

CLIENT RECOGNITION

At the 2011 User Conference Byrne Software Technologies, Inc. and Meridian customer, Clayco, Inc., received a *Hall of Fame* award for the implementation of Prolog® Converge, Meridian's rich Web-based user interface and powerful Web services platform. View the 3-minute customer video clip from Meridian here: <http://goo.gl/X06yl>

Clayco is one of the nation's largest, privately-owned real estate, architecture and engineering, design/build and construction firms. To view more customer success stories and explore Byrne's comprehensive construction technology services that deliver sustainable value and improve productivity, read our "**Value-added Spotlight**" article [here](#), or download it on your smartphone by scanning the QR code to the right.



Use a barcode reader app to scan the QR code and view the PDF.

IS "THE CLOUD" RIGHT FOR YOUR BUSINESS?

Cloud computing has created a lot of recent buzz in the world of construction technology. As companies educate themselves and embrace this new software delivery model, it is important that information technology managers and project-level staff understand which cloud applications are right for their business.

A recent survey of *Constructech* readers shows project management applications are one of the best suited applications for the cloud. With the launch of Meridian's Prolog Sky service, here are some tips from our Construction Technology experts to help you prepare your business for evaluating cloud service investments and how we, as your local Authorized Solution Provider, can help.

1. Work with your local software reseller to determine business fit and understand the pro's and con's.
2. Look at new capabilities you want to adopt and identify potential organizational growth.
3. Focus first on applications and business processes that are right for your business.
4. Evaluate IT infrastructure costs, internal resource workloads, maintenance fees and and impact on positive cash flow.
5. Rely on a trusted IT service provider for moving data off the premise.
6. Implement industry-specific and additional custom cloud applications.

Stay "social" with Byrne Software and our construction technology experts. Gain access to exclusive content and insight on LinkedIn and Facebook!



UPCOMING EVENTS

Meridian Webinar - "9 Ways Project Management Software Helps GCs Thrive in a Difficult Economy"

When: November 16, 2011 at 12:00 pm CST

In today's challenging economy some GCs are thriving while others are struggling with increased competition and thinner margins. Thriving organizations are successfully leveraging technology to differentiate themselves from the competition, win more work, and maximize profitability on jobs.

Join us for this 1-hour Webinar where William Klorman, founder and CEO of Klorman Construction, will discuss the rewards his organization receives from construction project management technology. Register Now: <https://www1.gotomeeting.com/register/866300792>

Build St. Louis Expo

When: December 1, 2011 from 5:00 - 8:00 pm

Come join us for an industry-wide showcase of the newest and sustainable products, best building techniques and information shared by AGC service providers.

You can learn more about this event and register by going to Byrne Software's Facebook fanpage. Scan the QR code to the right from your smartphone to access our page, or visit: <http://goo.gl/LJcPv>.



Use a barcode reader app to scan the QR code and link to our Fanpage.

CONCURRENT LICENSE SSM RATE CHANGE

For several years Meridian has worked hard to provide reasonable prices and quality service to your organization. Meridian's continued commitment to being the best supplier in the industry requires them to administer a minimal price increase to support growing costs. Meridian just recently announced they would be standardizing all shared licensing beginning **January 1, 2012**. Moving forward Meridian will only use Enterprise licensing and not Concurrent licensing. As a result, any Concurrent licenses you may own will be increased from \$549 (Concurrent) to \$700 (Enterprise).

Meridian is working with customers, whose SSM is up for renewal in the coming months, to secure multi-year term agreements. The benefit of a term agreement includes Price Protection and secured billing on future Software Support and Maintenance payment terms. If you are interested in considering a term agreement or have questions, please contact Rick Kilfoy at 636-534-6124 or rjk@byrnesoftware.com.

SUBSTANTIAL PROLOG SAVINGS

PROLOG

Prolog Manger Named to Enterprise Program - Savings up to \$1,505

Upgrade any Prolog Manager Named license to a Prolog Manager Enterprise shared license for only \$995 per license.

Prolog Converge Early Adopter Price Protection - Savings up to \$1,995

Customers on active SSM who purchased or migrated to Converge before 9/30/11 may purchase additional client licenses for \$1,000.

Prolog Manager to Converge Migration - Savings up to \$2,400

Existing Prolog Manager (Named) licenses may be migrated to ONE Prolog Converge license for \$995.
Existing Prolog Manager (Enterprise) licenses may be migrated to TWO Prolog Converge licenses for \$995.

Prolog Website to Converge Migration

Existing Prolog Website licenses may migrate to ONE Prolog Converge license for \$995.

Offers are valid for licenses ON and OFF support. Lapsed license and reconfiguration fees may be waived. SSM costs are not included.

Byrne Software Technologies, Inc.
16091 Swingley Ridge Road, Suite 200
Chesterfield, MO 63017
888.275.2600
prologsales@byrnesoftware.com

