

FSA[®]

FENESTRATION
SOLUTIONS
AUSTRALIA

CATALOGUE
WINDOW MAKER // SOFTWARE FOR TIMBER





MAKING
LIFE
BETTER

WHAT WE STAND FOR

Everyday we live our overarching purpose; to make life better for our team, our customers and to drive our industry forward. To be better than yesterday and committed to a better tomorrow through everything we do.

Ultimately, we inspire architectural innovation and improve homes to create enjoyable and efficient lifestyles. We search the world over to source the most desirable, innovative and superior products available for the Australasian market. Combining stunning aesthetic design, state-of-the-art features, and first-class thermal efficiency, FSA introduces incredibly smart solutions for Australian window & door manufacturers and their customers.

Our experience and research reflects a detailed understanding of local and international markets, technical expertise and a dedication to exceptional customer service and streamlined support. This is exemplified in our extensive portfolio demonstrating our commitment to making life better.



HEAD OFFICE

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Chelsea Heights VIC
Australia 3196

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Unit 1 56-58 Jemma Road
Prestons NSW
Australia 2170

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Introducing Windowmaker

MORE THAN 25 YEARS EXPERIENCE

Windowmaker Software Ltd is one of the world's leading software companies supplying the window and door industry. With over 25 years of successfully developing and delivering market-leading solutions, Windowmaker has the knowledge and experience to provide customers with a competitive advantage

MORE THAN 70 COUNTRIES

Windowmaker has been sold to over 4000 window companies in over 70 countries. The need to meet the requirements of such a diverse set of customers has led the evolution of a product of unrivalled flexibility. A single adaptable solution is used for all company types in all markets and languages. Windowmaker software is truly a global company.

MORE THAN 40 DEVELOPERS

With an established international presence built over many years, Windowmaker Software has continually invested in the support and development team. Now numbering over 40 people, this includes teams working on new features and enhancements, as well as a comprehensive testing and support team to ensure the business critical software works first time, every time.

DATA - TIMBER

With FSA's many years of experience and knowledge of the Australian Timber Fenestration industry, we have designed and developed a range of generic databases that enable joiners to get operational with Windowmaker software in the shortest timeframe possible. These databases are specific to Australian manufacturing techniques and cover many popular configurations and hardware systems. They are also customisable, allowing joiners the ability to set up systems specifically for their own manufacturing, ordering and procedural requirements.

Also, in line with FSA's business philosophy, we are continually updating and adding to these generic Australian databases with the vision of providing Windowmaker users access to some of the best systems in the world.

MICROSOFT CERTIFIED PARTNER

Windowmaker software Ltd was the first Microsoft Gold Certified Partner specializing in the window and door industry. This status recognizes the company's investment in training staff, many of whom are Microsoft Certified Professionals, as well as in proving competencies in relevant technologies such as Microsoft SQL Server, Microsoft Dynamics, web services etc..

COMMITTED TO QUALITY

Windowmaker Software is committed to quality in both our products and our services. Our quality systems have conformed to ISO 9001 TickIT standards since 1994.

LOCAL SUPPORT

Windowmaker, through its partnership with Fenestration Solutions Australia, provide local, real time technical and sales support to customers throughout Australia. FSA's support team is not only extremely knowledgeable on the technical aspects and functionality of Windowmaker Software, we also understand the Fenestration industry from a manufacturers perspective.

The Windowmaker Configurator

The most advanced fenestration configurator available

The Windowmaker Configurator drives the software - with powerful features and unlimited possibilities

