

**FSA**<sup>®</sup>

FENESTRATION  
SOLUTIONS  
AUSTRALIA

CATALOGUE  
WINDOW MAKER // SOFTWARE FOR PVC





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

11 Ashley Park Drive  
Chelsea Heights VIC  
Australia 3196

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Unit 1 56-58 Jemma Road  
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[www.fsa-aus.com.au](http://www.fsa-aus.com.au)

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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.

## **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.

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## **DATA - PVC**

Windowmaker and FSA work closely with many of the major profile and hardware companies throughout the world developing "off the shelf" databases which enable PVC fabricators to get operational with Windowmaker software in the shortest timeframe possible. This collaboration is ongoing and evolving with the ultimate aim of being able to supply a range of e-Catalogues which will provide fabricators with flexibility and choice.

These databases are also customisable, allowing fabricators the ability to set up systems specifically for their own manufacturing, ordering and procedural requirements.

# The Windowmaker Configurator

The most advanced fenestration configurator available

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

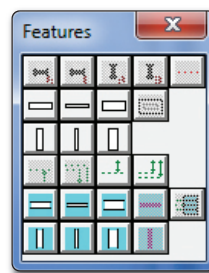
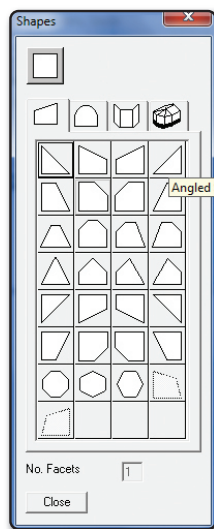
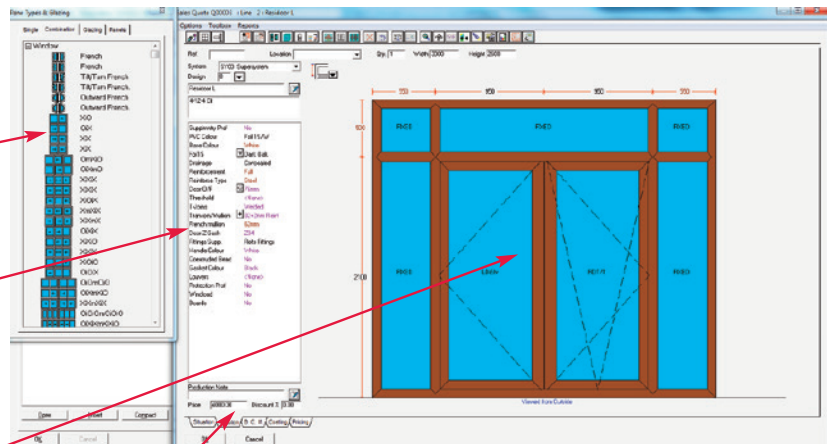
Drag and Drop functionality allows the user to quickly create and process simple designs from the options list

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:

