

What does StairBiz do?

Design

StairBiz designs the stair (or stairs), stair balustrading and well balustrading.

Powerful:

Based on our experience in the UK and Irish market, StairBiz will (on average) design around 95% of all your jobs completely, competently, the way you want them. Of the remaining 5%, StairBiz will go most of the way towards it, with perhaps some additional manual tweaking required. Why are we telling you about the 5%? Because we believe this is a much better batting average than our competition (whether they'll admit to it or not). Full CAD is the only software tool that will do 100% of your stairs. Its downside is that it takes you hours per job, and only does design. With StairBiz it's minutes, and design is just the start.

Adaptable:

You can design exactly the way you've always done it. You don't have to change your setouts or construction methods to suit StairBiz (StairBiz is set up to suit you). You have full control whenever you want it, otherwise it's mostly automatic.

Intuitive:

A very 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 dimension 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 (but perhaps for different reasons) 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. This is not a coincidence – it's taken many years of seriously innovative development to get it this way. You get the benefit.

String Setout

Show String:
Tenon
Wall 3/4

Edit Mode
 General
 Curves
 Dowels
 Cranks

Extend High End: None
Extend Low End: None

Dimensions:
Zoom
Undo

Done
 Show
Clear Unit
Clear Stair

Show Face
 Inside
 Centre Rail
 Outside
 Blank

String W2; 13.0 degrees (Inside baselines are red)

CornOutsideKite **
Lower butts
Level top/bot both sides

StraitUpToLand23 **
Key reverse

165 918 90 40 60

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

Design

Stair Setout; Main Setout

Alert

Levels
Well Design
Stair Templates
Stair Design

Stair Setout
Curves
Bullnose
Stair Balustrade
Elevations

Balc Balustrade
 Done

Undo Zoom
H . . . I . . . ++ ?

Stair Setout Mode
Main Setout
Tread Setout
Winder Setout
Bearer Setout
String Setout
Stair Position

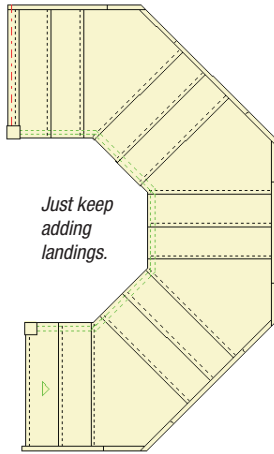
Unit Angles
Tread Angles
String Angles

Show Head-Height
Show Inside Run Dims
Show Landing Heights
Show Sawtooth Width
Show Inside Width

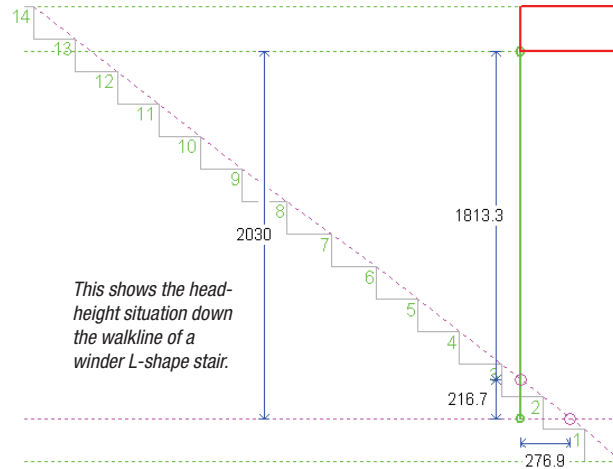
2509 900 1290 860 7 960 860 4 80 4 @ 220 3 2 1

Risers : 15 @ 180 = 2700 (Float) Ground to First

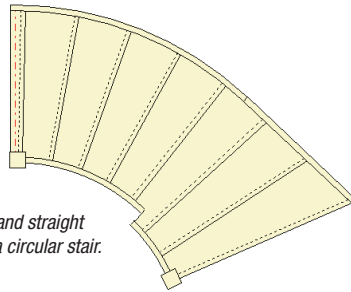
These two pages show just a few examples of the flexibility of StairBiz. Every one of these stairs took no longer than a minute to design (most just a few seconds), and once designed are fully and automatically costed, fully spec'd (and ready for CNC if you have one). Once designed you can create a stair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



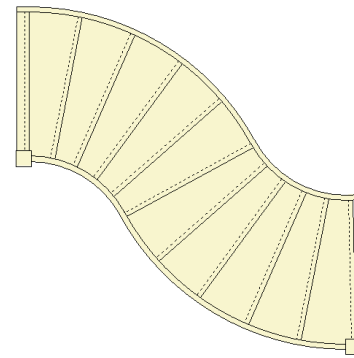
Just keep adding landings.



