



The Intelligent Stair Software

StairBiz is a comprehensive staircase manufacturing business solution.

It helps your business be more productive, more competitive and more profitable. It allows you less stress and more free time to do the things in life that you might rather be doing.



- Design ●
- Specification ●
- Estimating ●
- Quoting ●
- Payment Tracking ●
- Job Management ●
- Client Management ●
- 3D ●
- Scheduling ●
- CNC/CAM ●

- Intuitive ✓
- Easy to Learn ✓
- Easy to Use ✓
- Powerful ✓
- Comprehensive ✓
- Very Fast ✓
- Flexible ✓
- Networkable ✓
- Excellent Support ✓

Who are we?

Our company

When you make a major software purchase, you need to know who you're dealing with. StairBiz has been developed by StairBiz Software Pty Ltd (an Australian company). We started as a stair manufacturing company over 30 years ago, moved into stair software 20 years ago, and have been developing strongly ever since. We went international in 1999.

John Dibley was a founding director and has been the managing director ever since. He has lived and breathed the stair industry in Australia, Europe and North America.

In summary, we have a strong lineage in this industry. More so than any in this business.



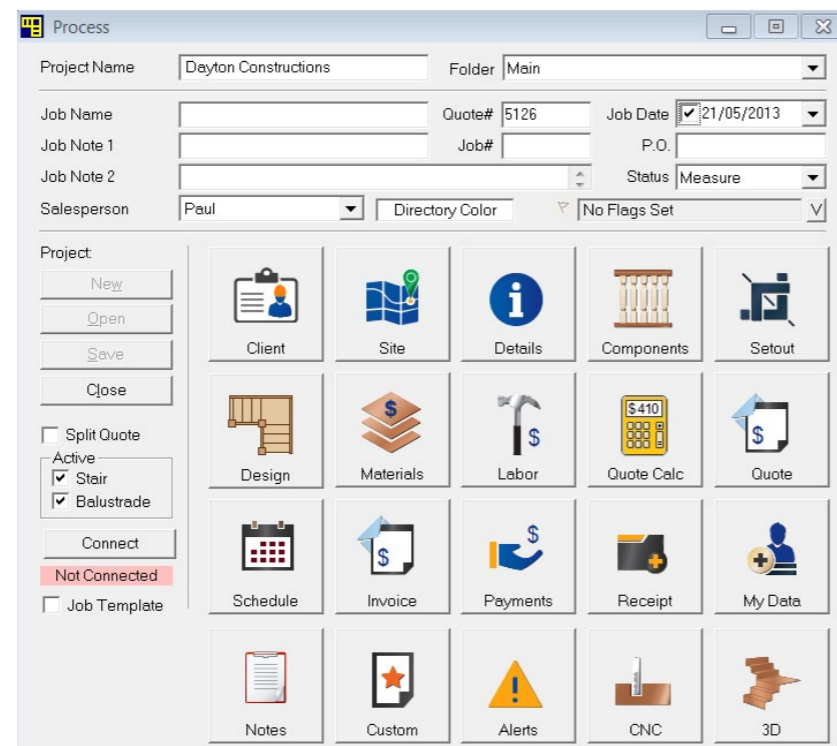
John Dibley, Managing Director

Working as a team at your service

You can call any of us at StairBiz directly – we pride ourselves in being available. Whoever you talk to will understand what you're talking about - we actually know stairs (not just software), and have an intimate understanding of the unique quirks and issues associated with the industry and an appreciation of how every stair company is seriously different from the next one.

“Overall, I cannot think of another product or service that we have invested in that has been as helpful to our business as StairBiz has!”

[Full testimonial on file]



The “Home” window for processing a StairBiz job.

What our clients say

Please Note:

Following are just some of our testimonials. They (and those in the blue boxes) are written by owners of businesses who are fully paid users of StairBiz. You are welcome to contact them, but please - only by email (they are busy people). Feel free to ask us for their details.

We found StairBiz easy to learn to use and implement. The product is quite powerful and has many additional features which we only came to notice after installation. The support and staff at StairBiz are most helpful and easily contactable.

John Heaphy, Marina Group

StairBiz has helped us through its simplicity and ease of use to maintain the efficient production of our staircases and provide our clients with a high quality product.

Rod Griffiths, Classic Timber Stairs

We swapped to StairBiz about two years ago as our previous software was difficult to operate and the support was poor. Its very easy to use. The software is very adaptable and able to process most designs quickly. Every day you learn something new - its a pleasure to operate. The support and back up is excellent, you get regular updates, and more importantly suggestions for improvements are listen to and acted on very quickly. I would be happy to recommend StairBiz.

Rob Steele, EA Higginson & Co

StairBiz makes the rod board a thing of the past. The hours of drawing are now over. Pricing is so easy - you can calculate stairs with confidence knowing to the last penny how much they will cost. StairBiz is very professional when designing stairs with customers present or just as easy to take a laptop onto the site and design it there. I used to dread making stairs but now enjoy the whole process from start to finish.

