

<i>NORSE SYSTEMS FEATURE COMPARISON</i>					
<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR		
<i>General System Features Pg1</i>			NORSE	1	2
Commercial <u>Multi-Dimension</u> "Universe" Data Base allows for easy, fast, and flexible analysis. Complex 3 dimensional records supported.			Y		
Virtual Server deployment – server without the administrative burden. Users do not need access to the internet to use the server. The virtual server is a private server built for each client which resides in a host farm, and is managed for them 24/7 365 days a year. It is accessed and behaves like a local server. Interaction with the server is not web based.			Y		
Stability – software and environment are stable. Redundant hardware daily backups and disaster recovery site on opposite coast.			Y		
No operating system level administration required, all OS administration handled by user friendly application tools or provided as part of "Virtual Server" services.			Y		
User security Profile managed completely from the Norse Application with control over file write, read, and purge as well as menu and verb access.			Y		
User security profile file permissions dynamically adjusted based on analysis of menu functions available to the user at logon.			Y		
Users restricted to allowed custom menus and/or system commands			Y		
Proprietary query builder tool uses application security and can be used to develop secure production reporting, with security imposed by password or user id.			Y		
System logs provided for software upgrades, repair order updating, user site administration, and critical data changes.			Y		

<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR		
<i>General System Features Pg2</i>			NORSE	1	2
Multiple site deployment – add a new site in minutes. No VPN required. Data communications with host are buffered, encrypted and absolutely secure.			Y		
Inherently Multi-Company with Multi-Company Financials			Y		
Customer and Vendor records can be shared by multiple companies.			Y		
Company selected by the user for the session impacts all transactions, reports, and displays for the session, providing a single company view of the data.			Y		
"Screen Driver Environment" a proprietary user environment that provides an extensive set of user utilities and options including work flow control, messaging, custom reporting and data export for all users.			Y		
Superior support results from dealing directly with application designers and creators			Y		
Attachable notes can have auto notification activated to warn the operator when accessing a record of special circumstances concerning the record. For example "bus is out of service" when attempting to dispatch it.			Y		
The ability to attach a wide variety of digital objects to database elements. Pictures, documents, spreadsheets, PDF's, scans etc.			Y		
Ability to build and maintain custom forms that can be auto filled from the database using scans as the document template.			Y		
The ability to export data to a variety of office software including support for Microsoft Office and Open Office tools.			Y		
User may choose between Graphic Windows) interface or character interface at session login. Great for users who do high volume data entry and are good typists.			Y		
No application code installed on the workstation. Dramatically reduces support cost.			Y		

<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR		
<i>General System Features Pg 3</i>		NORSE	1	2	
Frequent updates. Updates can be installed monthly by remote connection to the Norse development server. Installation is scripted and runs automatically. Install result details are logged. Average is 200 + enhancements per month.		Y			
Rich software set 6000 programs and 15,000 database dictionary items matured over 26 years of user deployment. No system replacement has been necessary for clients in the past 26 years. Users have progressed incrementally without any loss of data.		Y			
Specialized administrative menu for client system administrators.		Y			
No professional system administrators required for Norse server or applications. Of course you may need specialized staff to assist with admin and maintenance of large numbers of Microsoft workstations.		Y			
Deploy in Microsoft or Linux environment. Virtual servers are Linux based for superior stability and security, but OS is completely transparent. Microsoft servers can be supported on client owned and managed equipment.		Y			

<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR		
<i>Features CharterManager2 Pg 1</i>		NORSE	1	2	
Multiple Vehicle types can be mixed on a single charter.		Y			
Popular destinations can be predefined to rapidly build detailed itineraries for the group. Using the "Destination" files.		Y			
Tracks Customer Deposits, Security Deposits, Prepayments with complete Accounts Receivable and General Ledger integration and a complete cash application audit trail.		Y			
Deposit and prior to departure payment terms supported as well as a complete range of other credit terms.		Y			
Built in point to point mileage storage capability automatically used in point to point itinerary. Directions may be built in to support driver route guide.		Y			
No codes to remember, extensive browse capabilities for all table validated data.		Y			
Pick Up information stored for customer as well as billing address. Multiple pick up sites supported as well as multiple customer comments.		Y			
Tariffs can be set to alternate between week-end charges and week day charges. These tariffs are automatically applied based on itinerary move date.		Y			
determined based on the itinerary and automatically considered in pricing calculations.		Y			
Seasonal Tariffs can be maintained and applied during charter entry.		Y			
Automatic look up of previous charter activity and quotes so that sales people have a complete charter history at their fingertips during the sales cycle.		Y			
User may adjust any element of pricing in the summary pricing screen and impact suggested price immediately.		Y			