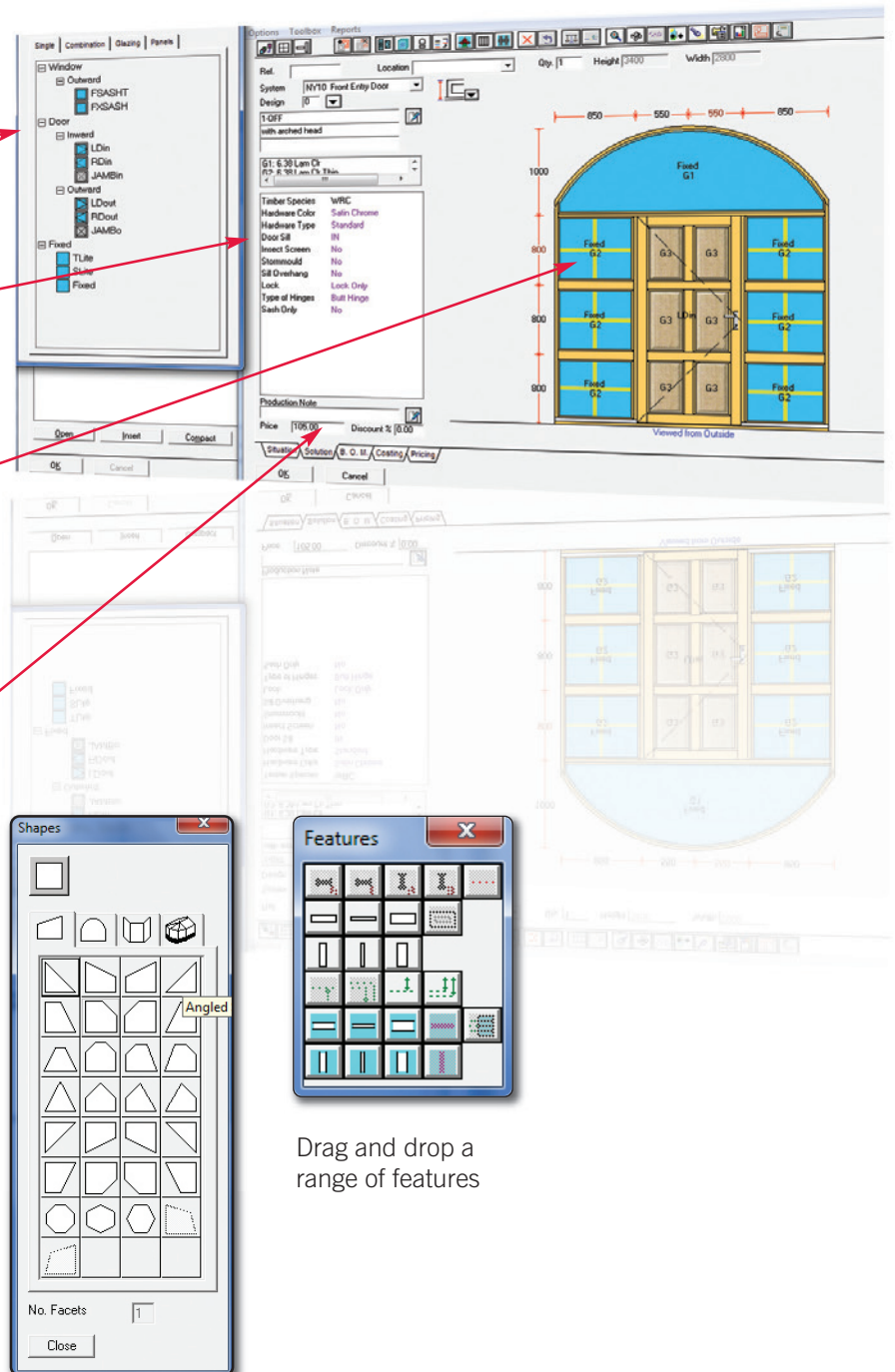
Drag and Drop functionality allows the user to quickly create and process simple designs from the options list

Choose from a **customised list of options**

Full colour, detailed **graphics** that clearly display the frames, glass and components during order entry

Windowmaker **instantly displays, and updates, pricing**

Use **Keyboard shortcuts** to reduce order processing time



Drag and drop a range of features

The Windowmaker Configurator enables the user to:

