

## Are you thinking of buying something other than Alpha Tracker?

Go through this checklist with our competitors to see how they stack up against us.

### Installation options

Feature	Alpha Tracker from Start Software	A N Other?
Flexible installation options – client’s own server, cloud server, shared server	<input checked="" type="checkbox"/>	
Choice of surveying hardware – iPad, iPhone, Android tablet, Android smartphone, Android smart camera, Windows Mobile device	<input checked="" type="checkbox"/>	
Open access to the SQL database for user-written extracts and integration	<input checked="" type="checkbox"/>	
Choice of any floor plan or drawing software from the Google Play Store or the Apple App Store	<input checked="" type="checkbox"/>	
Plain English licence agreement	<input checked="" type="checkbox"/>	

### Customer Database and CRM

Feature	Alpha Tracker from Start Software	A N Other?
Store unlimited prospect and customer names and addresses	<input checked="" type="checkbox"/>	
Import details from Sage at installation	<input checked="" type="checkbox"/>	
Import details from QuickBooks at installation	<input checked="" type="checkbox"/>	
Import details from spreadsheet at installation	<input checked="" type="checkbox"/>	
Import details from other systems/databases at installation	<input checked="" type="checkbox"/>	
Unlimited number of site names per client	<input checked="" type="checkbox"/>	
Unlimited number of contact names per client	<input checked="" type="checkbox"/>	
Unlimited additional data items per client	<input checked="" type="checkbox"/>	
Log inbound calls, emails and faxes	<input checked="" type="checkbox"/>	
Log outbound calls, emails and faxes	<input checked="" type="checkbox"/>	
Schedule follow-up actions	<input checked="" type="checkbox"/>	

### Dashboards

Feature	Alpha Tracker from Start Software	A N Other?
Dashboards displayed on Home page	<input checked="" type="checkbox"/>	
Dashboard content customisable	<input checked="" type="checkbox"/>	
Dashboard emails of key information sent to users	<input checked="" type="checkbox"/>	

## Enquiries and Quotations

Feature	Alpha Tracker from Start Software	A N Other?
Capture client and contact details at enquiry stage	<input checked="" type="checkbox"/>	
Convert enquiries into quotations	<input checked="" type="checkbox"/>	
Store and produce quotations	<input checked="" type="checkbox"/>	
Produce quotations in Microsoft® Word™ (any version) and/or PDF	<input checked="" type="checkbox"/>	
Record a quotation's likelihood of success	<input checked="" type="checkbox"/>	
Analyse quotations by: <ul style="list-style-type: none"> <li>• work type</li> <li>• success or failure</li> <li>• date</li> <li>• client</li> <li>• salesperson</li> </ul>	<input checked="" type="checkbox"/>	
Build quotations from: <ul style="list-style-type: none"> <li>• day rates</li> <li>• job rates</li> <li>• skills</li> </ul>	<input checked="" type="checkbox"/>	
Produce quotations for multiple project types and multiple sites	<input checked="" type="checkbox"/>	
Unlimited extra data items for quotations	<input checked="" type="checkbox"/>	
Unlimited quotation templates	<input checked="" type="checkbox"/>	
User-customisable templates	<input checked="" type="checkbox"/>	
Create projects from a quotation or independently	<input checked="" type="checkbox"/>	
Automatically attach Terms and Conditions to quotes	<input checked="" type="checkbox"/>	

## Project/Job Tracking

Feature	Alpha Tracker from Start Software	A N Other?
Store all company projects, not just asbestos projects	<input checked="" type="checkbox"/>	
Import sites, projects and surveys	<input checked="" type="checkbox"/>	
Job numbers allocated automatically or manually	<input checked="" type="checkbox"/>	
Ability to allocate jobs to remote offices or departments	<input checked="" type="checkbox"/>	
Record progress against milestones (key events in a project)	<input checked="" type="checkbox"/>	
Milestone target dates automatically generated	<input checked="" type="checkbox"/>	
KPIs (Key Performance Indicators) tracked	<input checked="" type="checkbox"/>	
Client-specific KPIs and job-specific KPIs tracked	<input checked="" type="checkbox"/>	
Automatic document filing system	<input checked="" type="checkbox"/>	
Project documents automatically named and saved	<input checked="" type="checkbox"/>	
See project status at a glance	<input checked="" type="checkbox"/>	
View projects by client, month, status and project manager	<input checked="" type="checkbox"/>	
Unlimited additional data items can be stored	<input checked="" type="checkbox"/>	