<i>NORSE SYSTEMS FEATURE COMPARISON</i>					
			COMPETITOR		
<i>Features CharterManager2 Pg2</i>			NORSE	1	2
Primary market "radius" definition to foster consistent pricing in primary markets and to simplify point to point mileage maintenance.			Y		
Unlimited comment capability at each point in the itinerary.			Y		
Expenses and user defined charges can be associated with any itinerary point.			Y		
Provision for extra driver charges when log limits require driver relief.			Y		
Ability to document third party billing information for transport reimbursements. This "patron" facility is used for reimbursed transport. Often associated with transport to medical facilities.			Y		
Customer record can be created form the charter quote. Trips may be quoted and even booked and closed without creating a customer record, while still providing a complete audit trail.			Y		
"Bill to" capability allows for central billing for multiple groups.			Y		
Multiple pricing options, Flat Rate and adjust based on destination, Copy any previous Quote from any customer, automatically built or manually built and adjusted itineraries accurately priced.			Y		
Pricing detail available for analysis at multiple points in quoting process. Price impact of itinerary changes calculated on the fly so operator can see price impact of any change in the trip, instantly.			Y		
Automatic price calculations for trip itinerary. Trips always priced three ways based on daily or overnight minimum, hours of usage, mileage and wait time plus expenses. Week day or week end tariffs are applied. All prices methods calculated and price calculation detail is available for review. System suggests highest price calculated, and allows for operator adjustment..			Y		

<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR	
<i>Features CharterManager2 Pg3</i>		NORSE	1	2
Itinerary times are automatically calculated and adjusted (recalculated) in response to changes in travel plans, wait times, distances, etc.		Y		
Destinations feature allows for automatic load of detail itinerary and pricing for popular charter destinations in your area. Quote fast with detail and store your quotation with ease.				
Pre-established customer discounts are automatically applied in pricing process.		Y		
System suggested price stored with actual price quoted to support sales performance analysis.		Y		
Keep the price stable when itinerary adjustments are made or recalculate for trips booked to allow for minor itinerary changes while keeping price stable.		Y		
Look up customers and quote history with "Soundex" or group name word - no special cryptic keys necessary.		Y		
Can track and retrieve quotes without creating a customer record.		Y		
Cancellation rates automatically applied from cancellation policy based on days before departure. These charges may be adjusted or over ridden as part of the trip cancellation process. All quote history is retained for cancelled trips.		Y		
Trip completion process does invoicing based on quote and allows for price adjustment. Trips may be quoted for billing after the fact based on actual usage. This is perfect for school field trips or open PO contract charter work.		Y		
Access charters by customer, quote number or anything that sounds like the group name, or any word that occurs in a group name..		Y		

NORSE SYSTEMS FEATURE COMPARISON					
Features CharterManager2 Pg4			NORSE	COMPETITOR	
				1	2
Bus availability analysis is available from any itinerary point, or from a header link, for the entire itinerary even multiple days and multiple buses and bus types. Program shows total buses required and available from primary equipment point and enterprise wide. Buses without a time conflict are treated as available. A complete analysis is reported for each day involved in the trip. Shortages are highlighted. Analysis can be printed or emailed. When four or more dates are involved analysis is presented as a spreadsheet. Try this with your software.			Y		
Pick from three different pricing methods which are automatically applied to each itinerary, automatically preventing margin erosion.			Y		
Deposit receipt and payment information displayed on every quote inquiry.			Y		
Deposit and trip payment follow up tools provided. (Deposit due follow up reporting.)			Y		
Simple and flexible financial trip close.			Y		
Powerful copy quote , allows for change of depart date, times, and customer for an existing trip.			Y		
Quote letter available for trips that have not been booked. Quote letter may be generated and emailed right from the quote process.			Y		
Automated error check of charter orders prior to order print.			Y		
Multi-part form supported for those who prefer them for smooth operations. Formatted Laser invoice forms and printed or emailed order confirmations letters are supported. Charter invoice printing is available from the menu, in batches or individually, as well as from the charter order entry process.			Y		
Operate precisely with report time, pick up time and time back in yard information available for operations from the itinerary.			Y		