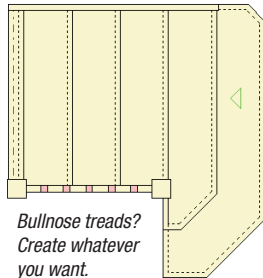
This shows the head-height situation the walkline of a winder L-shape stair.



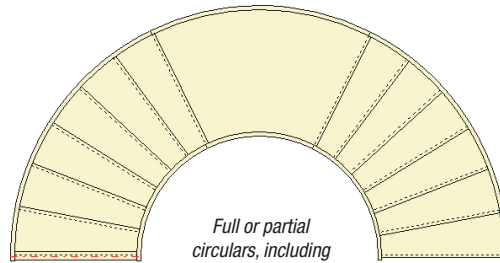
Dog-legs and straight string on a circular stair.



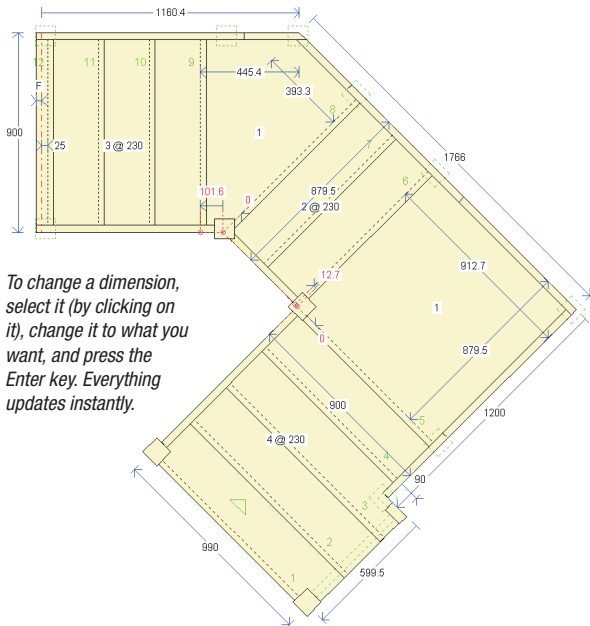
Enough to make you sea-sick.



Bullnose treads? Create whatever you want.

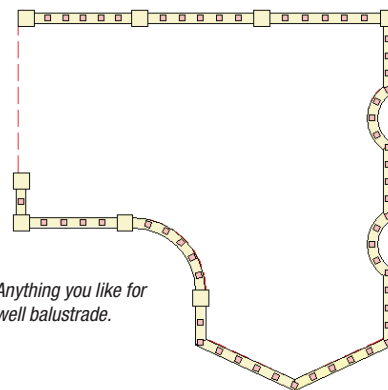


Full or partial circulars, including circular landings.



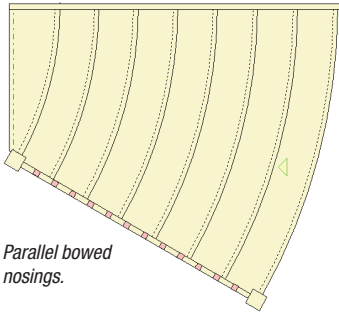
To change a dimension, select it (by clicking on it), change it to what you want, and press the Enter key. Everything updates instantly.

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), and come standard with the base StairBiz program.

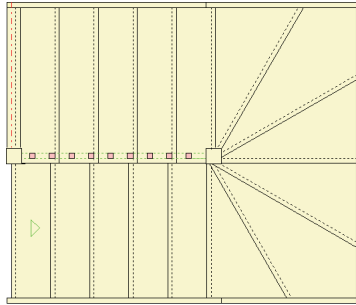


Anything you like for well balustrade.

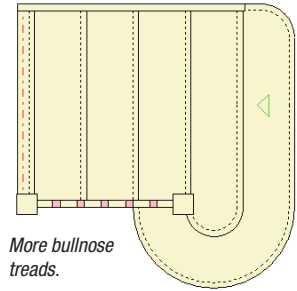
You might not routinely build many of these stairs, but the flexibility required to create them will always come in handy for what you do build. Note that anyone can do a pretty picture, but StairBiz is very strong on the construction details (YOUR details).