Maintain a range of contact addresses	<input checked="" type="checkbox"/>	
Record project resource details including cost breakdowns, timesheets and associated costs	<input checked="" type="checkbox"/>	
Maintain a list of project staff	<input checked="" type="checkbox"/>	
Completed jobs moved to invoicing	<input checked="" type="checkbox"/>	
Costs calculated based on work	<input checked="" type="checkbox"/>	
One-click invoicing of completed jobs	<input checked="" type="checkbox"/>	
Export of invoice details to Sage	<input checked="" type="checkbox"/>	

## Contracts

Feature	Alpha Tracker from Start Software	A N Other?
Maintain a log of contracts	<input checked="" type="checkbox"/>	
Record contract details including key staff, services and dates	<input checked="" type="checkbox"/>	
Maintain an invoicing schedule for contracts	<input checked="" type="checkbox"/>	
Record contract review details	<input checked="" type="checkbox"/>	

## Scheduling

Feature	Alpha Tracker from Start Software	A N Other?
Fully integrated diary	<input checked="" type="checkbox"/>	
View diary in months, weeks, days or flexible view	<input checked="" type="checkbox"/>	
Search for time availability	<input checked="" type="checkbox"/>	
Book tentative appointments	<input checked="" type="checkbox"/>	
Customisable colour key and staff photo upload	<input checked="" type="checkbox"/>	
Store holidays, sickness, sales and other non-project time	<input checked="" type="checkbox"/>	
Full Google Calendar®/Outlook®/Exchange® integration	<input checked="" type="checkbox"/>	
Automatically calculates forecast income	<input checked="" type="checkbox"/>	
Analyse staff for full productivity	<input checked="" type="checkbox"/>	
Automatic route-planning to appointments	<input checked="" type="checkbox"/>	

## Surveying

Feature	Alpha Tracker from Start Software	A N Other?
Fully HSG 264 compliant	<input checked="" type="checkbox"/>	
Choice of data capture hardware for surveys – iPad, iPhone, Android tablet, Android smartphone, Android smart camera, Windows® Mobile device	<input checked="" type="checkbox"/>	
Multiple photos per sample (zoomed out and close-up)	<input checked="" type="checkbox"/>	
Easy duplication of rooms onsite by surveyors	<input checked="" type="checkbox"/>	
Automatically stamp each sample with GPS (location) data	<input checked="" type="checkbox"/>	
Synchronise data over the Internet or an internal company network	<input checked="" type="checkbox"/>	
Synchronise data over Wi-Fi	<input checked="" type="checkbox"/>	
Surveyors receive instant emailed “receipt” of data transmission	<input checked="" type="checkbox"/>	
Customisable data input templates	<input checked="" type="checkbox"/>	
Unlimited number of survey report templates	<input checked="" type="checkbox"/>	
Client-specific survey report templates	<input checked="" type="checkbox"/>	
Templates are user-customisable	<input checked="" type="checkbox"/>	
Survey reports generate with one click	<input checked="" type="checkbox"/>	
No separate uploading of photos required	<input checked="" type="checkbox"/>	
User control of all aspects of the system including: lists of materials, standard comments, room names, surveyed item names and asbestos identification terminology	<input checked="" type="checkbox"/>	

## Re-inspections

Feature	Alpha Tracker from Start Software	A N Other?
Asbestos data sent to smartphone / iPad® / iPhone® / tablet automatically	<input checked="" type="checkbox"/>	
Record changed information only	<input checked="" type="checkbox"/>	
Capture additional samples for previously presumed or recorded items onsite if needed	<input checked="" type="checkbox"/>	
Multiple photos per sample (zoomed out and close-up)	<input checked="" type="checkbox"/>	
Synchronise data over the Internet or an internal company network	<input checked="" type="checkbox"/>	
Synchronise data over Wi-Fi	<input checked="" type="checkbox"/>	
Surveyors receive instant emailed “receipt” of data transmission	<input checked="" type="checkbox"/>	