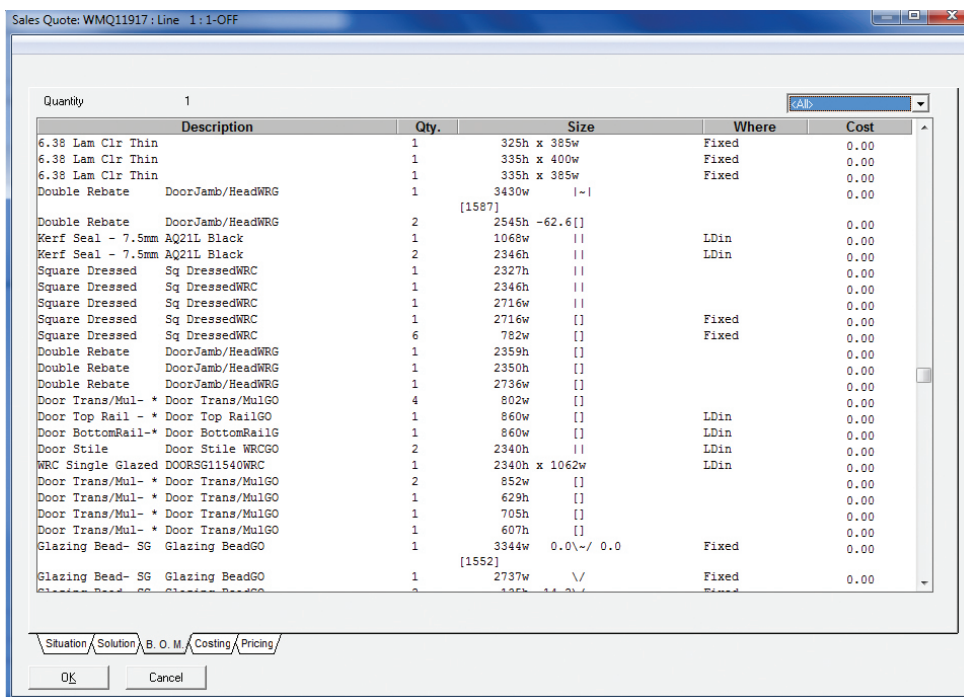
- ▲ Specify the shape and dimensions of the design to be created, and choose the system to be used (including from PVC, aluminium, wood, steel, composite and GRP profiles)
- ▲ Choose from standard designs, or create your own custom ones using a **drag & drop** interface to include features and pane types
- ▲ Perfectly **align and dimension** the finished elevation
- ▲ Choose from the options list to change specification (from colour to material) or add extras

Office based order entry staff can achieve high throughput using the keyboard.

The **Windowmaker Rules** dynamically control the options and answers available - ensuring products that cannot be manufactured also cannot be configured and stored.

The fully scaled, detailed graphics can be used in many documents later on, from Quotes to Works Instructions, reducing mistakes and producing impressive sales material.

Bill of Materials



Quantity	Description	Qty.	Size	Where	Cost
1	6.38 Lam Clr Thin	1	325h x 385w	Fixed	0.00
1	6.38 Lam Clr Thin	1	335h x 400w	Fixed	0.00
1	6.38 Lam Clr Thin	1	335h x 385w	Fixed	0.00
1	Double Rebate DoorJamb/HeadWRG	1	3430w ~		0.00
			[1587]		
2	Double Rebate DoorJamb/HeadWRG	2	2545h -62.6[]		0.00
1	Kerf Seal - 7.5mm AQ21L Black	1	1068w	LDin	0.00
2	Kerf Seal - 7.5mm AQ21L Black	2	2346h	LDin	0.00
1	Square Dressed Sq DressedWRC	1	2327h		0.00
1	Square Dressed Sq DressedWRC	1	2346h		0.00
1	Square Dressed Sq DressedWRC	1	2716w		0.00
1	Square Dressed Sq DressedWRC	1	2716w []	Fixed	0.00
6	Square Dressed Sq DressedWRC	6	782w []	Fixed	0.00
1	Double Rebate DoorJamb/HeadWRG	1	2359h []		0.00
1	Double Rebate DoorJamb/HeadWRG	1	2350h []		0.00
1	Double Rebate DoorJamb/HeadWRG	1	2736w []		0.00
4	Door Trans/Mul- * Door Trans/MulGO	4	802w []		0.00
1	Door Top Rail - * Door Top RailGO	1	860w []	LDin	0.00
1	Door BottomRail-* Door BottomRailG	1	860w []	LDin	0.00
2	Door Stile Door Stile WRCGO	2	2340h	LDin	0.00
1	WRC Single Glazed DOORSG11540WRC	1	2340h x 1062w	LDin	0.00
2	Door Trans/Mul- * Door Trans/MulGO	2	852w []		0.00
1	Door Trans/Mul- * Door Trans/MulGO	1	629h []		0.00
1	Door Trans/Mul- * Door Trans/MulGO	1	705h []		0.00
1	Door Trans/Mul- * Door Trans/MulGO	1	607h []		0.00
1	Glazing Bead- SG Glazing BeadGO	1	3344w 0.0\~/ 0.0	Fixed	0.00
			[1552]		
1	Glazing Bead- SG Glazing BeadGO	1	2737w \/\	Fixed	0.00
2	Glazing Bead- SG Glazing BeadGO	2	105h 11.0\~/	Fixed	0.00