Russell Pengelly, RJP Joinery

The StairBiz program is an excellent product. Its ease of use after very professional training and support allows us to perform all activities that our customers expect and demand from us.

John Hogan, Western Joinery

I have been using StairBiz for six years and love the program. It has cut our layout and quoting time down significantly. Generating multiple stair or rail options is simple and extremely fast.

I would highly recommend StairBiz to anyone who wants the ability to increase sales volume, quoting and/or machining accuracy, and your bottom line.

Steve Hasse, Legacy Stairs

Since 2005 StairBiz has revolutionised the way we do business, automating the quotation and manufacturing processes. StairBiz staff provided excellent support and advice - we had an efficient and supported transfer from a paper based to a computer based business.

StairBiz allows us to standardise margin, component costings and overheads into all our quotes to produce accurate and consistent pricing. The program enabled us to produce professional drawings to accompany the quote, and allowing the customer and our manufacturing team to accurately visualise the quoted stair. StairBiz also allows us to give our customers multiple design options and materials at the press of a button, making quotation options quick and easy to produce.

Linking StairBiz to the manufacturing plant has allowed the seamless transfer of information between the office and the factory floor. Component requirement lists are generated for the manufacturing phase, a process that until StairBiz was all completed by multiple paper quote sheets. We have linked StairBiz to a Biesse Rover B CNC Router which allows jobs to be sent directly from the office to the router for machining.

StairBiz consistently provided excellent training and support to our largely technologically illiterate workforce.

StairBiz is now an integral part of our business and it is fair to say that we could not do business now without the efficiency and control this software delivers.

Iain Small, Allwood Stairs

More next page ...



We have been using StairBiz for over 10 years. From day one I harnessed it to be our central program for job management, and expanded from there. I have had excellent support from the developers who have continued to this day to shape the program to today's varied markets. Currently we are using 24 licenses of StairBiz to complete all my quotations both on-site and off-site, all shop drawings for production, CNC files for the routers, specialised custom sheets which give me my own unique and professional look, not to mention a complete scheduling program which makes installing 70-80 custom staircases per week very easy.

I have had the opportunity over the years to visit many staircase companies throughout Australia, Europe and America. It confuses me to see how many of them feel the need to use multiple different programs to drive their business. These include stair manufacturing programs like [name withheld] and [name withheld] where I am amazed by the apparent difficulty in operation and the lack of flow and freedom to complete what you need to do.

StairBiz has allowed me to expand my business ten-fold over the years and keep everything very manageable. The ease of operation of StairBiz is second to none. I have employees who struggle on normal computer programs but shine in their operation of StairBiz. Put the time in during the initial installation of the program to load it your way - it will be the best investment you can ever make for your business. To the team at StairBiz - thank you so much for this program. If anyone needs any reference for StairBiz I would be happy to answer your questions.

Glen Genner,
General Staircase

Meadowvale was a small company with 7 employees specializing in stair manufacturing. We had never used CNC for our staircases and were depending solely on highly skilled, highly paid labour, and naturally we were becoming less competitive because of this.

So we looked at CNC using stair programs for our production, and all seemed pretty complicated for someone who had little or no knowledge of CNC and little computer experience. By chance we came across StairBiz. At first I thought this was too good to be true, so the guys from StairBiz set up a trial for us. I was so impressed with the simplicity of the program and the quality of the graphics - never mind pricing, shop drawings, cut lists, etc. We had it installed, and literally within hours (not days) we were producing stairs on our CNC from simple to elaborate to curved. The capabilities are endless, and when customers can see their staircase in 3D they are so impressed and a sale is so much easier.

In short, StairBiz halved our production time and doubled our profits. It's a truly incredible 'must have' program with backup second to none. So a big thank you to John and Darrin at StairBiz. Keep up the good work.

Damien McElvogue,
Meadowvale Architectural Joinery Ltd

Our sales team required assistance in increasing sales and were looking for a system to help produce more quotes in less time. Researching tools available, we found StairBiz, but were unsure if this software would help. After an initial trial period we discovered StairBiz would offer more than just an increase in our quoting - it would change the way we processed our quotes and the way we implemented those sales into manufacture.

Our firm purchased StairBiz in 2001, with an initial set up period of two weeks (setting default pricing for materials & labour, then checking those costings back to our old system). We then implemented the new software. This was a simple process, with our sales team finding the transition from old to new quite easy and without any problems.

StairBiz has many dimensions and each manufacturer will find a part of StairBiz to be exactly what they need. Like all great products on the market, the better it gets, the more you want, and I have always found the team at StairBiz open to ideas on the direction of the product, implementing design changes to help our industry.

Warwick Harris,
Budget Stairs

In the course of the past few years we have had experience with various stair manufacturing programs. StairBiz is clearly the winner. Since we acquired the program our productivity, the quality of estimation and inventory system, have dramatically improved. Our only regret in regards to StairBiz is that we did not have the opportunity to obtain the program sooner. From our prospective StairBiz is the best stair manufacturing application available on today's market - strong recommendation.

