The PypeLine Newsletter for March, 2020

*Information for people who use or are considering PypeServer software
for their Vernon®, HGG®, Machitech®, and legacy Watts® pipe profilers*

New Software Release:

The latest version of PypeServer has numerous new features and fixes, but the biggest change is under the hood: auto-updating. With our latest release, PypeServer will update to new versions with just a click of the mouse. We're rolling this feature out to most customers at license renewal time but if you want it sooner, just let us know. Like all of our updates, it's included with your license at no extra charge.

New Promotions:

Looking for ways to save money and increase efficiency? Take advantage of our new promotions:

1. ***Label Printing is now 50% off!***
   Our optional label printing feature lets you design your own label templates and automatically print unique labels for each part. Labels can contain any data that's in PypeServer, including part numbers, heat numbers, cut dates, and data you may have imported from CAD. All barcodes and QR code formats are supported so you can easily provide scannable links to your drawings or any other data in your PypeServer system. Learn more.

2. ***Multi-Year Licensing Discounts***
   Save on paperwork and on PypeServer license fees by renewing for more than one year at a time. With 2 years, get a 5% discount. With 3 or 4 years, get a 7% discount. With 5 or more years, get a 10% discount.

3. ***Multi-Copy Licensing Discounts***
   Now that PypeServer runs on Vernon, HGG, Machitech, and legacy Watts pipe profilers, we're pleased to announce discounts for customers who buy more than one copy of PypeServer. If your company already has PypeServer and purchases one or more additional copies for any machine in any shop under the same corporate umbrella, you'll get a license fee discount on *all of them*!

To take advantage of these promotions or for more information, please contact us.

A word about the supply chain, customer service, and secret weapons in tough times...

Even though PypeServer is primarily a software company, we also supply computer servers and kiosks to run our software. Earlier this year, we recognized the risks to our supply chain and, using our recent

investment funds, took steps to secure all the inventory we'll need for 2020. We may run out of toilet paper, but we won't run out of product.

On a related note, we've been using remote customer support as our primary means of installing, configuring, and updating our software for the last seven years. Our customers can rest assured that PypeServer will be able to deliver our products and support as usual, despite the coronavirus-related disruption to all of our lives.

Finally, as we learned from the Global Financial Crisis in 2008, the companies that do well in tough times have a secret weapon. That weapon is efficiency. Companies that make high bang-for-the-buck efficiency improvements reduce their burn rate, increase their productivity, and recoup their investments quickly...And when business picks up again, they jump to the head of the pack and never look back.

Our mission is to be your secret weapon

About PypeServer

PypeServer started in 2011 and has been profitable since 2013. Our software is written in America and designed for the way Americans work. Earlier this year, we raised $1.5 million to accelerate our Big Plans and to help us weather even a prolonged storm. We're backed by Ferguson Ventures, the venture capital arm of Ferguson Enterprises, so we've got strong partners and exciting things in development. We're known for our great software, attentive customer service, and a fast return on investment for our customers.