

# LateShift™

## Telephonic Afterhours Building Control and Invoicing Software for Windows®

### FEATURES

- ◆ Easy-to-use, object-oriented software interface - **no programming required**
- ◆ Interfaces to existing building control systems
- ◆ Generates accurate billing statements based upon actual usage
- ◆ Unlimited building definitions
- ◆ Unlimited tenant definitions
- ◆ Unlimited zone definitions
- ◆ Unlimited rate schedules
- ◆ Unlimited user definitions
- ◆ Unlimited user group definitions
- ◆ Real-time, multitasking control
- ◆ Interactive telephone interface
- ◆ Password protection
- ◆ Uses readily available voice modem
- ◆ Uses text-to-speech – no recording required
- ◆ Built-in security to detect tampering

The screenshot shows the 'Hopkins Towers - LateShift Configurator' window. On the left is a tree view with categories like Options, Phone Prompts, Holidays, Buildings, Leases, Zones, Rates, Users, and Groups. The 'Leases' section is expanded, showing 'Hopkins Computing - Engineering' selected. The main area is a 'Lease' configuration form with fields for Lease Number (1236), Tenant ID (101), Cycle (Monthly), Billing Day (10), Lease Name (Hopkins Computing - Engineering), Building (Hopkins Towers - Building 3), Holiday Schedule (Special), User Name (John Smith), Company (Hopkins Computing), Address1 (One Hopkins Plaza), Address2 (Building 1, Floor 23, Mail Stop 56), City (Hopkins), State (CA), Zip (99999), E-mail (jsmith@hnc.com), Phone (999-555-1234), and Fax (999-555-9999). There are also tables for 'Coordination Fee' and 'Discounts based upon after-hours usage'.

	Monthly	Percent
Coordination Fee:	0	10

	Monthly	Each Use
Phone In Fee:	0	0
Internet Access Fee:	0	0
Meter Fee:	0	0
	0	0
	0	0

	Percent	After
Discount 1:	5	1000
Discount 2:	10	2000
Discount 3:	15	3000
Discount 4:	20	4000
Discount 5:	25	5000

### General Description

**LateShift** is a remarkable new afterhours control system application that lets your staff (or your tenant's staff) control the air conditioning and lighting for their work area. The staff requests the time and duration for their afterhour activities via a touch-tone telephone. There is no need for property management intervention or advance notice; the user makes the request when it is needed. **LateShift** also enables complete invoicing services. **LateShift** helps you reduce and recover the expenses associated with working after normal working hours.

### Building Control System

**LateShift** is designed to enhance your existing building control system by providing easy afterhours control.

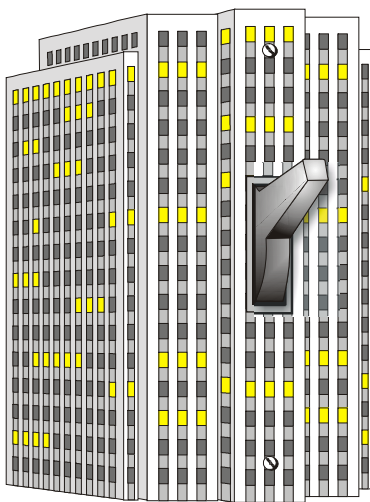
**LateShift** can be located on the same computer as the control system or connected to the control system via a network.

### Hierarchical Definition

The configuration of a **LateShift** control system defines the buildings, the leases within the building, and the control zones within those leases. The users who have authority to request afterhour activity are connected to each zone.

### Flexible Rates and Fees

Each lease can have its own set of fees associated so that the billing conforms to the lease contract. Charges can be periodic, percentage of billing, or based upon activity. In addition to the fees, the user can be billed at different rates for different days or different times. If you can



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dream up the rate schedule, it can be defined in **LateShift**. The system will then be able to accurately bill the tenant (or department) for their usage.

## Phone Control

**LateShift** provides the ability for the system to interactively converse with users though a telephone (including cell phones). The system asks for the user identification, the zone to be controlled, the hour to start, and the number of hours. Finally, a user password is required before any activity is authorized.

## No Recording Needed

A text-to-speech generator is used for all phone calls. There is no need to record the messages. The text-to-speech generator produces a consistent, easy-to-understand voice.

Sentences are dynamically built from the various fields configured by the user. This sentence is sent to the voice modem through the text-to-speech engine.

## Flexible Reporting

Get the report you really need with the **LateShift** reporter. Standard reports include invoices and usage reports. You select the level of detail and the time span for the report. Because the data is stored in an industry-standard database, custom reporting and analysis can be done with a variety of third party tools.

## Easy Instructions

**LateShift** can print out detailed instructions for each user. In addition, the users can be provided with wallet sized instruction cards that have all the relevant information on them.

## Save Money

Utility cost is the single largest operating expense for commercial office buildings. **LateShift** can make it easy to save on air conditioning and lighting by making it easy to turn it on only when needed, without requiring

any personnel to be on-call to throw the switch.

## Fully Configurable

Recognizing that every facility and contract is different, **LateShift** has been designed to let you configure everything through easy-to-use fill in the blank forms – no programming is required. The only limits are disk space and your imagination.

## Standards Based

**LateShift** is built upon Microsoft technologies to ensure that it works well now and in the future. These technologies include SAPI (speech) and TAPI (telephony). The telephone connection is handled by a standard off-the-shelf voice modem that can be connected to the computer via a plug-in board, a serial port, or even a USB port.

## System Requirements

Microsoft Windows 98 SE, Windows ME, Windows 2000, or Windows XP, IBM compatible PC (233 MHz or faster), 64 MB RAM, 1024 X 768 graphics, soundcard, speakers, voice modem.

A free, 30-day trial version of **LateShift** is available for download at [www.hopkinscomputing.com](http://www.hopkinscomputing.com).

## LateShift Pricing

(all prices in US Dollars)

	USA	Outside USA
<b>LateShift</b> With 30 days of Technical Support)	\$1,995	\$2,395
<b>LateShift</b> With 1 year of Technical support	\$2,495	\$2,995
<b>LateShift</b> With Product Upgrades	\$2,695	\$3,295
<b>LateShift</b> With 1 year of Technical Support and Product Upgrades	\$3,195	\$3,995

## Annual Technical Support Contracts:

1 year of support	\$595	\$795
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## Annual Product Upgrade:

1 year of product upgrades (with 30 days of Technical Support)	\$795	\$995
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## ORDERING GUIDE

- **LateShift**  
(Includes 30 days FREE tech support and a 30 day money-back guarantee)

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