Management,
Regional Stairs



Landings can turn any angle. Here the rail levels at the ceiling.

What does StairBiz do?

Design

StairBiz designs the stair (or stairs), stair balustrading and well balustrading. This includes both traditional and modern designs.

You can design the way you've always done it. All the details are set up to suit you. You have full control whenever you want it, otherwise it's mostly automatic.

Comprehensive:

StairBiz will (on average) design around 95% of all your jobs completely, the way you want them. Of the remaining 5%, StairBiz will go most the way towards it, with perhaps some additional manual tweaking required. We believe this is a much better result than from others in this industry. Note that full CAD is the only software tool that will do 100% of your stairs, but the downside is hours per job, and it only does design. With StairBiz it's minutes, and design is just the start.

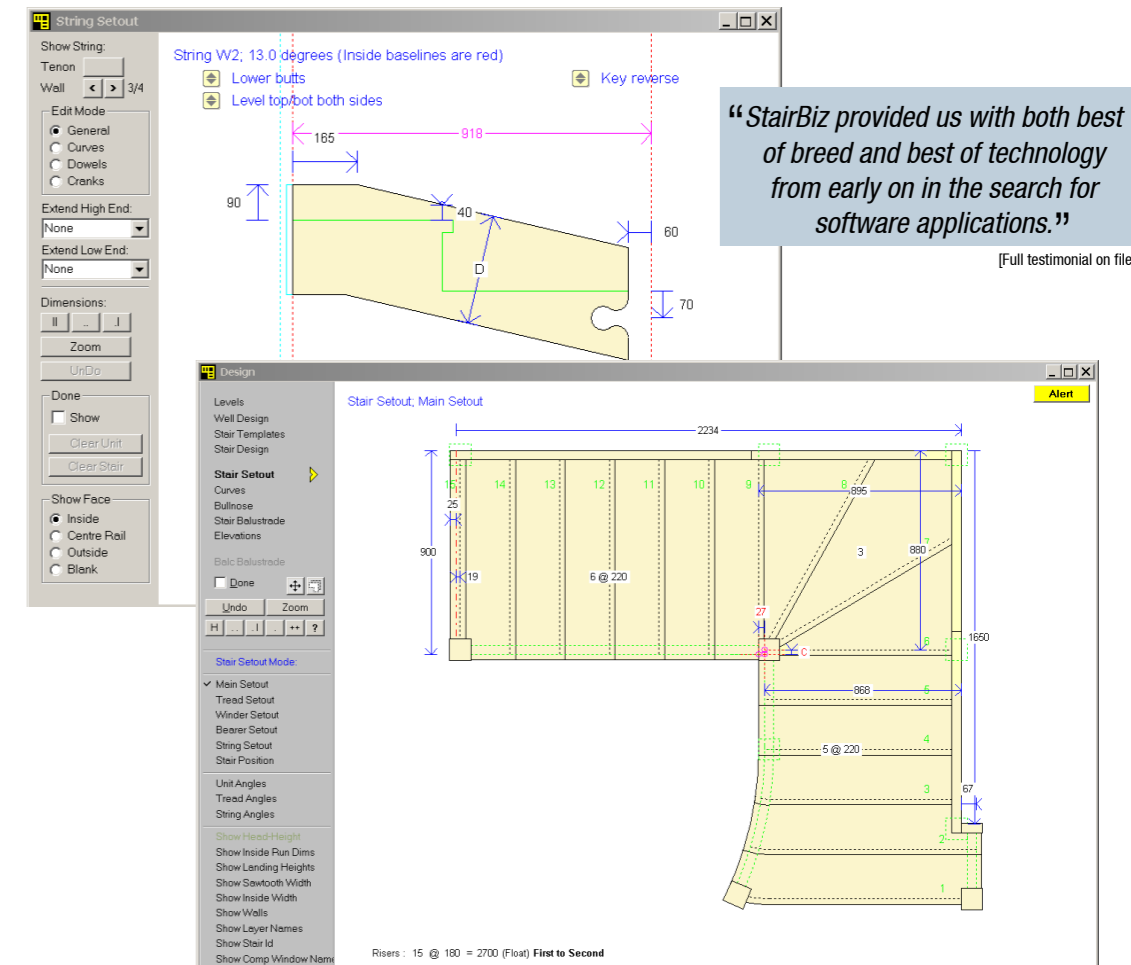
Intuitive:

A strong feature of StairBiz is the intuitiveness of the designing process. Everything is 'what you see is what you get'. If you want to change a dimension, simply click on that dimensions and type the new dimension. This makes designing a pleasant experience for you, the user. We believe this is unique to StairBiz.

Fast:

Most stairs will take you just two or three minutes to design. We have high-production clients (hundreds of stairs per week). We have low-production clients (a few stairs per week). Either way they don't have time to muck around with software - they just want to get the work out.

