

LSS Training and Workshop Booking Form

You can book online at dtmsoftware.com, or complete this form and either fax to 01452 864194 or post to McCarthy Taylor Systems Ltd, Aerial View, Acorn House, Shab Hill, Birdlip, Glos. GL4 8JX

Birdlip, Gloucestershire, May - Dec '09

Please circle the date(s) you wish to book

Course	Cost	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Names of attendees
LSS Introduction	£150	5 19	2 16	7 21	4 18	1 15	6 20	3 17	1 15	
LSS for Land Surveyors & Engineers	£150	6	3	8	5	2	7	4	2	
LSS Intermediate	£150	7 20	4 17	9 22	6 19	3 16	8 21	5 18	3 16	
LSS Advanced	£150	21	18	23	20	17	22	19	17	
Leica 1200 Workshop	£150	27	24	29					9	
Leica Flexline Workshop	£150		25							
Trimble Workshop	£150	Please call to discuss Trimble and Topcon Workshops								
Topcon Workshop	£150									

Other locations

Course	Cost	Wakefield	NE England	Chesterfield	Scotland	Wakefield	Names of attendees
		May	Jun	Jul	Sep	Oct	
LSS Introduction	£150	12	9	14	8	13	
LSS for Land Surveyors & Engineers	£150	13	10	15	9	14	
LSS Intermediate	£150	14	11	16	10	15	
LSS Advanced	£150	15	12	17	11	16	
Leica 1200 & Flexline Workshops	See inside Newsletter for dates around the UK						

Discounts are available on bookings made for any standard £150 a day course. Discounts are applied by adding up the total number of training places booked on a single purchase order. They do not have to be for just one person or for just one course. Please note that unused training places cannot be carried over.

2 days £280 3 days £400 4 days £500 >4 days £120 per day

Bespoke training

If none of the above standard courses prove suitable, either in content, location or date please contact us for details of our Bespoke courses. These are charged per group of up to five per day and cost from £500+expenses.

Contact details

Name Organisation

Telephone Fax or email

Notes, instructions and/or Order Number

If you have any training vouchers, enter their numbers here

Terms and Conditions. You will receive confirmation of your booking(s) within 2 working days of our receipt of this form and detailed joining instructions will be sent by 1st Class Post or email no later than 2 weeks before the respective event. By returning this form you are entering into a formal contract. You will be invoiced immediately the booking is made. We are unable to give refunds for non-attendance on a course. All events are subject to availability. Prices exclude VAT

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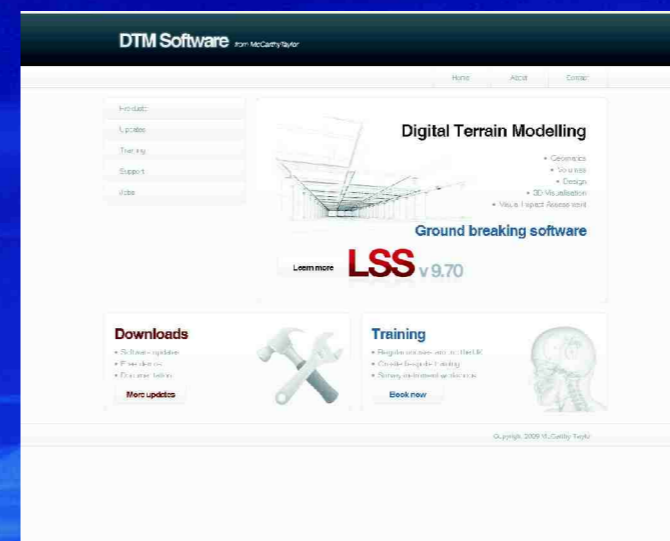
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Spring 2009 Newsletter

Launch of new website

In this day and age you can buy almost anything online. It may be yet another urban myth, but it is rumoured that someone offered their soul for auction on Ebay, but the weirdest must be the person who was selling a snowball, but even stranger than that, someone actually bid for it. So, maybe you can buy anything online. Visit www.disturbingauctions.com if you don't believe us.

A few months ago we decided to offer on-line sales of LSS and training and this itself has necessitated the entire redesign of our website. We lose count of the numbers who ask to pay over the phone or online, so it was about time we did something about it.



displayed once on a website, but there are still a lot of them which don't meet this basic legal requirement. We took a look at our website and email system some time ago and made sure we were covered, but more subtle, but no less important issues were raised. What about making the site accessible for everybody, regardless of disability? Did you know that it is a requirement that every site which uses Flash to communicate information must also offer the ability to disable this. So this might be a good time to check your site for compliance and that your emails have all the necessary company information included.



