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	☑	
Choice of surveying hardware – iPad, iPhone, Android tablet, Android smartphone, Android smart camera, Windows Mobile device	☑	
Open access to the SQL database for user-written extracts and integration	☑	
Choice of any floor plan or drawing software from the Google Play Store or the Apple App Store	☑	
Plain English licence agreement	☑	

Customer Database and CRM

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

Dashboards

Feature	Alpha Tracker from Start Software	A N Other?
Dashboards displayed on Home page	☑	
Dashboard content customisable	☑	
Dashboard emails of key information sent to users	☑	

Enquiries and Quotations

Feature	Alpha Tracker from Start Software	A N Other?
Capture client and contact details at enquiry stage	☑	
Convert enquiries into quotations	☑	
Store and produce quotations	☑	
Produce quotations in Microsoft® Word™ (any version) and/or PDF	☑	
Record a quotation's likelihood of success	☑	
Analyse quotations by: • work type • success or failure • date • client • salesperson	☑	
Build quotations from: • day rates • job rates • skills	☑	
Produce quotations for multiple project types and multiple sites	☑	
Unlimited extra data items for quotations	☑	
Unlimited quotation templates	☑	
User-customisable templates	☑	
Create projects from a quotation or independently	☑	
Automatically attach Terms and Conditions to quotes	☑	

Project/Job Tracking

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

Maintain a range of contact addresses	☑	
Record project resource details including cost breakdowns, timesheets and associated costs	☑	
Maintain a list of project staff	☑	
Completed jobs moved to invoicing	☑	
Costs calculated based on work	☑	
One-click invoicing of completed jobs	☑	
Export of invoice details to Sage	☑	

Contracts

Feature	Alpha Tracker from Start Software	A N Other?
Maintain a log of contracts	☑	
Record contract details including key staff, services and dates	☑	
Maintain an invoicing schedule for contracts	☑	
Record contract review details	☑	

Scheduling

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

Surveying

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

Re-inspections

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

Lab Analysis

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

Exporting Data

Feature	Alpha Tracker from Start Software	A N Other?
Export data to Excel	☑	
Export data to Promaster	☑	
Export data to Micad	☑	
Export data to Keystone	☑	
Export data in .csv and .txt format	☑	
Export data in XML format	☑	
Export data in Mastec format	☑	
Export data in AMS format	☑	
Export data in TechForge format	☑	
Export data in Presumed Asbestos format	☑	
Export data in SiteMaster/ACMS format	☑	

Client Access to Data

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

	Alpha Tracker from Start Software	A N Other?
Action management for all Health & Safety actions	☑	
Inspection calendar with automatic reminders	☑	
Approved contractor database, including facility to store contractor-specific documents, eg insurance certificates	☑	
Website fully customisable	☑	
All data stored on Alpha Tracker server, no external hosting required	☑	

Technology

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

Running Costs

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

Support and Quality

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