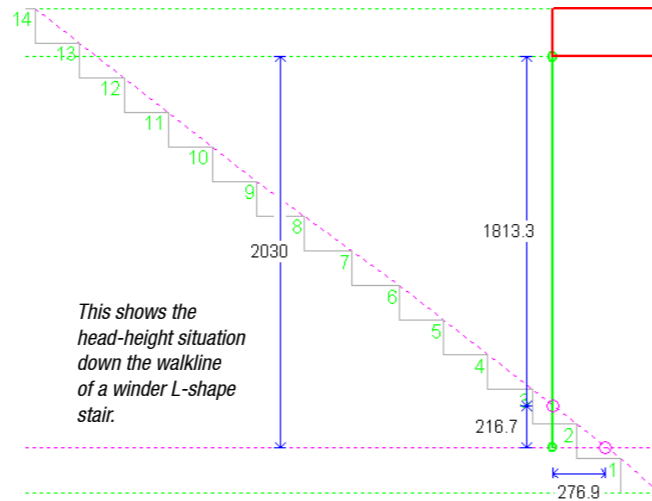
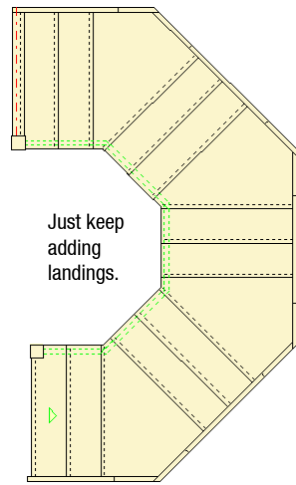
So StairBiz was developed as a "work-horse" - it just loves to grind out jobs quickly and with a minimum of fuss, day after day. It has taken many years of development to get it this way. You get the benefit.



"StairBiz provided us with both best of breed and best of technology from early on in the search for software applications."

[Full testimonial on file]

These two pages show just a few examples of the flexibility of StairBiz. Every one of these stairs took no longer than a minute to design, and once designed are fully and automatically costed, fully spec'd (and ready for CNC if you have one). Once designed you can create a stair template so that next time it takes just a click.



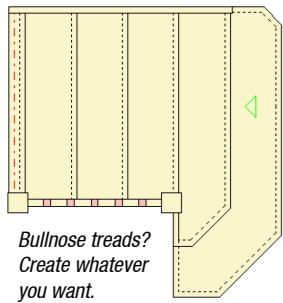
This shows the head-height situation down the walkline of a winder L-shape stair.

Just keep adding landings.

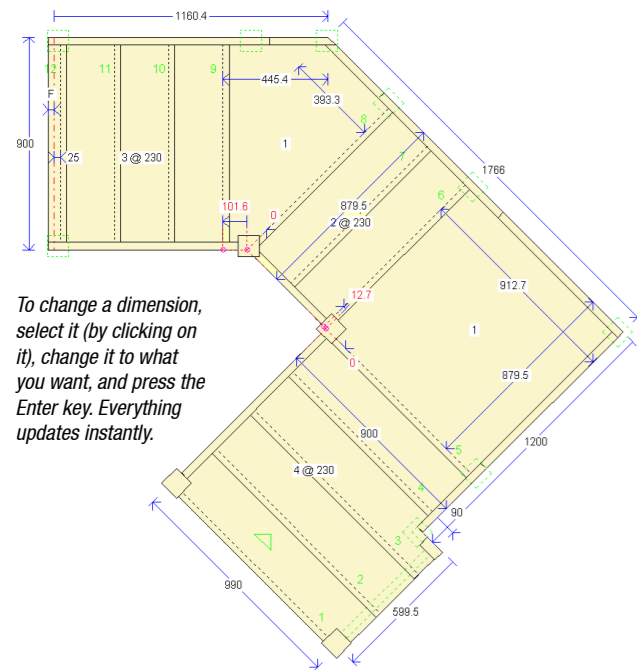
Dog-legs and straight string on a circular stair.

Enough to make you sea-sick.

Full or partial circulars, including circular landings.

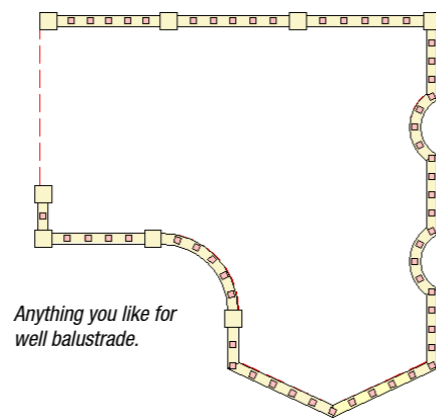


Bullnose treads? Create whatever you want.



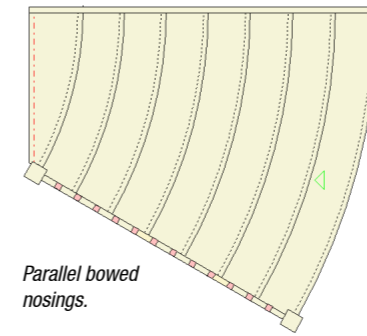
To change a dimension, select it (by clicking on it), change it to what you want, and press the Enter key. Everything updates instantly.