NORSE SYSTEMS FEATURE COMPARISON			COMPETITOR	
Features CharterManager2 Pg5		NORSE	1	2
All charter data is available for easy free form inquiry and custom reporting... no file joins.. no data descriptions to build.		Y		
Trip cancellation is integrated with accounting activity so deposit and cancellation charge information is fully controlled.		Y		
Open item, full accrual financial systems with detail and in arrears reporting available (ex. AR aging as of mid last month)		Y		
Communications to a booked trip automatically adjusts an dispatch information and flags this trip as requiring dispatcher review. In addition if price is changed as a result of modifications a replacement charter order is sent to customer with an indication it is replacing the charter invoice form previously sent.		Y		
Trip close and final price adjustment occurs after trip is completed – the right time to make any adjustments required.		Y		
Multiple sites , multiple companies, integrated sales, operations and financials, NO PROBLEM		Y		
Customer record allows for multiple contacts, custom pricing and customer pickup information, and redirected billing.		Y		
Attachable objects available for charter order. (Copy of blanket PO, itinerary instructions from customer, etc.) Attachable Notes - ex: "Handicapped access equipment required." with or without auto notification.		Y		
Charter quote history is selectively purged based on customer activity depth and quote age.		Y		

<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR		
<i>Features CharterManager2 Pg6</i>		NORSE	1	2	
Multiple vehicle types may be quoted or booked on a single charter, each type is automatically priced, and dispatched.		Y			
Double any candidate trip or automatically split it into two dispatch elements after booking with a simple itinerary adjustment. <u>We have had clients deliver over 40 charters or line runs in one day with 24 coaches.</u>		Y			
Trips with a drop on one day and a return to pick up on another day supported with a single charter order. Perfect for group air travel charters.		Y			
Charter load reporting by customer by month ... you name it..		Y			
Percentage surcharge or discounts can be applied during pricing, great for holiday weekends or slow periods.		Y			
Get all the information when you do a quote.		Y			
Group Type tracking capability for market analysis.		Y			
Mileage by real city and town names.		Y			
Up to 1000 vehicles for each of two types automatically priced for movements lasting up to one year. In other words no itinerary limitations.		Y			
Itinerary times automatically calculated based on parameters you set.		Y			
Dozens of customer adjustments available using "control file" parameters.		Y			

<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR		
<i>Features CharterManager2 -- Dispatching Pg7</i>		NORSE	1	2	
Dispatch system can balance driver gross pay by trip type, increasing driver satisfaction and retention. (Driver priority is determined by next in line based on gross pay for this trip type.) It can also be useful in establishing procedures for work assignment when unionization is an issue.		Y			
Multiple driver assignments allowed in dispatch and pricing.		Y			
Driver report time controlled by dispatcher.		Y			
Multiple dispatch boards for different users.		Y			
Unified dispatch function can mix Line run, Charter, Transit, on Demand and School Bus dispatching. Various dispatchers can choose the dispatch elements they want to work with by branch or type of work or time of day or any combination of the above.		Y			
Dispatch system can automatically find drivers or buses from dispatched branch or from another branch that do not have a conflicting assignment for the day and suggest these to choose from.		Y			
Dispatcher may examine workload assigned to any bus or driver during the dispatch day to determine if they are a candidate for assignment reorganization. This capability is available from the dispatch maintenance routine.		Y			
Auto notification notes for buses, drivers or customer are displayed for dispatcher when accessing these records for dispatch or when trip involving them is being dispatched.		Y			