XCESsive

We said some time ago that we'd only do one major exhibition this year and as much as 12 months ago decided that the inaugural XCES exhibition organised by the Institute of Civil Engineering Surveyors would be the one. This decision was made because attendance at the GEO-8 exhibition in Coventry last year was disappointing and we thought we'd give the new show in York a try. As it turns out, there will be fewer people around with money this year, so a direct comparison will be difficult. Although it is aimed primarily at civil engineering surveying and construction, there is sure to be something there for anyone interested in surveying, terrain modelling, data acquisition, survey equipment or simply for those who want to keep up to date with latest developments in the geomatics market. If the only reason you come is to see us then we'll be terribly flattered.

You don't have to be interested in land surveying or engineering. All will be welcome. Come along and see what great new ideas we have been working on since v9.70 was released. We can guarantee you will be impressed with the direction in which we are moving with LSS.

So, on the 14th April we will be launching our new site and hope that you will get the chance to visit it soon. Our design brief was clear to the web developer. We wanted the site to be easy to navigate and immediately communicate to first time visitors exactly what it is we do (don't you hate those sites which never actually say what the company does, even if, artistically, they look fantastic?). Then, visitors must be able to get to the information they need as quickly as possible. Ours is a pretty simple business, so why make it overly complicated? We hope you like the result. We are also hoping to offer on-line settlement of invoices, so if you receive an invoice for annual maintenance you will be able to pay it online with a debit or credit card.

For those of you who do business from the UK, you may or may not be familiar with the following law. On October 1st 2008 certain aspects of the UK Companies Act 2006 came into force. From that date every UK-registered company must display on its website and every business electronic communication certain information about the company, including registered name, number, place of registration and address. This information only has to be

dtmsoftware.com

Survey Workshops



One of our most successful training courses has been on the Leica System 1200. We have run these courses successfully for three years with the support of Leica Geosystems' training department. They give new and existing users of these instruments and LSS an opportunity to undertake complex surveys in controlled conditions, then process the

survey in LSS. We cram into one day more scenarios than you'd probably come across in weeks of surveying which enables users to 'hit the road running' and immediately feel the benefit of increased efficiency on site and back in the office. This year we're running a selection of courses here at our offices in Gloucestershire and also at venues across the UK in conjunction with other Leica training. And for the first time we'll be offering FlexLine training with dates beginning in April and running right through to October.

The format is simple. Bring along your survey

Leica System 1200	
Tue 21 Apr	York
Fri 8 May	Milton Keynes
Thu 14 May	Leeds
Thu 21 May	Edinburgh
Wed 27 May	Birdlip
Wed 24 Jun	Birdlip
Wed 29 Jul	Birdlip
Thu 8 Oct	Bath
Thu 15 Oct	Liverpool
Thu 22 Oct	Glasgow
Wed 9 Dec	Birdlip

Leica FlexLine	
Mon 20 Apr	Milton Keynes
Fri 15 May	Leeds
Fri 22 May	Edinburgh
Thu 25 Jun	Birdlip
Fri 23 Oct	Glasgow



instrument and you'll use that on the day. The cost is £150 plus VAT per person per course, though discounts are offered for multiple bookings. To book courses at Birdlip please complete a form online or on the reverse of this Newsletter. For all other Leica courses call 01908 256542 or email uk.training@leica-geosystems.com

Trend Setters

Want to be the first to see the latest LSS product developments? Then you can register by emailing nigel@dtmsoftware.com and letting him know that



you wish to be an LSS Alpha Tester. It all sounds top secret, but we'd like to try a few things out on those people who can find some spare time to give us their feedback on pre-release product developments. We're not ready to launch this quite yet, but if we can have a list of users who would be prepared to act as guinea pigs then we can be ready to roll-out the testing.

e-bulletin

We don't apologise for mentioning this in almost every Newsletter, but we are convinced that many of our customers are not benefiting from the full range of services we include with the LSS software. One such service is our e-bulletin. It's an electronic newsletter which we send out every month and bridges the gap between the printed version and the LSS Forum. However, in February, of the 2,590 recipients, only 2,231 were delivered and of those only 843 were opened. Over 350 never reached their intended recipient and the rest may still be residing in spam filters somewhere. To prevent the bulletins being spammed all you need to do is allow the domain dtmsoftware.com through the filter and you should see the bulletin everytime.