Unlike most stair software, StairBiz does not have design "modules" that cost you extra for each different stair configuration (a nasty 'surprise' for the unwary). All stairs (shown in this brochure or otherwise) are derived from our two basic 'units' (straight and corner), which come standard with the base StairBiz program.

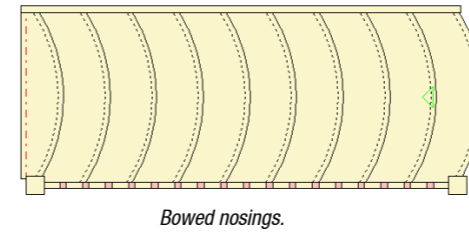


Anything you like for well balustrade.

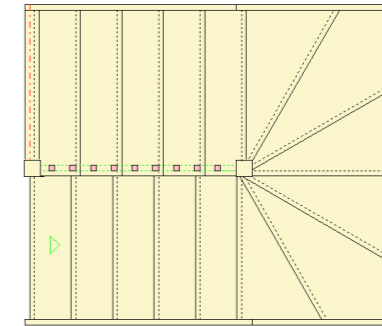
You might not routinely build many of these stairs, but the flexibility required to create them will always come in handy for what you do build. Note that anyone can do a pretty picture, but StairBiz is very strong on the construction details (YOUR details).



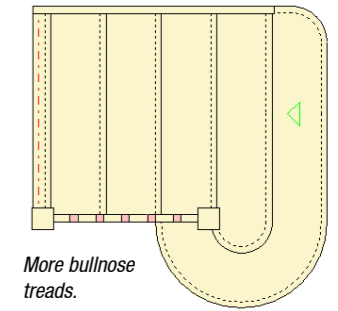
Parallel bowed nosings.



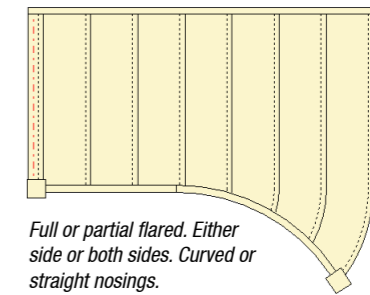
Bowed nosings.



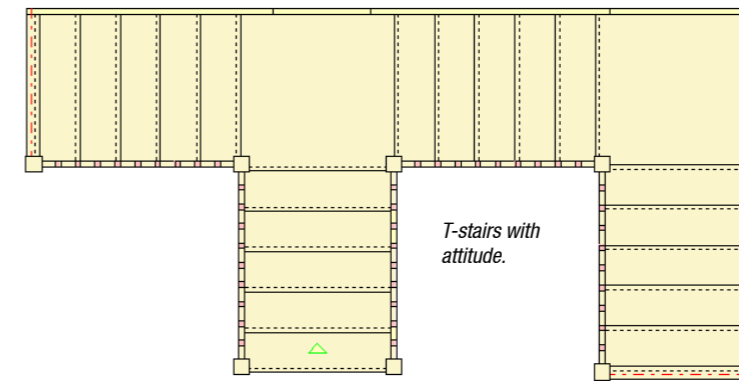
Any kind of U-Shape. Strings vertically aligned or spaced apart. Full control of winder setout.



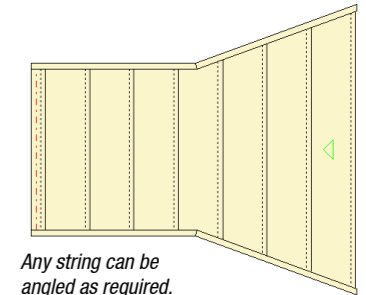
More bullnose treads.



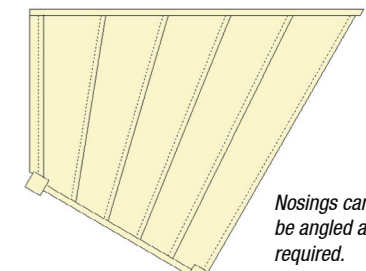
Full or partial flared. Either side or both sides. Curved or straight nosings.