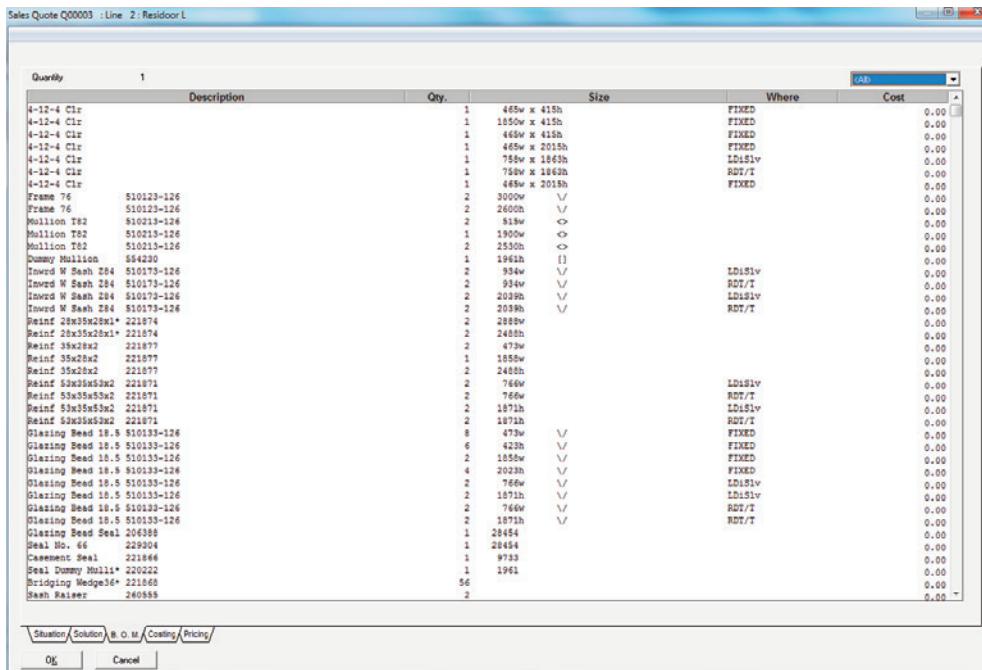
- ◆ Specify the shape and dimensions of the design to be created, and choose the system to be used (including from PVC, aluminium, wood, steel, composite and GRP profiles)
- ◆ Choose from standard designs, or create your own custom ones using a **drag & drop** interface to include features and pane types
- ◆ 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	4-12-4 Clr	1	465w x 415h	FIXED	0.00
1	4-12-4 Clr	1	1850w x 415h	FIXED	0.00
1	4-12-4 Clr	1	465w x 415h	FIXED	0.00
1	4-12-4 Clr	1	465w x 2015h	FIXED	0.00
1	4-12-4 Clr	1	758w x 1863h	LDLSIV	0.00
1	4-12-4 Clr	1	758w x 1863h	RDT/T	0.00
1	4-12-4 Clr	1	465w x 2015h	FIXED	0.00
2	Frame 76	2	3000w	✓	0.00
2	Frame 76	2	2600h	✓	0.00
2	Mullion T82	2	518w	↔	0.00
1	Mullion T82	1	1900w	↔	0.00
2	Mullion T82	2	2530h	↔	0.00
1	Dummy Mullion	1	1963h		0.00
2	Inward W Sash 284	2	934w	✓	0.00
2	Inward W Sash 284	2	934w	✓	0.00
2	Inward W Sash 284	2	2039h	✓	0.00
2	Inward W Sash 284	2	2039h	✓	0.00
2	Reinf 28x35x28x1	2	2888w	✓	0.00
2	Reinf 28x35x28x1	2	2485h	✓	0.00
2	Reinf 35x28x2	2	473w	✓	0.00
1	Reinf 35x28x2	1	1855w	✓	0.00
2	Reinf 35x28x2	2	2485h	✓	0.00
2	Reinf 53x35x53x2	2	766w	LDLSIV	0.00
2	Reinf 53x35x53x2	2	766w	RDT/T	0.00
2	Reinf 53x35x53x2	2	1871h	LDLSIV	0.00
2	Reinf 53x35x53x2	2	1871h	RDT/T	0.00
8	Glazing Bead 18.5	8	473w	✓	0.00
6	Glazing Bead 18.5	6	423h	✓	0.00
2	Glazing Bead 10.5	2	1855w	✓	0.00
4	Glazing Bead 10.5	4	2023h	✓	0.00
2	Glazing Bead 10.5	2	766w	LDLSIV	0.00
2	Glazing Bead 10.5	2	1871h	LDLSIV	0.00
2	Glazing Bead 10.5	2	766w	RDT/T	0.00
2	Glazing Bead 10.5	2	1871h	RDT/T	0.00
1	Glazing Bead Seal	1	28454	✓	0.00
1	Seal No. 66	1	28454	✓	0.00
1	Casement Seal	1	9733	✓	0.00
1	Seal Dummy Mullion	1	1961	✓	0.00
56	Bridging Wedge36	56		✓	0.00
2	Sash Raiser	2		✓	0.00

**Windowmaker Options**

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

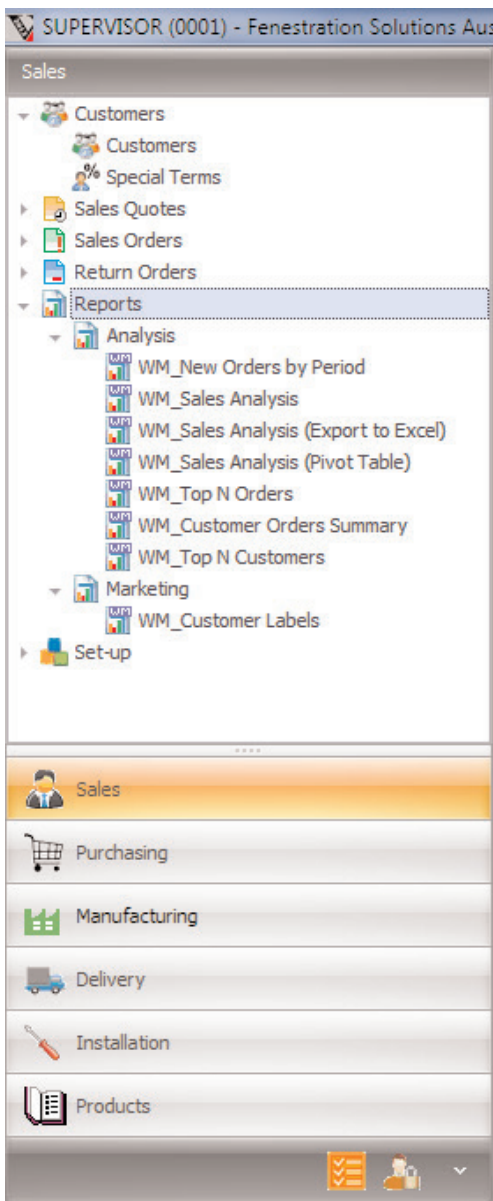
For more information, visit: [www.windowmaker.com/en/configurator](http://www.windowmaker.com/en/configurator)