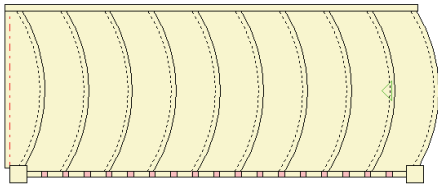
Parallel bowed nosings.



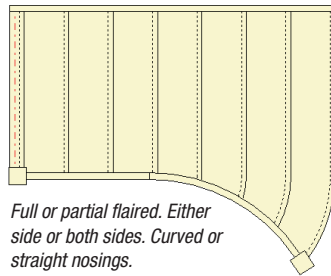
Any kind of U-Shape. Strings vertically aligned or spaced apart. Full control of winder setout.



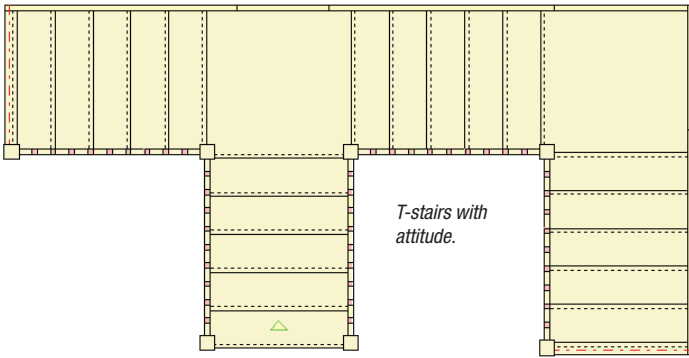
More bullnose treads.



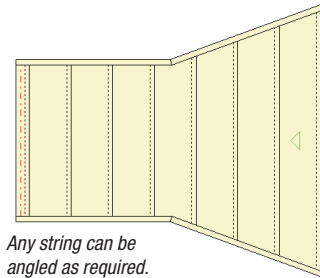
Bowed nosings.



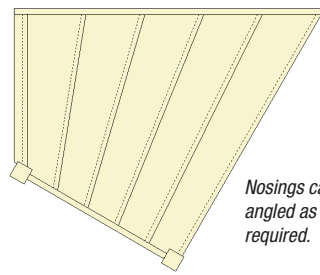
Full or partial flaired. Either side or both sides. Curved or straight nosings.



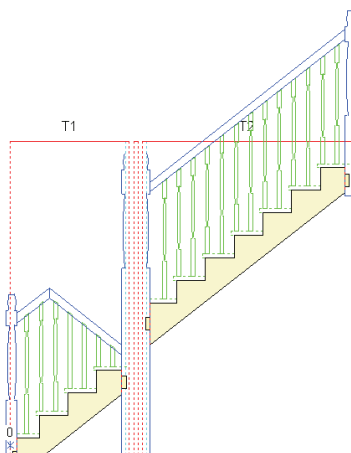
T-stairs with attitude.



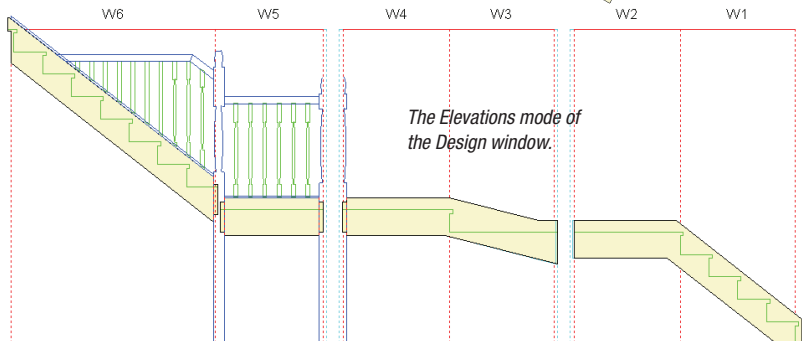
Any string can be angled as required.



Nosings can be angled as required.



NewelBlock
Reducing
NewelBlock



The Elevations mode of the Design window.

NewelBlock
NewelBlock
NewelBlock
Reducing

Specification

StairBiz takes specification very seriously (reflecting the stair background of the developers). It has taken many years of consultation with the industry to get it right. 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.

Flexible:

Apart from the 18 built-in specification sheets for any job, you can have any number of custom reports that you can create yourself (we have one client with 70 of them – very unusual, and we haven't quite worked out what they do with them all!).

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

Adaptable:

You can create cutting lists and job sheets that are identical to the one's you currently use – except that StairBiz generates them automatically. Your people out in the factory don't have to get used to new ways of receiving the information they need.