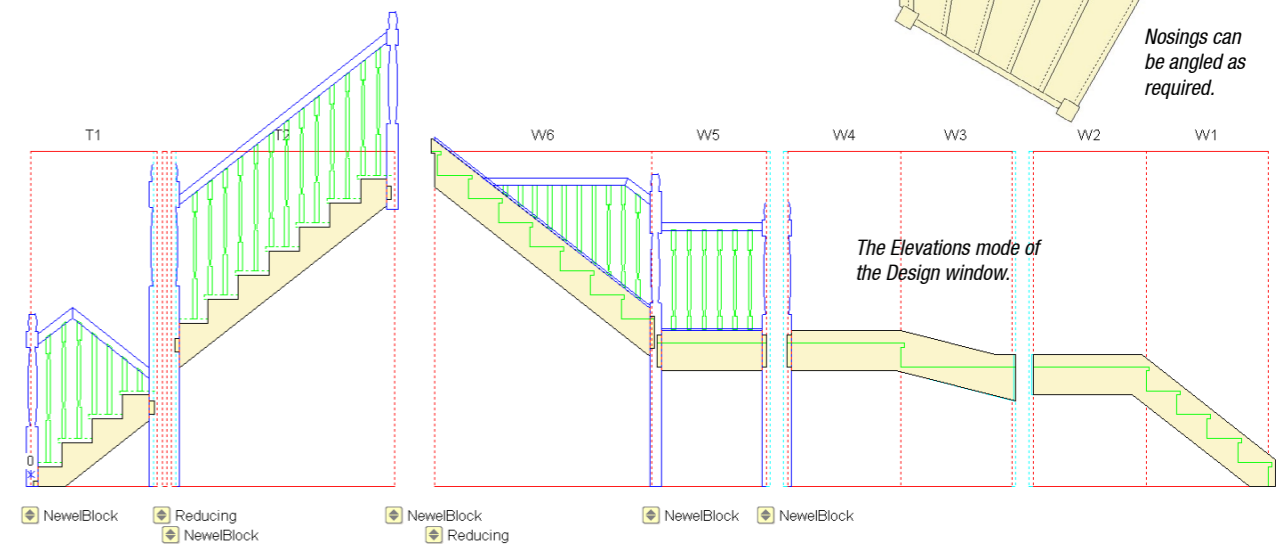
T-stairs with attitude.



Any string can be angled as required.



Nosings can be angled as required.



The Elevations mode of the Design window.

Specification

Everyone does their specs differently, so it has taken many years of consultation with the industry to get it right for you. StairBiz will specify, in drawings and lists, everything about the stair and balustrading as designed - from cutting lists and bills of materials (BOMs) to full detailed drawings of string setouts, string glue-ups, tread, winder and bullnose tread setouts and their glue-ups, newel turnings and newel trenching setouts, head-heights, just to name a few. All according to your own production standards.

Specification in StairBiz takes you zero time. Whenever you make a change to the design, the specification is instantly and automatically updated. Nothing for you to do.

Any way you do it:

Whether you use timber from your rack, parts from a supplier, or any sort of weird and wonderful combination of these methods, StairBiz accurately generates a full and detailed cutting list and BOM, including descriptions, materials, part SKU numbers (where appropriate) and exact widths, thicknesses and lengths.

The way you've always done it:

There are 18 standard specification sheets for any job, plus you can have any number of custom reports that you can create yourself (we have one client with 70 of them – we haven't quite worked out

what they do with them all!). So your cutting lists and job sheets can be identical to the one's you currently use – except that StairBiz generates them automatically for each job. Your people out in the factory don't have to get used to new ways of receiving the information they need.

“In the past six months since purchasing StairBiz our bidding process has gone from 100 percent hand written paperwork to 95 percent computer output and this should be at 100 percent very soon.”

[Full testimonial on file]

Estimating

StairBiz can automatically calculate material costs, labour costs, overheads (operational fixed costs), client discounts, profit, GST, client payments (automatically based on normal or client-specific terms of trade) etc. for each job you design. No other stair program has the in-built power and flexibility of StairBiz when it comes to estimating. It is totally dedicated to stair manufacturing from the ground up. It just does the job very well, without fuss.

Estimating in StairBiz takes you zero time. Whenever you make a change to the design, the costing is instantly and automatically updated. There is nothing for you to do.

Accurate:

We have a large client who routinely recommends StairBiz to his competitors. When I asked him why, he said, *“I know I can beat them on efficiency and purchasing power, but I can't compete with them when they keep selling jobs at what I know is a loss for their company”*.

We know from our experience in this industry that many stair manufacturers sell some types of work with good margins and other types at a loss. The trouble is that many don't know which is which. With StairBiz you will know, exactly.

Flexible:

It doesn't matter which method you currently use (from the very simple to the extremely detailed) StairBiz is flexible enough to cost your jobs exactly the way you want. This includes both materials and labour.

You can even have multiple costing systems and can switch between systems with the click of a mouse.

You can set up different costing systems for different contractors, and even have StairBiz create each contractor's invoice to you.

Once you set up the costing defaults for your business, all costing is done automatically for every new job you create. Even if you create a new stair never before seen, StairBiz will apply your costing filters to this new situation, seamlessly and with no fuss.

You can manually override most aspects of your automatic costing, if ever you need to.

“Estimating of the jobs has been the area where we have found StairBiz to be of greatest help to us. It allows one person to do the job of many. I wish all my investments could pay dividends like StairBiz!”

[Full testimonial on file]

The image displays several screenshots from the StairBiz software interface. At the top left is the 'Cutting List' window, which contains a table with columns for Category, Style, Timber/Part, Description, Width, Depth, Qty, Lth, and Ref. Below this are windows for 'String Glue-ups' and 'Tread Glue-ups', showing detailed technical drawings of stair components with dimensions and material specifications. At the bottom left is a 'Newel T2' setout spec sheet, showing a detailed drawing of a newel post with dimensions and a note: 'A snap from the Newel Setout spec sheet (for those without CNC)'. The drawings use various colors (yellow, blue, red) to highlight different parts and dimensions.

