1. Q. When will the FAS CIP Accounting Module be ready?  
   A. It is scheduled for release on April 30, 2003; however, it will be available for sale by mid-March.

2. Q. What is “Construction in Progress”?  
   A. Construction in Progress (CIP) is the accounting term that refers to the temporary classification of assets that are being built/assembled before being placed in service. Companies must track these expenses in a special “construction in progress” G/L account until the asset is complete. Depending on the size of each project, construction in progress can be accounted for on the books of a company for several years.

   Companies may have from just one or two up to hundreds of CIP projects. Each project may contain from one to hundreds of items being tracked. And, each item may represent the sum of numerous expenses/invoices. The sum of the individual expenses for an item in a project will determine the value of the fixed asset when placed into service. Total spending for each item and the overall project is budgeted at the beginning of a project and often tracked closely.

   Accounting for construction in progress can apply to everything from building a hotel, manufacturing plant, or office building to purchasing, shipping, and assembling machinery.

3. Q. What industries use construction in progress?  
   A. Almost every vertical uses CIP to some extent. CIP would be used by any entity that builds or renovates their own buildings (offices, hotels, plants, schools, etc.), acquires multi-component machinery (printing presses, manufacturing equipment, diagnostic equipment, etc.), or needs to accumulate several expenses for a fixed asset (actual costs, labor, shipping, assembly, etc.).

   Based on a recent survey conducted of existing FAS customers, 45% were “very likely” or “somewhat likely” to purchase a CIP module. This percentage remained near this level at almost every vertical included in the survey.

4. Q. Why do companies need a construction in progress module?  
   A. Today, most companies use spreadsheets to track the individual expenses associated with items in a project. Many manually enter invoices into a spreadsheet for each item being constructed. This process is labor intensive, time consuming, and prone to error due to mistyping or overlooking expenses.

   Reporting capabilities are very limited using spreadsheets. In order to report on various levels of detail, physical vs. financial completion, or time periods, separate spreadsheets would have to be created for each look at the data.
5. **Q.** What does the FAS Construction in Progress Accounting module do?  
   **A.** The FAS CIP Accounting module automates the process of accumulating, tracking, and consolidating expenses and tasks related to projects. It provides insightful reporting across many levels and aspects of the project. And, it is fully integrated with our other FAS products so the resulting fixed assets are automatically created upon project completion.

   For a full list of application features, see the FAS Construction in Progress Accounting feature card on BRAINs or the internal Sales ‘N’ drive.

6. **Q.** What are the levels at which we track data in the CIP module?  
   **A.** *Projects* (similar to Companies in Asset Accounting), *Line Items* (these will become fixed assets upon completion), and *Transactions* (the expenses/invoices associated with line item).

   ![CIP Level Hierarchy Diagram]

   Some companies may wish to have many line items in each project. For example, in a project to construct a manufacturing plant they may have hundreds of line items, one for each piece of machinery. Other companies may set up each project to have only one line item, where each piece of machinery is a separate project.

7. **Q.** What versions of FAS CIP Accounting will be available?  
   **A.** We will have four versions available:

   - Single User (for use with both FAS FirstStep and single-user FAS Asset Accounting)  
   - Windows NT/Windows 2000 Network Edition  
   - Novell NetWare Edition  
   - SQL Server Edition

   There is limited space available on existing FAS product CDs, so CIP will likely have to be packaged on its own CD (one CD each for each version listed above).
8. **Q.** Will FAS Construction in Progress Accounting work with all FAS products?
   **A.** Not initially. With the version 1.0 release the CIP module will work with:
   - FAS FirstStep
   - FAS Asset Accounting
   - FAS Asset Accounting – Library Edition (for BSAN program)
   - FAS Asset Accounting for SQL Server
   - FAS Asset Inventory
   - FAS Asset Inventory for SQL Server
   - FAS Report Writer

   In the future, but not with the initial release, we will support:
   - FAS for Peachtree
   - FAS FirstStep for Peachtree
   - FAS Gov Asset Accounting
   - FAS Gov Asset Accounting for SQL Server
   - FAS Gov Asset Inventory
   - FAS Gov Asset Inventory for SQL Server

9. **Q.** What are the “top ten” selling features of CIP?
   **A.**
   1. Easily manage unlimited projects/line items
   2. Automatically summarize numerous expenses at multiple levels
   3. Control spending through onscreen monitoring of actual vs. budget spending
   4. Reduce time and manual data entry with convenient data import—great for fast set-up and simple day-to-day updates
   5. Quick insight into your business with multiple standard reports at each level
   6. Unlimited information for in-depth analysis with optional custom reports (FAS Report Writer)
   7. Timesaving, seamless integration with other FAS products automatically create fixed assets upon project completion
   8. Manage both capitalized (those that will become fixed assets) and expensed (costs not associated with a fixed asset)
   9. Customizable to your business with over 45 user-defined fields over all three levels of data
   10. Reduced learning curve with familiar Group View/Detail View layout

10. **Q.** How will FAS CIP Accounting be sold?
    **A.** It is a stand-alone module that can be used by itself, but likely would be used in conjunction with FAS Asset Accounting or the entire FAS Suite. Initially, it will not be included in the FAS Suite bundle.