Fast:

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.

“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.”

The screenshot displays the StairBiz software interface. The main window is titled 'Cutting List' and contains a table with the following data:

Category	Style	Timber/Part	Description	Width	Depth	Qty	Lth	Ref
BALUSTERS	Colonial	Pine	Stair	41	41	4	878	1
	"	"	Stair	"	"	5	968	2
	"	"	Stair	"	"	9	801	3
FILLETS	Standard	Pine	Shoerail	42	10	1	1197	4
	"	"	StairRail	"	"	1	2523	5

Below the table, there are three detailed diagrams:

- String Glue-ups:** Shows a side view of a string with dimensions: 1478, 2494, 939, 150, 129, 73, 1218, and 200. Material: String: W3(L), Size: 280 x 32, Timber: Pine. Wastage = 18 (Horizontal).
- Tread Glue-ups:** Shows a side view of a tread with dimensions: 490, 38, 20, 528, 356, 884, 580, 382, 857, and 560. Material: Tread: 6, Qty: 1, 836 x 556, Plank Wth 280. Wastage = 12 (Horizontal).
- Newel T2:** A vertical diagram showing a newel post with dimensions: 16, 37, 1.5, 0, 41.3, 16.3, 4, 29, 37, 16, 178.5, 200, 215.5, 358.5, 415.4, 80 x 90 x 2112.3. A note says: "A snap from the Newel Setout spec sheet (for those without CNC)."

Estimating

StairBiz can automatically calculate and apply material costs, labour costs, overheads (operational fixed costs), regular client discounts, profit, two levels of VAT, client payments (automatically based on normal or client-specific terms of trade) etc. for each job as designed.

Powerful:

Again (reflecting the stair background of the developers) we take estimating very seriously and StairBiz is very smart in this regard. The capacity to accurately calculate (in zero time) the actual cost to your company of each job you quote is important to good financial management (certainly in good market times, but especially in tough market times).

By way of example, we have a large client who routinely recommends StairBiz to his competitors. When asked 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 many don't know which is which. With StairBiz you will know.

Flexible:

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

You can have any number of alternative 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.

Adaptable:

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 defaults to this new situation, seamlessly and with no fuss.

You can manually override most aspects of your automatic costing.

Fast:

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

Unique:

No other stair program has the in-built power and flexibility of StairBiz when it come to estimating. It's totally dedicated to stair manufacturing from the ground up. It just does the job very well, without fuss.

"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!"

Category	Style	Timber/Part	Width	Depth	Qty	Lth	\$Sell	U	Waste	Total
BLANKS		Oak	41	41	-	8.35	£11.48	m		£95.87
			55	22	-	1.48	£23.62	m		£35.05
										£81.63
										£25.93
										£1.41
										£1.89
										£10.79
										£85.73
										£26.71
										£31.60
										£369.18
										£353.67
										£398.14
										£2.22
										£2.22
										£1,521.99

Quoting

Whatever standard forms, letters etc. you currently use to send quotations to clients, StairBiz can exactly reproduce those standard forms, letters etc. 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."

The screenshot shows a software window titled "Quote" with a toolbar for annotations. The main content area features the "XYZ Staircases" logo and a circular logo with red, white, and blue segments. Below the logo, the text "QUOTE NUMBER 4926" is displayed. The form is divided into sections for client information, financial details, and project specifications.

PREPARED FOR: Pineda Building
662 Pacific Hwy
GORDON

FOR SITE AT: 277 Kerry Place
Bayview

Deposit	£103.94	Quote Date	Fri 28/10/05
Progress	£727.58	Estimated Completion	Wed 9/11/05
Final Payment	£207.88	Supply/Fix	Supply Only
TOTAL	£1,039.40	Stair Type	First to Second
		Total Risers	12
		Single Rise	182 mm
		Rise Type	Closed Rise

CUSTOMER'S COPY
Please carefully read the Terms & Conditions on the back of this Quotation

Accounts

StairBiz can track payments from the client, and print an invoice and receipt.

Client Management

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

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.

The screenshot shows the "Client List" management window. It features a form for entering client details and a list of existing clients on the right. The form includes fields for Customer ID, Business Name, Contact Name, Salutation, No. and Street, Suburb, City, Tax Number, Referred By, Phone, Mobile, EMail, Client Notes, and Default Contact. There are also sections for payment terms and schedule colors.