# 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.

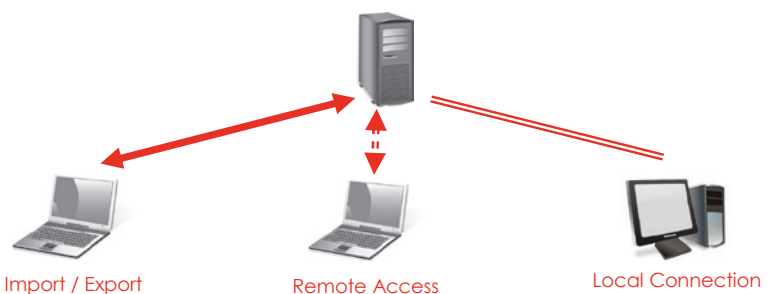
The **Sales Client** can be used to access Windowmaker directly, with features designed just for sales roles.

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

Fenestration Solutions Australia  
1/11 Ashley Park Drive  
Chelsea Heights  
VIC - 3196

Quotation

To: [Deliver to]

Quote No.	Date	Customer Ref.	Responsible SUPERVISOR		
000004	16/08/2013				
Sales Line	Details	Qty	Rate	Amount	
0001	ITEM 1 Lounge Casement TOP/L 1500w x 800h 4-12.4 C/P Supplyment Prof No PVC Colour F&B 15W Base Colour White Reinforcement Full Fittings Susp. Roto Fittings	1	1000.00	1000.00	
0002	ITEM 2 Lounge 1-C/F 3000w x 2600h 4-12.4 C/P Supplyment Prof No PVC Colour F&B 15W Base Colour White Reinforcement Full Fittings Susp. Roto Fittings	1	3600.00	3600.00	
0004	ITEM 3 Living Room Finline Flat C/DK 3000w x 2600h 4-12.4 C/P Supplyment Prof No PVC Colour F&B 15W Base Colour White Reinforcement Full Fittings Susp. Roto Fittings Fly Screen No	1	2750.00	2750.00	
0005	ITEM 4 Lounge Pricing - Extras STEEL HARDWARE	1	250.00	250.00	

Quote No.	Date	Customer Ref.	Responsible SUPERVISOR		
000004	16/08/2013				
Sales Line	Details	Qty	Rate	Disc %	Amount
0006	ITEM 5 Lounge 1-C/F 3000w x 2600h 4-12.4 C/P Supplyment Prof No PVC Colour F&B 15W Base Colour White Reinforcement Full Fittings Susp. Roto Fittings	1	4500.00	0.00	4500.00
0007	CASTING DOOR CASTING DOOR	1	1900.00	0.00	1900.00
<b>Total</b>					\$15400.00
<b>GST</b>					10.00 % \$1540.00
<b>Grand Total</b>					\$16940.00

## 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

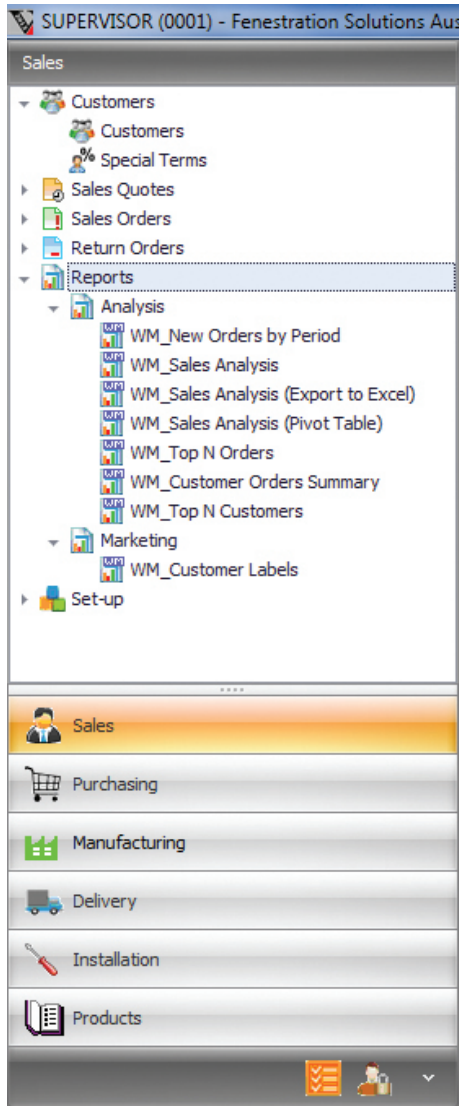
For more information, visit:  
[www.windowmaker.com/en/configurator](http://www.windowmaker.com/en/configurator)