Windowmaker Options

- ▲ Angled Shapes
- ▲ Standard Products
- ▲ Arched Shapes
- ▲ Bows & Bays
- ▲ Georgian & Leaded
- ▲ Curtain Walling (Aluminum only)
- ▲ Panels

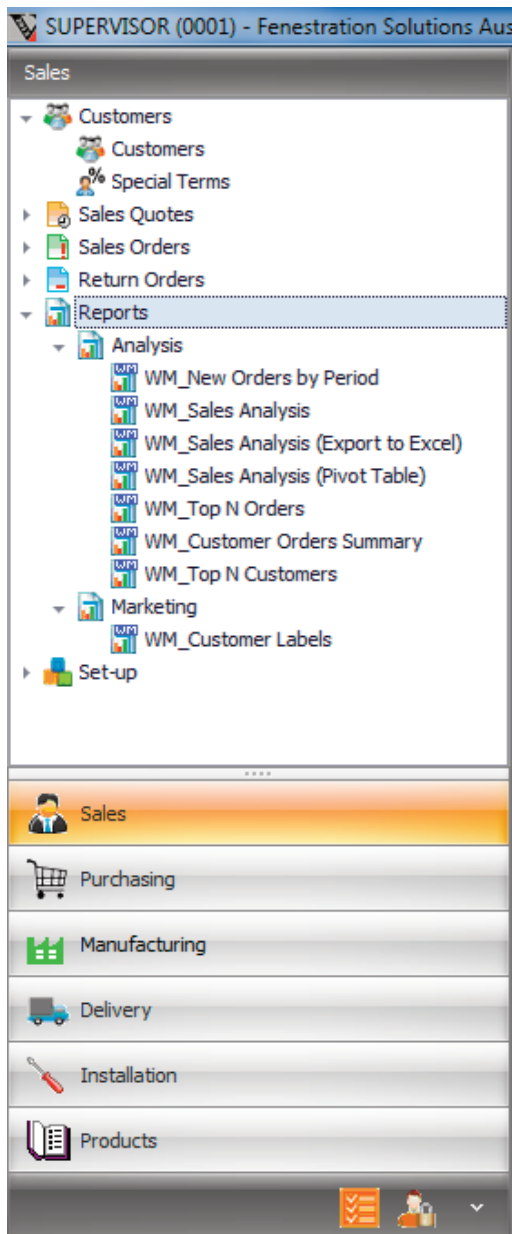
For more information, visit: www.windowmaker.com/en/configurator

Driving better sales performance

Windowmaker Sales Clients help you sell quickly, accurately and profitably

The starting point for any successful business is sales—and Windowmaker provides you with the tools to maximise your sales performance.

Whether it is providing Windowseller to your resellers and Windowmaker Sales Client to your own sales staff or surveyors, Windowmaker has the flexibility and features you need.



When using Windowmaker internally, it is available on a range of machines—from laptops & PCs to thin clients.

Standard Clients provide full functionality, while **Tracking Clients** are designed for specific job roles.

If used remotely, Windowmaker can manage a range of requirements for the mobile workforce.