<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR	
<i>Features CharterManager2 -- Dispatching Pg8</i>		NORSE	1	2
Driver qualifications automatically reviewed on each attempt to dispatch. Dispatcher is warned if any qualification is missing or outdated on dispatch date, with specifics as to the qualification problem.		Y		
Dispatch data automatically populates time card lines when the daily "archive as worked" dispatch is run. Thus timecards reflect actual work assignments after any adjustments made by the dispatcher during the day.		Y		
Dispatcher is automatically warned if assigned workload in dispatch creates a potential "over log" situation for driver.		Y		
Bid Boards supported.		Y		
Senior and junior driver pay base bidding available.		Y		
Driver pay as percentage of trip supported. Using "driver pay base" for percentage calculation.		Y		
Detail "Driver Orders" can be printed for all charters or field trips. One copy printed for each vehicle being dispatched.		Y		
School bus dispatching "clips" can be related to multiple school routes.		Y		
Driver route guide available, for charter trips if routes instructions are stored with point to point mileage tables.		Y		
Summary dispatch reporting by bus or driver is available, allowing for drivers to get their workload a week or more in advance.		Y		
Special bus returning list with return times for wash/service crew.		Y		
One dispatch record for each vehicle required by a charter, line run or clip.		Y		
Dispatch detail is archived and an audit trail through time card is supported for actual assignments "as worked".		Y		

<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR		
<i>Features CharterManager2 -- Dispatching Pg9</i>		NORSE	1	2	
Dispatch system is integrated with time and pay, maintenance system, employee files, charter sales, line run (transit or reservation systems) and home to school and on demand transport.		Y			
Supervisors log for logging excused and unexcused absences. Great for planning and for employee review.		Y			
Specialized scheduling routines for building the dispatch load for line runs and home to school or contract transport work.		Y			

NORSE SYSTEMS FEATURE COMPARISON					
			COMPETITOR		
Specialized Accounts Receivable Features Pg1			NORSE	1	2
<p>The Accounts Receivable module from Norse Systems is a full featured open item system. It has excellent audit trail and cash flow control features as well as the ability to interface with the Norse General Ledger, Order processing system and CharterManager2. It is multi company allowing multiple related entities to share customer files. Below are only some of the specialized features that support bus operations.</p>			Y		
Open item, full accrual financial systems with detail and in arrears reporting available (ex. AR aging as of mid last month)			Y		
Cash receipts may be posted to Charters that have not yet departed as well as to invoices or customers on account.			Y		
Customer deposit liability is tracked. That is the liability to customers for deposits we have taken on trips not yet delivered.			Y		
Deposit liability is relieved and payment application is automatically applied to the correct invoice when a trip is closed/completed or cancelled.			Y		
Miscellaneous or non sales cash receipts are supported for loan proceeds, sale of equipment, or any other non sales cash receipt.			Y		
Multiple bank accounts are supported.			Y		
"Days before departure" payment terms are supported.			Y		
Reports are available to follow up on payment collection for deposits and or payments required prior to charter departure.			Y		
AR aging reports are available for any date. Balances are reconstructed if a report is requested for a date in the past, even a year ago or more.			Y		

<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR		
<i>Specialized Accounts Receivable Features Pg2</i>		NORSE	1	2	
Complete flexibility in assigning sales activity to general ledger accounts.		Y			
Customer, contract, and trip costing reports available based on time card labor cost.		Y			
"Invoice consolidation" routine for contract customers billed on a monthly basis for multiple charters or field trips. The routine makes a single consolidated invoice for multiple charter trips while preserving the invoice detail. It does a complete financial roll up of invoicing so that the customer can be presented with a single invoice for the month's trips. This is especially useful for school field trip billing.		Y			
Merge Customer and Move Invoice routines allow you to keep your financial data clean if duplicates customer records or billing errors need to be corrected.		Y			
Complete audit trail for all transactions.		Y			
Customer account card depth of invoice detail may be controlled.		Y			
Automatic reversal of a cash receipt for a NSF (not sufficient funds) check.		Y			
Cash receipt may be deposited when application is not clear (a personal check with no information to tie it to a customer or trip or invoice for example) this cash receipt "Unassigned Cash" can be applied later when the correct application of the payment is determined.		Y			

