



GLAZING IN THE CLOUD

KicoGlass is the first release from the Kico family.

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KicoGlass is distributed by  **inmatic**
smart software, smart manufacturing.

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Overview

As a glass manufacturer do you feel you are faced with some of the following challenges?

- Are you spending too much time on quoting?
- Are customers asking for products tailored to their exact needs, but can't afford your price?
- Do you have too much waste of the most expensive materials?
- Does too much work in progress sometimes clog up the shop floor and people waste time searching for jobs?
- Are you sometimes invoicing late because delivery or installation was not reported?
- Are you still not making enough profit?
- Are you constantly running around trying to fix bottlenecks on your production lines?
- Are sometimes jobs lost in production and not ready on time?
- Are jobs quoted incorrectly?
- Some jobs were finished but no final invoice sent?
- A customer recently paid a deposit, but no external material was ordered?
- A customer ordered, but no invoice for a deposit was sent?
- Your current system can't handle complex jobs?
- Complex operations are insufficiently supported by your software?
- No one has time to fix known errors in the spreadsheets?
- Is too much manual labour and paperwork involved with order processing?



Overview

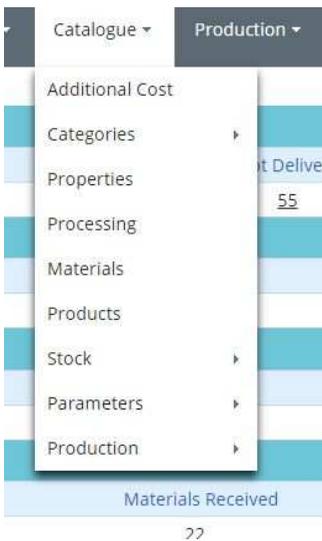
KicoGlass is a cloud based solution where you can have suppliers and customers on the one platform. You can subscribe to KicoGlass on several subscription levels. Pricing is user and volume based and there are options to which you can subscribe separately. Costs for those again are based on your subscription level. For more information visit www.kico.com for full details on subscription levels and pricing.

The core functionality of KicoGlass includes:

- Shape catalogue (just pick and enter measurement).
- Drawing of non- catalogue shapes (enter measurements once closed shape is drawn).
- Extend shape catalogue (just draw and add).
- Catalogue of cut outs (extendable)
- Scaleable cut outs)
- Placing of cut outs (inner, edge and corner
- Specify edging and mitres per edge
- Bevelling
- Managing users
- Order entry
- Automated quoting
- Delivery docket
- Invoicing
- Ordering pieces from other suppliers
- Managing stock and stock orders
- Managing customers



Getting started in KicoGlass



When you first sign up to KicoGlass, to get started the first thing you do is set up your price structures. In here you set up your materials, products and pricing. In your materials list you specify stock sizes as well, and you can specify suppliers and purchase price too. For edging and cut outs you specify ranges, for example polishing up to 4mm, 6mm 10mm etc.

For production you set up all your processing steps, and for all products specified you will have to specify the processing steps they have to undergo. Some processing steps will be added by the system. So if for example you specify the product clear 6mm toughened, then you might require this to be polished, so the processing steps are cutting, polishing, washing and toughening. If a pieces has cut outs, then that processing step is added by the system. For products and pieces ordered in externally you can specify the suppliers and their prices as well, so the system is able to quote for that too.

For a start you can enter the most commonly used price structures and add the others as you go. The system will always complain if it does not have a price, so you can add that the first time you need it. Once you have set up everything, you are ready to go. Enter products and sizes and the system will work out prices for you.

We also provide a transition service to KicoGlass where we help transfer your current data to the new system- ask us about our transition service at www.kico.com .



Adding Customers



You can build your customers list as you go too, or you can enter them before you start. You can allocate a price group to customers, for

example wholesale or retail. You can set up your own price groups and then allocate customers to them. You can download your customers list as well, for example for emailing.

Within your [materials](#) you have a default list which comes already with KicoGlass with the most commonly used glass types. You also have a [Notes](#) section where you can add notes to different jobs. You can also edit and delete notes as you update your jobs.



Creating a Job

To create a job, click the Jobs tab from the main menu and then click create. Start by selecting your category, products, quantity, position and description. Add your glass components, then add processing to the job item, and add the customer to the job. In the [Order details](#) section you can set the price type, for example normal or base plus margin. It also shows the summary of your order details, job items, materials, processing, additional costs, materials margin, processing margin and the option to create notes on your job. Once your job has been saved successfully you have the option of submitting your job. Either submit and quote or submit and order.