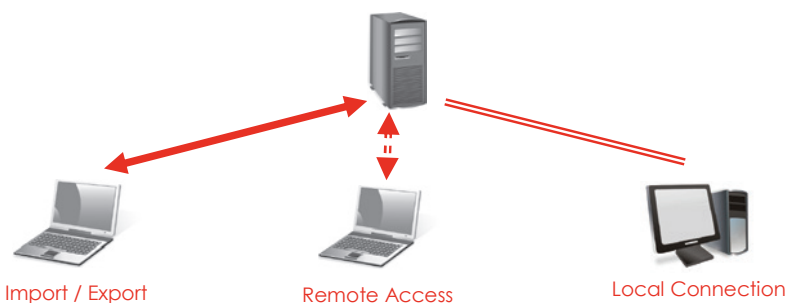
The **Sales Client** can be used to access Windowmaker directly, with features designed just for sales roles.

Alternatively, the **Remote Sales Clients** enable Sales Staff to work offline and replicate over the internet, or access the Head Office server directly to create Sales Quotes or enter Sales Orders.

For Dealers, Windowseller provides the ultimate Sales tool with all the benefits of Windowmaker integration.

Windowseller customers can export Orders directly to Windowmaker manufacturers, and receive exact product, system and pricing information in return.

It is also possible for manufacturers to host Windowseller on central servers. Dealers can choose between remote access or synchronising their own computers.



Sales Documentation allows you to create stunning graphical documents, from Quotations and Order confirmations to invoices, with the ability to include corporate branding, bought in products and one-off charges.

Design your own stationery, with default documents

Clear, scaled drawings

Add one-off charges, and define what options are included

Include bought in products

Prices automatically calculated from the price list
Prices can be displayed per item or as total only

Quotation

Fenestration Solutions Australia
1711 Kallaroo Park Drive,
Chelsea Heights,
VIC 3196

Quote No: VMQ11917 Date: 8/11/2012 Customer Ref: SUPERVISOR Responsible: SUPERVISOR

Sales Line	Details	Qty	Rate	Disc. %	Amount
0001	1-OFF with arched head 3400h x 2800w (H=1587) (Q1) 38 Lam Cr Tran (Q2) 38 Lam Cr Tran (Q3) 38 Lam Cr Panelled Panel Timber Species: WRC Hardware Color: Satin Chrome Hardware Type: Standard Door Sill: IN Insect Screen: No Stormmould: No Sill Overhang: No Lock: Lock Only Type of Hinges: Butt Hinge Sash Only: No	1	3000.00	0.00	2850.00
0002	1-OFF 1500h x 2100w 6.38 Lam Cr Timber Species: WRC Hardware Type: Truth Hardware Type: Truth	1	1500.00	0.00	1500.00
					BPWD \$4350.00
Sales Line	Details	Qty	Rate	Disc. %	Amount
0003	1-OFF 1300h x 2100w 6.38 Lam Cr Timber Species: WRC Hardware Color: Satin Chrome Hardware Type: Standard Insect Screen: Yes Screen Type: Aluminum Screen Color: Brown Stormmould: No Sill Overhang: No Pricing - Extras SPECIAL HARDWARE	1	2325.16	0.00	2325.16
0004	4 Door Bifold Door 2100h x 3600w 6.38 Lam Cr Timber Species: WRC Hardware Color: Stainless Steel Hardware Type: E2 Door Sill: IN Insect Screen: No Stormmould: Fixed Sill Overhang: No Lock: Lock & DeadLock Top Drop Bolt: 200 Non-Keyed Sash Color: Stainless Steel Assembly: FrameOnly	1	4000.00	10.00	3600.00
0005	Cast Iron Door	1	1500.00	0.00	1500.00

Windowmaker Options

- ▲ Pricing via Mark-Up & Cost Plus
- ▲ Pricing via Price Lists & Matrices
- ▲ Pricing Extras
- ▲ Customer Discounts
- ▲ Global Changes
- ▲ Optimised Costing
- ▲ Commercial Projects
- ▲ Link to CAD software
- ▲ Sales Order Imports
- ▲ Order Tracking