The image displays two screenshots from the StairBiz software interface. The top screenshot is the 'Materials Cost' window, showing a table with columns for Category, Style, Timber/Part, Width, Depth, Qty/Lth/Area, \$Sell, U, Waste, and Total. The bottom screenshot is the 'Quote Calculation' window, which shows a detailed breakdown of costs including Material, Labor, Overheads, and Truck, along with profit and discount percentages. It also includes a 'PAYMENTS DUE' section with options for Deposit, Interim, and Final payments.

Quoting

Whatever standard forms, letters etc. you currently use to send quotations to clients, StairBiz can exactly reproduce them and automatically fill in all the details, drawings etc. In other words, you can create any layout for a quotation in StairBiz. Quoting a job takes as much time as it takes to click the "Print" button.

"Being able to produce a custom brochure for each client at the touch of a button has been a great selling tool."

[Full testimonial on file]

Accounts

StairBiz can track payments from the client, match those payments against progressive due amounts, and print an invoice and receipt. There are various ways it can provide information to accounting programs, if this is what you need.

Client Management

StairBiz has a built-in comprehensive client database for regular clients, including terms of trade and site supervisor contacts.

When client details are changed in this database, all jobs using that client are automatically updated.

You can import your existing client database (from Excel) into StairBiz, and vice versa.

3D

StairBiz does not design in 3D (that would be too slow and un-intuitive). So you design in 2D, and can view and print in 3D for presentation or training. The 3D images are almost photograph quality and include true shadows and reflections (called 'ray-tracing'). These images can automatically go into your quotations (if you wish).



Export

Jobs are normally saved to the StairBiz database, however, they can also be exported to individual files.

Most of a job's data can also be exported to 3rd-party applications via XML files or other means.

Scheduling

Jobs can be scheduled on an interactive calendar. Jobs can be moved around, put on hold, and generally manipulated to suit.

The schedule can be viewed in day, week and month modes. Total job time for each day on the schedule is shown.

The schedule indicates which jobs are early or late relative to the client's expectations, and by how much.

There are separate calendars for production and installation.

March 2008	Wed - 5	Thu - 6	Fri - 7
Total: 145.3 Hrs	69.2 Hrs	55.6 Hrs	20.5 Hrs
Total: 14 Jobs	5 Jobs	5 Jobs	4 Jobs
Mike	Frank Missen	Goninan Constructions	<2: Bell Contract
Bob	<5: Sheild Property	Artermon Building	Mahe Cons
Tom	Sam La Rosa	Clarence Willis	John Deacon
Jim	>2: Taylor Constructions	Pineda Building	Bob Pike
	Wasserman Homes	>1: Clive Silverman	

Job Tracking & Management

The Job Directory window is used to list all your jobs and any other information you want shown with each job. The window has powerful grouping, sorting and searching features. You can open, archive or delete jobs directly from this window. Project information can be changed directly in this window removing the need to open individual jobs. You can print, or export to Excel.

You can create and save as many of these windows as you like, and different windows can show your choice of about 200 different columns (in any order). It is a very powerful feature of StairBiz and is widely used by our clients.

Job Name	Job Status	Site Suburb	Client Name	Dispatch Date	Schedule D.	Job Date	Client Phone
Bob Pike	Measure		Bob Pike	07/03/2008		10/03/2006	721-8782 3476
Sam La Rosa	Measure		Sam La Rosa	05/03/2008		29/03/2006	738-9567 2719
Bell Contracting	Measure	Marrick Valley	Bell Contracting			28/10/2005	627-4782 3476
Clarence Willis	Measure	Torns Hall	Clarence Willis	06/03/2008		28/10/2005	832-9782 3476
Artermon Building	Quote	Clydesville	Artermon Building	06/03/2008		28/10/2005	617-9827 6115
John Deacon	Measure		John Deacon	07/03/2008		10/03/2006	632-9977 2678
Rail Join Martina	Measure		New			01/03/2006	
Mahe Cons	Measure		Mahe Cons	07/03/2008		04/12/2005	663-9772 3527
Goninan Const	Measure	Green Valley	Goninan Const			28/10/2005	347-9975 3659
Sheild Property	Measure	BAYVIEW	Sheild Property	29/02/2008	05/03/2008	13/02/2008	478-9926 2778
Bell Contract	Measure		Bell Contracting	05/03/2008		29/03/2006	627-4782 3476
Frank Missen	Measure		Frank Missen		05/03/2008	08/05/2006	726-9982 1776
Clive Silverman	Measure	Cambridge	Clive Silverman	07/03/2008		06/03/2008	9526-9788 2677
Pineda Building	Measure	Bayview	Pineda Building			28/10/2005	617-9377 2256
Goninan Constructions	Measure		Goninan Const		06/03/2008	06/03/2008	347-9975 3659
Taylor Constructions	Measure		Taylor Constructions	07/03/2008	05/03/2008	06/03/2008	344-9719 2741
Wasserman Homes	Measure		Wasserman Homes		05/03/2008	06/03/2008	829-9926 7882
Brochure	Measure		New			06/03/2008	
Swift Construction	Measure		Swift Construction			06/03/2008	211-9225 6672

Adaptable

Terminology

You can customize every word, phrase or sentence in the StairBiz program. In short, the program uses your terminology, giving you a feeling of total familiarity from the start.