## Lab Analysis

Feature	Alpha Tracker from Start Software	A N Other?
Record analysis for surveyed samples	<input checked="" type="checkbox"/>	
Record analysis for bulk sample projects	<input checked="" type="checkbox"/>	
"Back filling" morphology results from analysis identification	<input checked="" type="checkbox"/>	
Flexible validation of result from morphology	<input checked="" type="checkbox"/>	
Automatic calculation of points for lab analysis	<input checked="" type="checkbox"/>	
Automatic flagging of random samples for rechecks	<input checked="" type="checkbox"/>	
Customisable and maintainable certificate templates	<input checked="" type="checkbox"/>	
Certificate templates in a standard, maintainable format, using Microsoft® Word™	<input checked="" type="checkbox"/>	

## Exporting Data

Feature	Alpha Tracker from Start Software	A N Other?
Export data to Excel	<input checked="" type="checkbox"/>	
Export data to Promaster	<input checked="" type="checkbox"/>	
Export data to Micad	<input checked="" type="checkbox"/>	
Export data to Keystone	<input checked="" type="checkbox"/>	
Export data in .csv and .txt format	<input checked="" type="checkbox"/>	
Export data in XML format	<input checked="" type="checkbox"/>	
Export data in Mastec format	<input checked="" type="checkbox"/>	
Export data in AMS format	<input checked="" type="checkbox"/>	
Export data in TechForge format	<input checked="" type="checkbox"/>	
Export data in Presumed Asbestos format	<input checked="" type="checkbox"/>	
Export data in SiteMaster/ACMS format	<input checked="" type="checkbox"/>	

## Client Access to Data

Feature	Alpha Tracker from Start Software	A N Other?
Fully integrated client portal	<input checked="" type="checkbox"/>	
Secure client access to data	<input checked="" type="checkbox"/>	
Unlimited number of user IDs and passwords	<input checked="" type="checkbox"/>	
Full audit trail with ability to blacklist a client	<input checked="" type="checkbox"/>	
All Alpha Tracker documents automatically available to client portal	<input checked="" type="checkbox"/>	
Client can view live asbestos registers including all survey and reinspection information	<input checked="" type="checkbox"/>	
Client document library available for plans, procedures, policies etc	<input checked="" type="checkbox"/>	
Compliance graphs and charts available	<input checked="" type="checkbox"/>	

Action management for all Health & Safety actions	<input checked="" type="checkbox"/>	
Inspection calendar with automatic reminders	<input checked="" type="checkbox"/>	
Approved contractor database, including facility to store contractor-specific documents, eg insurance certificates	<input checked="" type="checkbox"/>	
Website fully customisable	<input checked="" type="checkbox"/>	
All data stored on Alpha Tracker server, no external hosting required	<input checked="" type="checkbox"/>	

## Technology

Feature	Alpha Tracker from Start Software	A N Other?
Industrial strength Microsoft® SQL server database	<input checked="" type="checkbox"/>	
Practically unlimited numbers of clients, jobs, appointments etc	<input checked="" type="checkbox"/>	
Software licensed for unlimited number of users	<input checked="" type="checkbox"/>	
No per office or per user charges (unless Lo-Start customer)	<input checked="" type="checkbox"/>	
Mobile data facility robust and reliable – 20+ million data items collected	<input checked="" type="checkbox"/>	

## Running Costs

Feature	Alpha Tracker from Start Software	A N Other?
No ongoing software licence charges (unless Lo-Start customer)	<input checked="" type="checkbox"/>	
Optional support and maintenance agreement at 15% of software cost or 22.5% for premium support	<input checked="" type="checkbox"/>	
Client portal gives opportunity for income generation	<input checked="" type="checkbox"/>	

## Support and Quality

Feature	Alpha Tracker from Start Software	A N Other?
Support contract allows unlimited support calls	<input checked="" type="checkbox"/>	
Software price includes all training required	<input checked="" type="checkbox"/>	
Software price includes customisation	<input checked="" type="checkbox"/>	
Start Software is ISO 9001 certified	<input checked="" type="checkbox"/>	
Start Software is AccredIT certified	<input checked="" type="checkbox"/>	
Support response targets are 2 hours for urgent problems, 4 hours for important problems and 8 hours for other problems	<input checked="" type="checkbox"/>	
All support calls are logged and followed up	<input checked="" type="checkbox"/>	
Regular account management meetings are held	<input checked="" type="checkbox"/>	
Proven track record with 20+ million items surveyed	<input checked="" type="checkbox"/>	
Ongoing development plan with regular new releases	<input checked="" type="checkbox"/>	
Partnership approach with clients	<input checked="" type="checkbox"/>	