    Product and support new sale pricing are available (see BRAINs or the internal Sales ‘N’ drive). There will not be any trade-up/upgrade pricing at this time. But, we may offer some limited time customer discounts through direct mail pieces.
11. Q. Do customers have to purchase the same number of seats of CIP as Asset Accounting and/or Asset Inventory?
   A. No. A customer could purchase, for example, 3 seats of the CIP module and only have 1 seat of Asset Accounting, or vice versa.

12. Q. Will FAS CIP Accounting allow a 30-day free trial?
   A. Yes. It will function just like our other FAS products and allow users to try it for 30 days. Product CDs will not be available to send free trials until after the product release.

13. Q. Will an AutoDemo (self-running demo) be available for FAS CIP Accounting?
   A. Not immediately. Due to the time and expense for creating a self-running demo, one will not be available at the time of the product release.

14. Q. Can business partners sell FAS CIP Accounting?
   A. Absolutely. We have posted pricing, feature sheets, and other sales materials on the BRAINs website. Informational webinars are currently being offered to BPs.

   The BP’s same margin will apply as with other FAS products.

15. Q. Does FAS CIP Accounting work with FAS Report Writer?
   A. Yes. You can create unlimited custom CIP reports, just like you can for Asset Accounting and Asset Inventory. The only restriction is that currently there is no report creation wizard, fields must be selected directly through Crystal Reports.

   There are no changes to the way FAS Report Writer is sold—as an add-on to FAS Asset Accounting, included with FAS Suite and FAS Asset Accounting for SQL Server, or separately with stand-alone pricing.

16. Q. Can FAS CIP Accounting be accessed remotely?
   A. Yes. Just like our other products customers can use Microsoft Terminal Services or Citrix MetaFrame XP (or other supported versions) for remote users to access this module.

   It is recommended that FAS Asset Accounting and FAS CIP Accounting be installed on the same server to allow assets to be created automatically. Remote users can still access either or both applications using the methods listed above.

17. Q. Will the CIP module have user security and history tracking?
   A. Not in this first release. We do plan to add them in the future. While this may be important to some customers, we do not expect this to be a significant problem for the majority of customers since CIP data is usually not that sensitive.
18. Q. **Can data be imported into the CIP module?**
   A. Yes. An import function is available to easily import transaction (invoice and other individual expense) data. Customers will likely want to use this to easily set up the CIP module by importing data in from spreadsheets. They may also wish to keep CIP up to date with their G/L system by doing regular importing of invoice data from their Accounts Payable system.

Unlike FAS Asset Accounting, the CIP module does not currently have a wizard that walks customers through importing data. Customers will need to supply a file in a designated format and field order to import; however, most GL systems and spreadsheets can be easily setup to supply this file.

19. Q. **Can data be exported from CIP to a file?**
   A. Yes. We have multiple options available:
   - Line Items in Group View
   - Transactions (individual invoices/expenses)
   - Report Information (through Crystal Reports)

20. Q. **Are links available to any other systems?**
   A. FAS CIP Accounting is seamlessly integrated with the other FAS products. With the initial release we will not have any custom links available to import/export data to other systems. Our generic import/export features can be used for this purpose.

   In future releases, we plan to add links to specific systems to import data (likely from the Accounts Payable module) and export data to the General Ledger and various G/L modules.

21. Q. **What Professional Services will be available for the product?**
   A. Professional Services can provide installation and setup, including importing data, and report writing services. Initially, they will be limited in the types of custom interfaces they may be able to build until additional development tools are available.

22. Q. **What training classes will be available for the product?**
   A. Training (web and/or classroom) will be available for FAS Construction in Progress Accounting. The Training department is currently determining the training needs for the product. Likely, we will begin by offering web-based classes and expand into classroom training once we have enough participants to justify offering classroom training.
23. Q. Is the data in Asset Accounting and/or Asset Inventory shared with the CIP module?
A. The data for FAS CIP Accounting is not housed in the same database as Asset Accounting and Asset Inventory. They are kept separate in order to get the best performance from each product. Adding project data into the Asset Accounting database could have increased processing times for depreciation, reports, and other functions.

Even though the data is separate, it is all accessible with FAS Report Writer (but not through the report creation wizard).

24. Q. What other products are out there like ours?
A. Many accounting systems have “project accounting” modules that are similar to ours. These modules vary greatly in functionality. Many focus heavily on time and task tracking with some financial information included. They are not specifically designed to track project data for the eventual creation of fixed assets.

Many high-end ERP systems have construction in progress functionality built into their fixed asset modules, but few details are available on the exact features included.

GBA Systems (http://www.gbasystems.com/pams) offers both a fixed asset accounting module (FAMS) and a project accounting module (PAMS). Together, these are similar to our Asset Accounting and Construction in Progress Accounting modules. However, the combine functionality appears to be much less.

Basset’s (http://www.bassets.net/) offers a construction in progress feature, which is limited to a single screen of information that can be entered. It cannot be compared to the full product that we offer.

25. Q. Does Best Software offer any other products similar to FAS CIP Accounting?
A. Yes:

MAS 90 – Job Cost Module
Tracks similar financial information as our CIP module but for the purpose of estimating and bidding on jobs.

MAS 500 – Project Accounting Module
Very elaborate system integrated with timesheet tracking and Microsoft Project tasks, but is not specifically suited to tracking financial information for the purpose of creating fixed assets.