjoy lunch, provided for you
- Network with peers

### 1:00pm Budget Review & Adjustments

- Review, analyze & adjust your snow budget
- Overhead recovery for snow

### 3:00pm Pricing for Labor, Equipment & Salt and Production Rates

- Calculate labor pricing for snow
- Calculate per hour costs & prices for snow equipment
- Setup production rates for fast, standardized estimating

### 8:30am Budget Review (OPEN FORUM)

- Come early and review your budget 1:1 with one of our experts

### 9:00am Paperless Snow Logs I

- Setting up snow jobs for tracking & billing
- Paperless site maps & instructions
- Setting up snow routes

### 11:00am Paperless Snow Logs II

- Starting a new snow route
- Tracking time for payroll
- Tracking services for billing

### 12:00pm Lunch

- Enjoy lunch, provided for you
- Network with peers

### 1:00pm Snow Event Tracking

- Monitoring crew progress (live)
- Monitoring jobsite services (live)
- Approving snow logs

### 2:00pm Profit/Loss Review

- Reporting on job & staff history
- One step, instant payroll & jobcosting

Peer Networking Day 1

Please join us from 4-6PM for plenty of great conversation. Drinks & food will be provided!