Client List

Customer ID: [] Show in List

Business Name: Artermon Building

Contact Name: Mike James

Salutation: Mike

No. and Street: 87 Cowper Road

Suburb: ARTARMON Zip: 02076

City: [] State: []

Tax Number: [] Tag: []

Referred By: [] Owner Builder

Phone: 617-9827 6115 Fax: []

Mobile: []

EMail: []

Client Notes: []

Critical Note: []

Default Contact: [None]

Payment 1: 0 % Discount %: 0

Payment 2: 0 % 0 Days Before Start

Payment 3: 100 % 30 Days after finish Net

Schedule Colors: Border Color Fill Color Text Color

Client List: Artermon Building, Bell Contracting, Benneto Constructions, Bob Pike, Clarence Willis, Clive Silverman, Federal Contractors, Frank Missen, Glen Smith, Glen Walters, Goninan Const, Gordon Lara, Higete Pty Ltd, HSS LTD, Ivan Colby, John Deacon, Ken Jefferies, Larco Pty Ltd, Maher Cons, Mian P/L, Michael Clinton, Mike Cousins, Pineda Building, Prime Carpentry, Sam La Rosa, Sheild Property, Silkgold Pty Ltd, Swift Construction, Taylor Constructions, Wasserman Homes

3D

StairBiz does not design in 3D (it's simply slow, irritating and un-intuitive for most stair-builders). So you design in 2D, and can view and print in 3D for the client (or for training purposes). The 3D images are almost photograph quality (depending on your screen resolution) 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. Total job time for each day on the schedule is shown. The schedule can be viewed in day, week and month modes.

Jobs can be moved around, put on hold, and generally manipulated to suit.

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 Hou	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	Artarmon Building	Maher 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 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).

This window is a very powerful feature of StairBiz and is widely utilised by our clients. Project information can be changed directly in this window removing the need to open individual jobs. This has huge application in the administration of a busy factory.

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	
Artarmon Building	Quote	Clydesville	Artarmon 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		
Maher Cons	Measure		Maher 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	BAVVIEW	Sheild Property	29/02/2008	05/03/2008	13/02/2008	478-9926 2778
Bell Contract	Measure		Bell Contracting	05/03/2008	07/03/2008	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	28/10/2005	9526-9788 2677
Pineda Building	Measure	Bayview	Pineda Building	06/03/2008	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	

CNC

CNC is an optional module in StairBiz. About 70% of our clients have CNC. StairBiz supports all CNC machines (there may be some exceptions, but we are yet to come across them).

This module is powerful and fully featured, yet easy to learn and use. Once it is set up for your way of working you can be taught how to use most features in about 30 minutes. It is totally integrated into the main program (it is not a separate program), allowing full communication between the design, the materials and the CNC. This is important because it allows StairBiz to do many things automatically that you would normally have to do as a separate process.

StairBiz can run CNC machines directly. Its capabilities in this regard are highly sophisticated. No post-processing is required (i.e. there is nothing for you to do after you export the items from the StairBiz simulated bed). StairBiz automatically and instantly sets all paths, including compensation/correction for all tools, and all z-axis depths.

You can lay out the simulated bed with the components from multiple jobs (including different components of different material and thickness). There are a full range of features to help you lay out the bed accurately, efficiently and quickly (to correspond with the stops and other positioning systems on the actual bed) - all with drag-and-drop simplicity. StairBiz can drive laser positioning systems where used.

The sequence and direction of cut paths required to cut and/or trench a component are automatically optimized to reduce plunge breakout, reduce end-grain breakout and maintain a cutting face while cutting. StairBiz automatically sets the correct cutting pattern depending on the type of machine, the types of material, the hand

“We have been able to transition from 100% manual labor fabrication of our stair components to 80% of our fabrication completed on our CNC work cell. This has allowed us to reduce our labor resources and work towards a leaner manufacturing setup allowing us to be highly competitive.”

of the component, what sides (if not all) you are cutting, whether or not you are plunging through the material, and a multitude of other factors. There are many different cutting pattern possibilities for any single component, but you don't have to even think about it - it's all set automatically, based on your CNC Preferences and the actual components on the bed. To our knowledge, no other program comes anywhere near StairBiz in this regard.

The average client would spend less than 2 minutes per job to process and export all CNC for that job.

5-Axis Curved Handrail

5-axis machining of curved handrail is an optional module in StairBiz and is available for many 5-axis machine brands. The set-up for each different situation is easy and intuitive (we can teach you how in about 30 minutes). It is largely automatic, but gives you complete control where ever you need it.