NORSE SYSTEMS FEATURE COMPARISON			COMPETITOR	
CEMP1 - Capital Equipment Maintenance Features Pgl Fleet and Equipment Maintenance		NORSE	1	2
CEMP1 is the application used to track your equipment and to manage your maintenance and fuel control. CEMP1 goes beyond just scheduling routine tasks, it optimizes your mix of shop activity by efficiently mixing scheduled and unscheduled repairs. Unlike most single task activity repair order systems, CEMP1 uses a multi task repair order data model. CEMP1 is capable of managing maintenance for any type of capital asset, but is especially capable in the bus fleet setting due to the close integration of the maintenance and operations functions. Absolutely state of the art regardless of the size of your fleet. Check out some of these features.		Y		
Vehicle records describe your equipment completely. Unlimited detail specifications, expected performance, type of maintenance scheduling, fueling, odometer control, financial distribution of expenses, taxes and permits, regular operator/driver, salvage value , purchase cost, insurance expiration, disposition date, storage status, and much more.....		Y		
Maintenance task descriptions. These tasks may be scheduled by date/days, mileage, or fuel consumption. Tasks may be built at whatever level of detail you need.		Y		

<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR	
<i>CEMP1 - Capital Equipment Maintenance Features Pg2</i>		NORSE	1	2
<i>Fleet and Equipment Maintenance</i>				
Preventative maintenance tasks and specifications can be copied from one piece of equipment to other similar equipment to save data entry effort and promote maintenance plan consistency.		Y		
Maintenance tasks may have a bill of material associated with them. During repair order release the parts from the bill of material can automatically be committed to the repair order.		Y		
CEMP1 automatically writes repair orders with the optimal mix of scheduled and unscheduled repairs. Before the fact (before any work is performed)		Y		
After the fact repair order creation uses the same data entry routine as used for data entry for pre-issued repair orders.		Y		
Complete equipment and even part performance history is available from links within the repair order maintenance function.		Y		
Bar coded repair orders can be printed for use with bar coded parts issue. Labor and repair order completion can be entered at the parts cage or stock window while using barcode readers as a data entry aid.		Y		
Bar code entry available at every field used for part number entries.		Y		
Bar coding can be used with parts that are not lined up in inventory.		Y		
No special labeling required for complete bar code control.		Y		
Comparative mechanic performance analysis.		Y		

<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR	
<i>CEMP1 - Capital Equipment Maintenance Features Pg3</i>		NORSE	1	2
<i>Fleet and Equipment Maintenance</i>				
Odometer rollover is automatically handled in fuel control or the odometer may be reset as a result of odometer replacement. All repair history and installed mileage statistics, repair order completions etc. are adjusted so that they are relative to the new odometer reading.		Y		
Driver and or operator discrepancies can be entered and a complete repair order audit trail for their resolution is maintained.		Y		
Discrepancies or unscheduled repairs can be managed at time of entry. They can be released as 1.) Do it now. 2.) Do now and accelerate any scheduled maintenance that is in the range of acceleration you choose. This is so that the scheduled work that is close to due appears on the same repair order as the unscheduled work. 3.) Save this task and release it on next repair order generated for this equipment. This allows the maintenance manager to easily avoid unnecessary repeat visits to the shop.		Y		
Extensive browses available so that everything you need to make informed choices is at your fingertips.		Y		
Maintenance pasts due and future maintenance reports help you plan your scheduled repair order release to keep to schedule and match your shop capacity.		Y		
Text only and laser formatted repair order formats are available.		Y		
Major component rebuild is supported.		Y		