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ki GLASS Home Jobs Customers Notes Suppliers Catalogue Production Quotes Invoices Settings Logout

+ Add Job Items

Job Items

Category * CTS
 Products * CTS
 Quantity * 2
 Position * 1
 Description kitchen splashback

Components

+ Add Component

6mm Starfire Toughened Height: 1000 Width: 800 Thickness: 6

Start KicoDraw + Add Processing

Processing Type	Item	Quantity	Parameters
Cutout	Hole <36mm 4-6mm	2.0	

Save Job Item

Above you can see the user creating a job by adding a component and adding processing to the job.

Description North window
 Width 3000
 Height 2100

Components

+ Add Component Start KicoDraw

6.38mm Clear Laminate Height: 2100 Width: 3000 Thickness: 6.38

+ Add Processing

12mm Spacer Length: 10152 Thickness: 12

+ Add Processing

6mm Grey Energy Tech Low E Tough Height: 2100 Width: 3000 Thickness: 6

Save Job Item

Example of an insulation glass unit, showing glass components , parameters, spacer, length and thickness.



Job Items

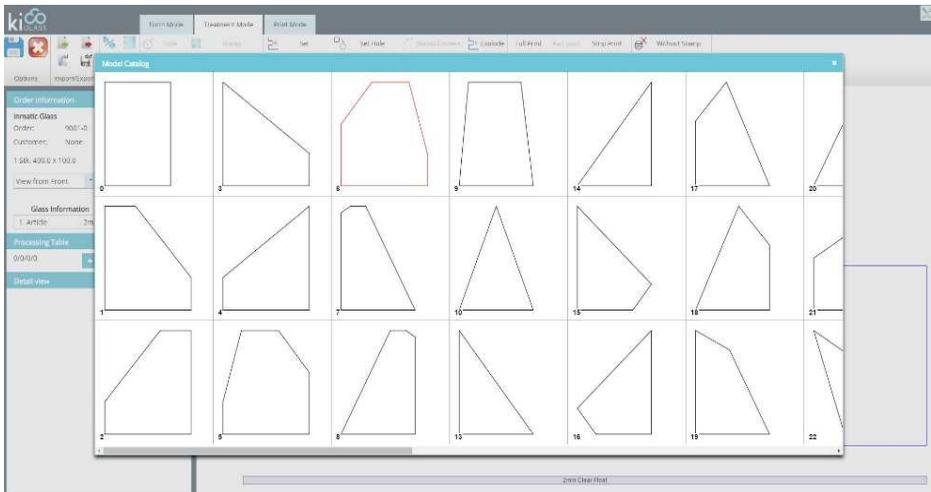
Job Items				
Name	Cost			
1 x CTS	\$114.80			
6mm Starfire Toughened	600.0 x 1000.0 mm	\$114.80		
Materials				
Name	Amount	Def. Cost	New Cost	Total
TSTF6 (CTS)	0.6m2	\$180.00	<input type="text" value="\$180.00"/>	\$108.00
Processing				
Item	Amount	Def. Cost	New Cost	Total
Hole <36mm 4-6mm	1.0	\$6.80	<input type="text" value="\$6.80"/>	\$6.80
Additional Costs				
Sub-Total		\$114.80		
Discount		<input type="text" value="\$5.00"/>		<input type="button" value="Reset"/>
Job Cost (exc. GST)		\$109.80		
GST		\$10.98		
Total		\$120.78		
Materials Margin				
Materials	Base Cost	Sale Cost	Profit	
TSTF6 (CTS)	\$72.00	\$108.00	\$36.00	
			\$36.00	
Processing Margin				
Profit		\$41.80		
Notes				
Date	Description			

This gives you a summary of the amounts of materials ordered, your costs of materials, total amounts, discount applied if any, the processing added to the job and any additional costs along with your margin.



Shapes

All subscriptions of KicoGlass come with **KicoDraw**, our easy to use design tool. It comes with a catalogue of already predefined shapes from which you can pick one and then enter your specific measurements.



You can even draw your own shape if you can't find it in the catalogue, and if you need that specific shape frequently, you simply add it to the catalogue as well.

Once the outline of a shape is defined, KicoDraw will automatically show all commonly used measurement entries. In order to not overload the picture, some of them are placed directly on the elements, for example line lengths or arc radiuses. For arcs you can switch to arc heights instead as well. All entries are shown in a table on the left as well.