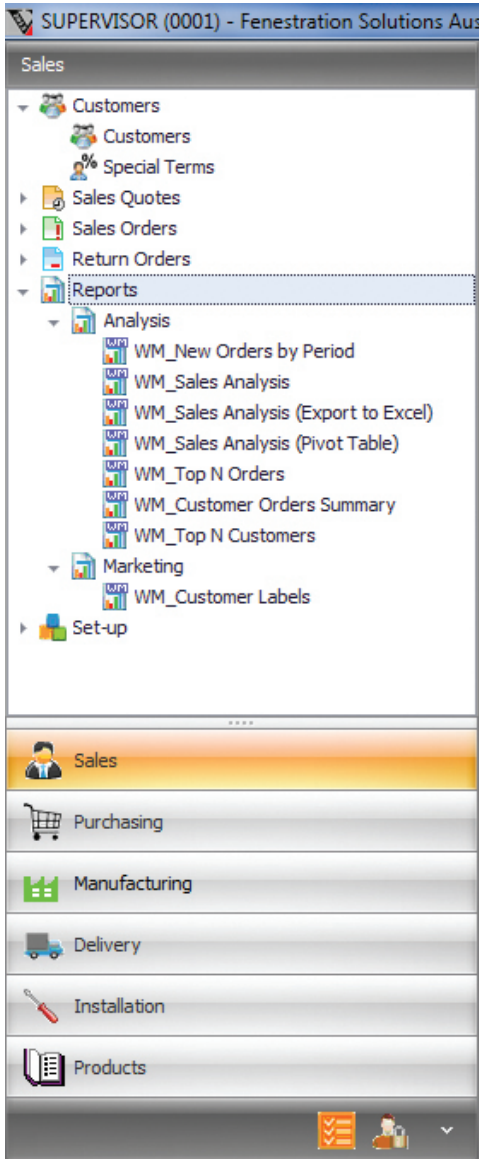
For more information, visit:
www.windowmaker.com/en/configurator

Quote No:	Date:	Customer Ref:	Responsible:
VMQ11917	20/10/2012	SUPERVISOR	SUPERVISOR

Sales Line	Details	Qty	Options
0004	4 Door Bifold Door 2100h x 3600w	1	Timber Species: WRC Hardware Color: Stainless Steel Hardware Type: E2 Door Sill: IN Insect Screen: No Stormmould: Fixed Sill Overhang: No Lock: Lock & DeadLock Top Drop Bolt: 200 Non-Keyed Sash Color: Stainless Steel Assembly: FrameOnly
	6.38 Lam Cr	1	
			Total \$11200.00
			GST 10.00 % \$1120.00
			Grand Total \$12320.00

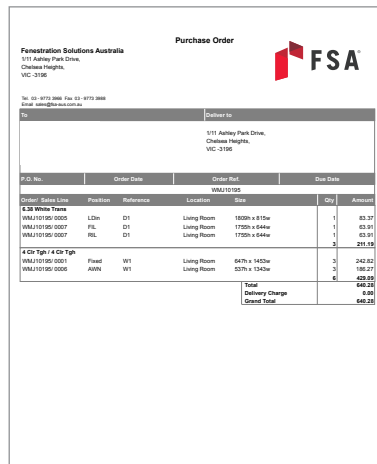
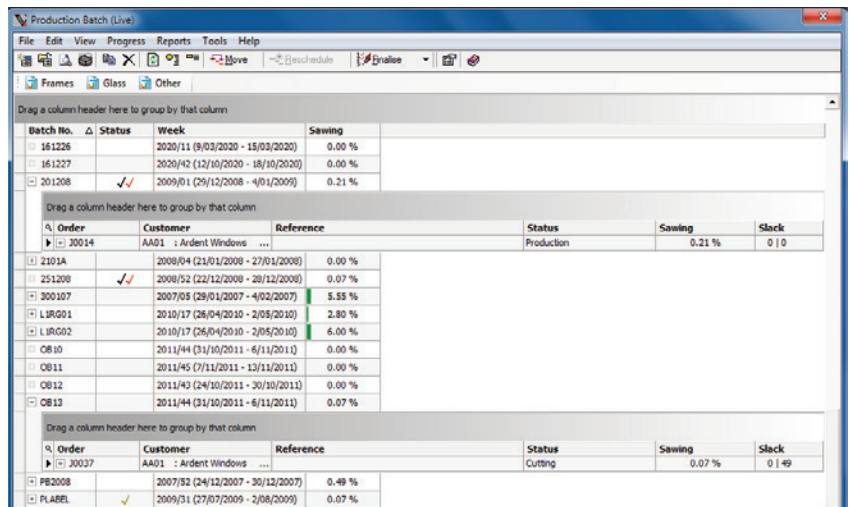
Take control of operations

