

# Thank You!

As 2013 wraps up I'd like to offer a sincere 'Thank You' to all of my customers for your business. I've had a lot of repeats from previous years but I've also added more new customers in 2013 than I did in 2012 – that's one thing I look at to determine whether my year has been better than the one before.

Another number that may be surprising is that almost 90% of my software sales so far in 2013 have been to companies who purchased only 1 or 2 seats of software through the year. As much as I love selling a bunch of seats to one customer, I know that larger organizations typically have a larger support system around them. I'm happy I can help out so many of the "little guys".

The economy has been tough on everyone the past several years but it's been particularly brutal to those in the land surveying, civil engineering and construction fields. For good or for bad, we've all had to figure out just how efficient we can be and how we can get as much work done by as few people as possible and for the least number of dollars.

I hope I've been able to help in some way by extending software discounts where possible and training your staff to help your company get the most out of your software investment.

I wish everyone a safe, happy and prosperous 2014!