You simply add the measurements you know, either in the table on the left, or directly on the drawing. Using them KicoDraw will automatically calculate all

the others it can. Once you have entered enough measurements for KicoDraw to work out the rest, it will recognise that the piece is now defined and will draw it to the specified proportions.

In the drawing below measurements entered are shown in green, those calculated in blue, and those not yet defined in grey. If you enter conflicting measurements, they will show up in red.

The screenshot shows the KicoDraw software interface. On the left, there is a sidebar with various tool icons and a 'Measurements Table'. The main area displays a technical drawing of a glass pane with dimensions labeled G, G1, G1', G2, G2', H, H1, H1', H2, H2', L3, L4, L5, W1, W2, W3, W4, W5, and W6. The dimensions are color-coded: green for entered values, blue for calculated values, and grey for undefined values.

Measurements Table	
G	2000.0
G1	1980.0
G1'	20.0
G2	2000.0
G2'	0.0
H	1000.0
H1	
H1'	
H2	0.0
H2'	1000.0
L3	
L4	20.0
L5	2218.2
W1	90.0
W2	
W3	
W4	153.2
W5	116.8
W6	90.0

Again, in order to not overload the picture, some infrequently used other measurements, for example diagonals, are not offered initially. But you can add them and KicoDraw will be able to process those measurements the same way as it processed the others.

Once you have specified your shape, KicoDraw will automatically change into treatment mode. There you can enter all your processing. Simply click on the

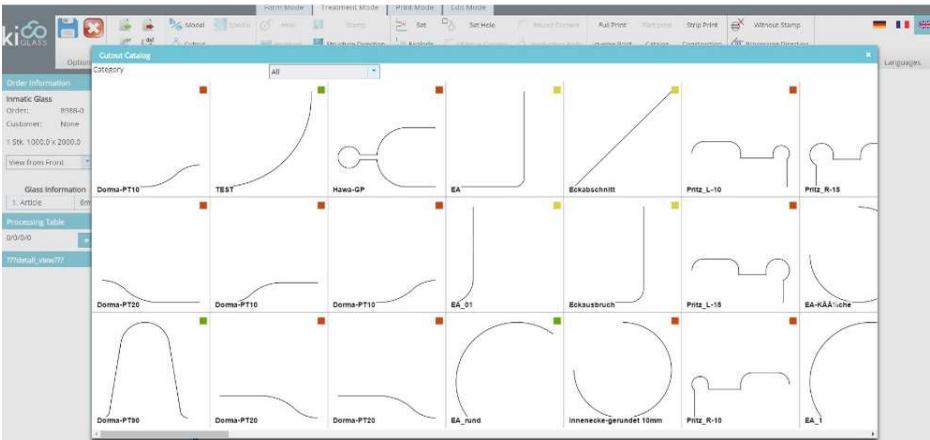
edges you want to specify for (you can select multiple) and then in another table on the left onto the edging you want to specify for those edges. Allowances will automatically be calculated later, prices as well.

In treatment mode you will be able to specify painting as well, and there is an option to enter screen prints too. Of course, if your customer wants a photograph of his favourite landscape printed on his splash back, then KicoGlass will not be able to work out the cost of that automatically. But whatever happens frequently enough you can set up as a standard end enter the pricing structure for it, so KicoGlass can work it out.



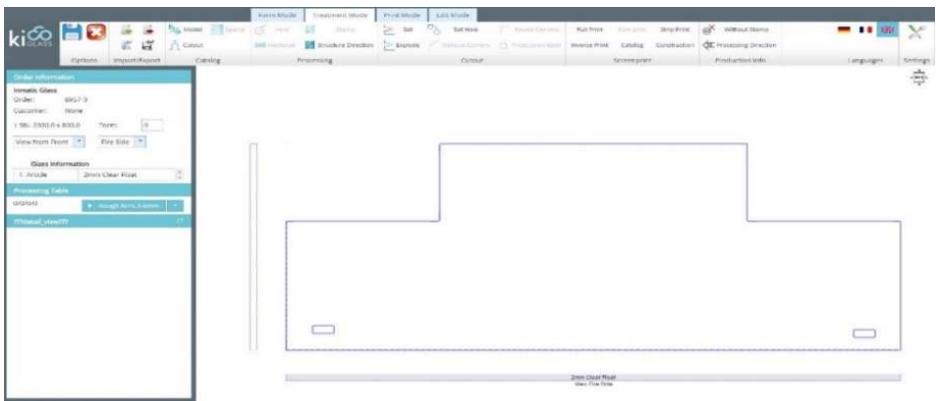
Cut Outs

In treatment mode you can specify holes and cut outs as well. As with the shapes, KicoDraw comes with a big catalogue of predefined cut outs, many of them belonging to specific hardware, for example hinges.