A single solution for the whole organisation



Scheduling

Windowmaker Scheduling allows the maintenance of compatible Purchasing, Production, Shipping and Installation schedules. New Sales Orders can be easily added to the schedules taking account of capacity and other constraints. Advanced facilities allow for Orders to be split across production batches or even sites according to product characteristics.



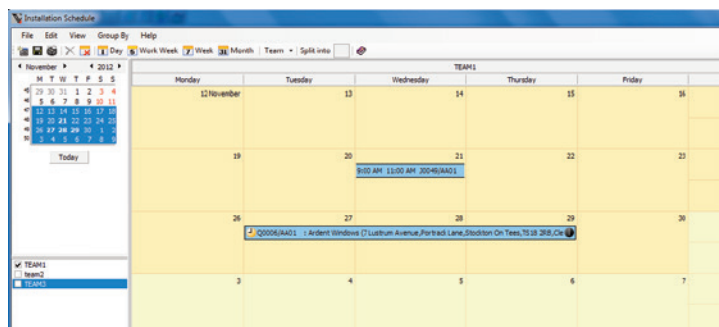
Purchasing

Planned purchase orders can be generated from inventory reordering, but also, for bought-to-order products such as glass units, via scheduling. The purchase orders can be printed or electronic, and, in both cases, take account of the special requirements of IGUs. Purchase orders and individual IGUs can be tracked.

Batching

Windowmaker Batching allows smaller fabricators to manually create production batches, selecting Sales Orders manually and/or according to automatic criteria.

Commercial Contracts allows Orders to be split into phases prior to scheduling or batching.



Windowmaker Upgrade Plan

As part of our Customer Care initiative we have implemented a more flexible Windowmaker Upgrade Plan (WUP) to provide additional value & added services.

The WUP protects your investment in software by delivering the latest updates & functionality, as well as ensuring that the program is able to run on the latest Microsoft platforms (e.g. Windows 8,10 etc).

The following options are available

BRONZE WUP – STD – 16% OF SOFTWARE VALUE

- For Oz-Lite Customers, rentals, Terminal Server clients (when we implement) and Express clients with software value over \$15k Value
- Includes 4 hrs free training.
- Additional support can be purchased at discounted rates : 5% off for blocks of 5hrs or 10% off for blocks of 10hrs

For new Windowmaker customers, Bronze WUP is already included in your package for the first 12 months, express users also have an option to upgrade to Silver or Gold.

We recommend that WUP is then taken up annually to keep your programme up to date and running efficiently.

NOTE: While installation of software is included in initial quotes and offer, ongoing installation of upgrades, data set-up/modifications, or relocation of software onto new hardware is a chargeable service.

WM EXPRESS OR SERVER CUSTOMERS ONLY

SILVER WUP - 20% OF SOFTWARE VALUE

- Available for customers on Windowmaker Express with a software value from \$22k - \$35k
- Includes 6 hours of free support.
- Additional support thereafter can be purchased at 10% off for blocks of 5hrs
- Additional training can be purchased at 10% off for blocks of 5hrs

GOLD WUP - 24% OF SOFTWARE VALUE

- Available to customers with a Software value of \$35k plus
- Unlimited Support
- Training – 8 hours per year FOC, further hours can be purchased at 10% off for a minimum of 5hrs+





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