Quote No.	Date	Customer Ref.	Responsible SUPERVISOR		
WAC12517	26/10/2012				
Sales Line	Details	Qty	Options		
0004	4 Door Slid Door 2100w x 3600w	1	Timber Species	WRC	
			Hardware Color	Stainless Steel	
			Hardware Type	E2	
			Door Stil	IN	
			Insect Screens	No	
			Spinnecould	Fixed	
			Sill Overhang	No	
			Lock	Lock & DeadLock	
			Top Drop Bolt	200 Non-Keyed	
			Bot Color	Stainless Steel	
			Assembly	FrameOnly	
			6.38 Lam C/P		
0005	Cast Iron Door	1			
<b>Total</b>					\$11200.00
<b>GST</b>					10.00 % \$1120.00
<b>Grand Total</b>					\$12320.00



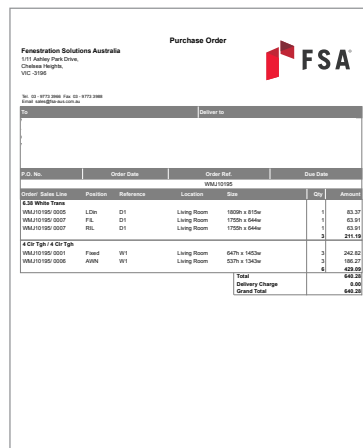
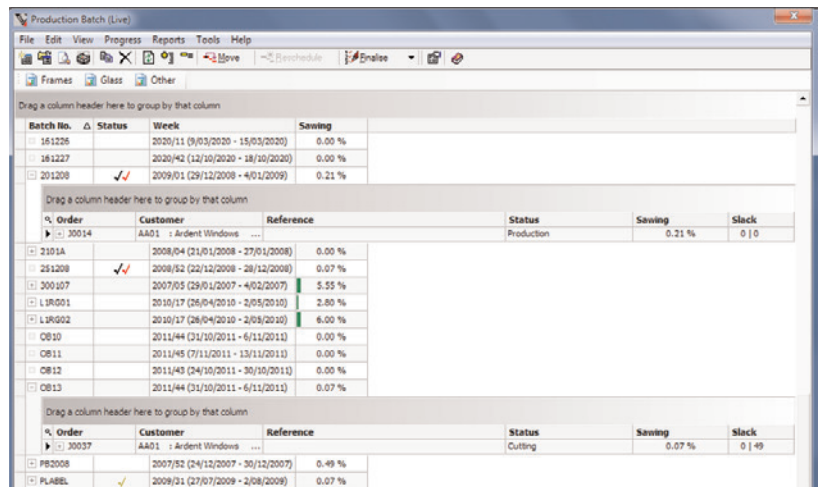
# Take control of operations

A single solution for the whole organisation



## Scheduling

**Windowmaker Scheduling** allows the maintenance of compatible Purchasing, Production, Shipping and Installation schedules. New SalesOrders 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.



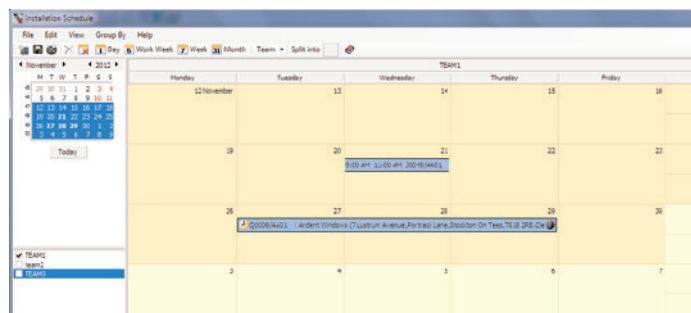
## Purchasing

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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