There are three types of cut outs, depending on their placement. You can place a cut out in a corner (see below), on an edge (e.g. for a hinge), or inside the piece (for a power point). And as with shapes, you can define your own cut outs as well, and add them to your catalogue.

The example below shows a splash back, higher in the centre and rounded rectangular cut outs in the top corners for the overheads, and with two cut outs for power points in the bottom corners.



Do you have customers ordering electronically? Or do they just send drawings of complicated shapes per email? KicoDraw has a dxf import function that can handle a lot. Even if a shape is not perfectly closed, it will figure it out. Or if it contains duplicate lines, KicoDraw can handle that. The dxf import function can even figure out what drawing elements are part of the shape, and which ones belong to cut outs. And it will even try to figure out if such a cut out is in your catalogue and thus has a price already!

Does your dxf contain polylines or just hundreds of small elements stemming from a digitisation process? KicoDraw can handle that. It comes with a sophisticated interpolation function that segments your complex curve in a sequence of larger arcs and lines, something your glass cutter can handle easily.



More Functions

The homepage of KicoGlass gives you an overview over the current state of your business.



The picture above shows you the home page with the calendar in combined mode, showing jobs with their delivery dates and invoices with their due dates, highlighting what's overdue. If that gets too crowded you can choose to display jobs only or invoices only in the drop down above the calendar.

If you click the buttons on the left you will get all the information in more detail. Click on **Jobs** and you will see all the jobs under processing, highlighting those ready to deliver, those still processing and those overdue.

The **Quotes** section will show you the quote number, customer, quote date, sent date and accepted date for all quotes. You can always have the option of viewing it in PDF, emailing or printing it. There is also a quick view option on the homepage of KicoGlass that gives you an overview of your sent and not accepted quotes.

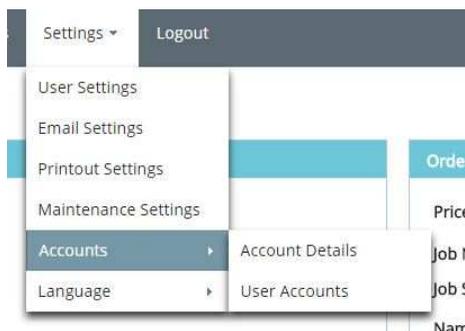
The [Invoices](#) section shows you Invoice numbers, invoice dates, sent dates, paid dates and again you can download a PDF, or you can fax the invoice directly or send it per email. Again, you can also get a quick view of where your invoices are at on the homepage of KicoGlass, where it tells you what invoices are ready and what invoices are not yet paid.

Under the [Suppliers](#) tab it shows you all the materials ordered and all materials received.

You also have the ability to draw up [Reports](#) on your Glass Usage, Glass Profit and Jobs Profit. You simply select what type of glass you used, for example, 4mm clear toughened, and that will draw up a report on its usage (m2).



In the general [Settings](#) section of KicoGlass you can set your user settings, email settings, printout settings, and maintenance settings. In here you can



select how old a pending quote needs to be, before it is marked as 'needs attention'. You can also archive quotes which means how old a pending quote needs to be before it will be changed to the archived status. You can also archive orders, how old a finalised order needs to be before it will be changed to the archived status. You can set up and

manage user accounts and will have the ability to select a language. Print out settings is where you import your bank details for invoices, upload your company logo etc. In user settings you can control how many items to show

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per page in the data tables, colour code your job statuses and setup and layout of your home screen.

In the **Production** area of KicoGlass you will have your batches and layouts. It is up to you to decide what is in a batch, for example only job items with the same glass type, or all the IGUs you want to produce tomorrow afternoon. From the batches you can build layouts. Again it is up to you to say what goes into a layout, as long as all the pieces are of that glass type you specified before you started building it.

Production Batch

Start Date: 03-09-2016
Name: 030K2016A1

Batch Summary				
Code	Glass Type	#	m2	
F4	4mm Clear Float	33	34.23	

Import jobs

Batch Name	Name	Job Qty	Batch Qty	Job Number	Position	Customer	Planned Start	Delivery Date	Status
CTS		1	1	Q1016	0	Simple Construction	01-03-2016	08/03/2016	
F4/A/E/D/GU		24	24	Q0884	1	June May	01-03-2016	08/03/2016	
F4/A/E/D/GU		4	4	Q0884	3	June May	01-03-2016	08/03/2016	
F4/A/E/D/GU		4	4	Q0884	5	June May	01-03-2016	08/03/2016	

Above you can see a sample production batches view...