NORSE SYSTEMS FEATURE COMPARISON			COMPETITOR	
CEMP1 - Capital Equipment Maintenance Features Pg4		NORSE	1	2
<i>Fleet and Equipment Maintenance</i>				
Multiple employees may report time on any repair task.		Y		
Scheduled, unscheduled, warrantee and outside repair work can all be entered on one repair order using the multiple repair task capability.		Y		
A task may be deleted from a repair order and suspended for inclusion in the next repair order for this piece of equipment, so nothing gets missed.		Y		
Multiple repair sites/facilities anywhere in the world no problem.		Y		
Equipment from multiple companies may be mixed, but only one company can be responsible for maintenance and inventory. Inter-company financial distribution is automatic.		Y		
Component performance is tracked. System can tell you how long (in miles, days or gallons of fuel consumed) any component has been installed on a piece of equipment. Last repair order and date are great for documenting warrantee claims.		Y		
The VMRS reporting system tracks performance and cost statistics for every part and every labor instance expended on a vehicle even including "mean time between replacement". Great for predictive maintenance analysis and inventory stock level planning. Perfect for logged component environments.		Y		
Part serial number can be included in parts issue.		Y		

<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR	
<i>CEMP1 - Capital Equipment Maintenance Features Pg5</i>		NORSE	1	2
<i>Fleet and Equipment Maintenance</i>				
Every facility gets to control its own workload and repair order activity. Maintenance managers can view all sites when helpful.		Y		
Repair order accepts lined up or inventoried parts as well as non-inventoried parts. Part number input is automatically cross referenced to supplier part numbers and bar codes, so there is no need to remark parts packaging from various suppliers.		Y		
Repair order registers allow for easy tracking of open workload in the shop and completed work. Print a complete repair history for DOT inspections from the date of last inspection on demand.		Y		
Each repair task allows for unlimited text description so precise repair activity can be captured.		Y		
Each task can have unlimited parts and unlimited labor logged against it.		Y		
Unit cost reporting tracks over 600 operating cost and performance statistics at the vehicle/equipment level.		Y		
Fuel mileage cost and performance reporting.		Y		
Fuel tax recovery support for equipment coded as fuel tax exempt.		Y		
Complete general ledger distribution for all parts and labor activity. Automatic interface to Norse GL or journal report by GL account number with audit trail for interface to non Norse financials.		Y		
Complete fuel yard and fuel inventory control. Tank, pump and fuel delivery to equipment matched up.		Y		
OSHA compliance scheduling supported.		Y		
Interface to card control fuel systems are available.		Y		

<i>NORSE SYSTEMS FEATURE COMPARISON</i>			COMPETITOR	
<i>IC2 - Inventory Control & Purchasing Pgl</i>		NORSE	1	2
<i>Inventory optimized for use in a maintenance setting.</i>				
Closely integrated with CEMP1, the Inventory Module is specially designed to work in a maintenance setting where many parts being used are not lined up in inventory or stocked.		Y		
Supplier records integrated with Accounts Payable.		Y		
Products classified by type of cost they generate when consumed in a repair. These types include, fuel, oil, fluid, tire or parts.		Y		
Parts may be classified by ATA VMRS Component Code.		Y		
Manufacturers original part number can be tracked even though our part number may differ.		Y		
Cost valuation tracked as FIFO, LIFO, average and Standard cost. Repairs may be costed at standard or average cost. Real FIFO and LIFO layers are maintained.		Y		
Supplier costs for parts are tracked. Supplier part numbers and bar codes stored and automatically cross referenced in part number entry fields, so there is no need to re-label or create multiple numbers for interchangeable parts.		Y		
Repair order non stocked parts issues supported with inventory transactions.		Y		
Part transaction audit trail reporting.		Y		
On hand, committed and available to issue are all tracked.		Y		
Complete GL distribution of all maintenance parts expenses as well as maintenance labor.		Y		
Multiple warehouses and even transport trucks are tracked.		Y		
Each warehouse may have its own replenishment levels.		Y		
Automatic warehouse replenishment is done by warehouse transfer and by Purchase order.		Y		
In a central purchasing or main inventory context remote warehouses issue requisitions, which are dealt with by central purchasing by transfer or automatic PO creation.		Y		
Purchasing system allows for the purchasing of virtually anything.		Y		