You can subscribe to the e-bulletin service by visiting our website, change the email you receive the e-bulletin on, or even unsubscribe either by visiting our website, or hitting the relevant link at the foot of the e-bulletin itself. If you can spare just 5 minutes every month to read our e-bulletin we are sure that it will be time well spent.

Pricing

Some of you might have read one of our competitors advertising the fact that they were now selling their software at 2004 prices. That sounds fine, but doesn't help those who bought the software before the price drop or may be paying maintenance as a percentage of the original purchase price. Just for the record, LSS has **never** gone up in price, only down, so we could in fact boast that our prices are 2003 prices, as this was the last time we reduced them. And because all you pay for is annual maintenance, then everyone gets the benefit whenever they do go down. Those who have multiple copies will also have noticed a generous discount based on single invoice values over £750 which we introduced a couple of years ago. So, the more copies you have, the lower the cost per unit. An example would be a company with two copies of Elite, a copy of Vista and 2 copies of Solo. Add to this 2 days training and with discount the invoice amount drops from £2,800 to £2,577. And if you order online these discounts will be automatically applied too.



Tutorials

When we completed the first run of LSS tutorials to accompany the release of LSS version 9.70.01 back in November it was always the intention to add more worked example tutorials as and when we had time. As you can imagine, the recording sessions require not only a quiet

environment in which to record the commentary, but a focussed mind to ensure the message is communicated concisely and clearly. For every 5 minutes of tutorial you're probably looking at between 30 minutes and 1 hour of preparation time and several re-records. But now that we have completed the current crop of additional on-line 'Worked Example' tutorials we feel that we've achieved our goal. All that's left to do now is ask for ideas for new topics, so please let us know if there is a particular subject which you feel needs covering in a tutorial.



If you aren't yet using LSS version 9.70 then either contact us or speak to the person who is responsible for LSS within your organisation. Your annual licence fee entitles you to use the latest product and also to receive technical support from us. If you are in any doubt about what version you should be on then please give us a call or visit our website for details of the latest version.

Quantity and Quality

We recently ran a one day course for some Quantity Surveyors from one of the UK's largest construction firms. While their surveyors and engineers were happily providing all the right information from LSS, the QS's weren't aware of the capabilities of LSS and therefore weren't aware of what data they could request and in what format.

So, a new LSS course has been developed specifically for Quantity Surveyors which aims to bridge the gap between the designer, engineer and QS. The course assumes no prior knowledge of LSS or terrain modelling and covers the import and export of DXF and GENIO data, the basics of terrain modelling, some simple design, volume calculation and the reporting of data and results to spreadsheet files for import into specialist QS software. At this time, due to the diverse nature of what QS's do in different companies,



we are offering this course as a Bespoke one, which means that you can send up to 6 people on the one day course for a total of £500+VAT. Alternatively, we can come to you and this will cost £500+VAT plus expenses. In time, and assuming enough interest, we might be able to offer this as an off-the-shelf timetabled course for £150 per delegate.

Please speak to Duane or David for more details and a course summary.

Training demand strong

It is good to see that our training course bookings are up on the same time last year and much of this reflects the fact that people may have a bit more time to concentrate on training than maybe they did when they were flat-out working all hours. It has always been our hope that companies would use quieter times to train their staff, so when the economic upturn came they would be more efficient and able to take advantage of their new-found knowledge of the software. And for once that seems to be happening. With courses at £150+VAT per day per person (or less, if you book two or more days, or train more people) those who have already attended make up the investment almost immediately with improved capabilities and efficiency.



As we go to press we are planning our next week long training events in Wakefield this coming May, but as you'll see from the back page we are running courses in NE England and Scotland later on in the year. And because we now offer on-line booking it's never been easier to reserve your place.

Hawkeye

While Richard was tapping away at his keyboard the other day he heard something hit a window in the next room. On close inspection he discovered on the ground outside the scene of a rather unfortunate accident. One victim was dead and the other was in severe distress. It looked as if a Sparrowhawk had been chasing a Thrush and in so doing both had collided with a window. The Thrush had come off worse and we didn't know what to do about the hawk until we called the experts at 'The Barnowl Centre' www.barnowl.co.uk who suggested we put the hawk in a box and keep it there for half a day and try to release it later on that day. We did as we were told and were pleased to discover that the bird had made a full recovery. It was last seen soaring over the valley opposite. Had it been a human in that scale of accident they'd probably be off sick for a month!



...and finally

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It makes you wonder why we bother with spell checkers.