... and below one for layouts.

Production Layouts

Layouts	Name	Start Date	Glass Type	Nbr Pieces	m2	Status
	160602142350_4mm_Clear_Flo	03/09/2016	4mm Clear Float	33	34.23	

Details

Name: 160602142350_4mm_Clear_Float Glass Type: 4mm Clear Float
Start Date: 03/09/2016 Glass Code: F4
Earliest Delivery: 12/07/2016 Cutter: 1
m2: 34.23 Optimisation Info: 2 sheets, Total yield: 46.85

Layout Job Items

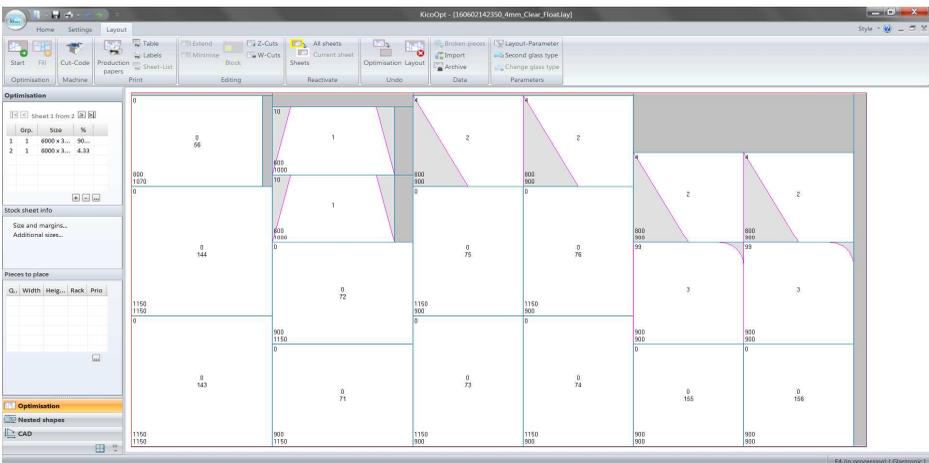
Name	Qty	Job Number	Position	Customer	Delivery Date	Status
CTS	1	Q1016	0	Simple Construction	08/03/2016	
F4/A/E/D/GU	24	Q0884	1	June May	08/03/2016	
F4/A/E/D/GU	4	Q0884	3	June May	08/03/2016	
F4/A/E/D/GU	4	Q0884	5	June May	08/03/2016	

To make full use of the layout structures you will need **KicoOpt**, our layout optimisation tool. KicoOpt is optional and its cost is depending on your needs. For more details see the next page, for a detailed quote please contact us.



Layout Optimisation

Our layout optimisation tool is an optional tool which calculates layouts on stock sheets and generates cut code for your glass cutters. KicoOpt has to be installed on a local computer, but it will load and store its data in KicoGlass in the cloud. You can prioritise pieces so they come early in the layout and you can specify frequently used small pieces so they are used as fillers only. You can also specify optimisation groups to maintain some sequence in the production of your pieces.



In its most basic version you can use KicoOpt simply to get a layout you can print, to cut your glass manually. But KicoOpt can generate cut code for the most common glass cutter brands, and if your cutter is not in the list, just help us with the interface specifications and we will make it work for you.

KicoOpt can handle nonrectangular shapes, to be cut on your glass cutter, and it can even cut holes for cat doors for you, and there are many more functions in KicoOpt.



Extension Options

Accounting Interface

The accounting interface feature connects to your already existing accounting software and exports invoice data. It can connect with MYOB, Xero and many others. Some have different interfaces, depending on their version, so please talk to us and we will make it work for you.

Basic Production Support

This involves production lists per order with processing steps, barcodes for basic reporting and separate drawings for non-rectangular pieces and pieces with cut outs.

Advanced Production Support

If you run a high volume, then basic production support might not be good enough for you. Instead, you might want to use our advanced production support tool. It includes:

- Labels per piece with processing steps, drawing indicating edging, barcode
- Reporting of processed pieces
- Reporting of defects
- Creating production batches and layouts
- Optimisation of layouts
- Basic stock management
- 20 additional users with limited reporting functionality only

Stock Management

- Minimal stock level warnings with 2 warning points
- Reservation of stock on placement of orders
- Multiple suppliers for every stocked item
- Assisted supply order generation