Measurement Systems

StairBiz has a wide choice of metric and imperial measurement systems.

Building Codes

You can configure StairBiz for your relevant building codes. StairBiz will not force you to adhere to those codes, but will alert you if they are violated. If you operate in different localities which have different building codes, you can switch between codes with the click of a mouse.

Access & Privileges

You have total control over who in your organization has access to what information and what functionality in StairBiz. For example, you can decide who has access to financial data, who can change costs, who can override job data etc. It is as simple or as sophisticated as you like.

Fast

StairBiz is very fast. It can take as little as one minute to design a stair and well balustrading, even if you have never come across this stair before. You will be designing, specifying, estimating, quoting, and scheduling jobs from start to finish (including entering the job and client information) in around five minutes on average (around ten jobs per hour).

Easy to Learn

You can learn to use StairBiz in about a tenth of the time it takes to learn CAD. If you've never used CAD in your life, but know how to use a mouse, we can have you confidently designing most stairs and balustrading in a very short time.

StairBiz is known throughout this industry for its intuitive interface – it's like the way you've always done it, so it already feels familiar. Everything is "what-you-see-is-what-you-get". Almost never do you enter or change a dimension via a little "pop-up" dialog box. All dimensions are entered or amended by simply clicking on the dimension shown in the design drawing and typing in what you want.

Networkable

If you wish, you can network StairBiz with other users from across the room, at home, on site, or on the other side of the world so that you can all be connected in real time to the same data, including your defaults, clients, jobs and schedules.

Suitable for All Sizes

StairBiz is as valuable for a small operation as it is for a large one, although perhaps for different reasons:

A large operation has a lot of job processing and StairBiz becomes invaluable for its speed, accuracy, attention to detail, and forced standardisation.

For a smaller operation, each hour you spend on designing, quoting and administration (things that earn no income) is an hour you could spend building stairs (things that earn income).



A reverse T-shape stair with wire balustrading.

"Is StairBiz the best program on the market? I honestly don't know, but it has to be the best bang for the buck. It is hard to imagine getting much more value out of higher priced programs."

[Full testimonial on file]

Support

On-site installation and training

For initial set-up and training, we can come to your factory or you can come to our office. Each has its advantages. It generally takes between three and five days, depending on the modules you purchase, the complexity of your operation, and your current level of skill with computers. Many clients elect to get us back after a few months for a further day of fine tuning.

If StairBiz is so easy, why does training take this long?

Firstly, we're being as honest as we can about these times. Some take more, some less, but this would be average. Don't be taken in by anyone saying they can set-up and train in stair software in less time than this – it would generally mean their product's features are so lacking it would not be useable in the real world of stairs.

Secondly, learning to use StairBiz is not difficult and doesn't take much time at all (certainly less than comparable software). However, the real key to success is getting StairBiz set up correctly for the way you do things. This is important because StairBiz should ideally become the back-bone of your business - it should run your business (the way you want your business run). This can only happen if we (you and us) set it up correctly, and this takes time together.

"I cannot overstate just how helpful and responsive the StairBiz team has been in helping us customise this program to our needs."

[Full testimonial on file]

Phone support

Phone support is available at any time.

Email support

StairBiz has its own Email Support window full of features to make communication with us more effective. For example, with a single click you can attach the current job, or your defaults database, or a Custom sheet you are working on, etc. It works very well, and is the preferred method of support for most of our clients.

Remote support

We often use "remote connection" whereby you can temporarily allow us to look at your screen (and use your mouse and keyboard with your permission), while at the same time talking to you on the phone. This works well for trouble-shooting or spot training.

Users Manual

StairBiz comes with a very comprehensive Users Manual. Every detail of every aspect of the setup and use of StairBiz is explained. Most clients never read it!



"Communication, support and response to any issues with the software have been excellent. The StairBiz implementation and support team have the necessary expertise in both design and manufacturing to resolve any issues that we have had."

[Full testimonial on file]

What do I do now?

StairBiz is not a program that looks good on the outside, but the more you go into it the more frustrated you get. Quite the opposite – the more you go into it the more you appreciate the experience and commitment sitting behind it and the many features too numerous to mention in a brochure like this.

So give us the opportunity to help you know StairBiz. We love the difficult questions. We are confident that the more you know about us and our product, the more likely you will make the choice to partner with us. Phone or email now for a discussion, an online demonstration, a trial, or a visit.

“If you are a stair manufacturer and you are considering the implementation of a software package to assist you in your organization I would strongly recommend taking the time to experience StairBiz.”

[Full testimonial on file]

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