New Features

User design concept

We’re excited to release SAW8. We have always said that our users design our software and that is the guiding principal of this new version. We have listened to your suggestions for over twenty five years to design this outstanding release. We have maintained our familiar ease of use features to reduce the learning curve. We strive to promote the benefits, not the features of our software.

The Latest Development Environment Technology

We are using the latest Microsoft Development Platform – Visual Studio 2010. According to Microsoft, this environment delivers the compelling user experiences for Windows 7, the 2007 Office system and is the next wave of innovation.

We are using MySQL for the database. MySQL is the world’s most popular open source database software, with over 100 million copies downloaded or distributed throughout its history. With its superior speed, reliability, and ease of use, MySQL has become the preferred choice for forward-thinking corporate IT Managers because it eliminates the major problems associated with downtime, maintenance and administration for modern applications.

This new version will enhance Multimicro Systems reputation of providing easy to learn software that meets your needs, the best value for the dollar, and continued dependability backed by superior support.
Contents

Click on a topic below for details.

What hasn’t changed in SAW8? .............................................................................................................................................. 3
Lookup Menus are easy to sort, filter, and group by (Move the Status Column to Gray Bar) ............................................... 3
Display Quotes in most recent sequence (IE: Descending Date) ............................................................................................ 4
Quick Access Toolbar .............................................................................................................................................................. 4
Customize Grids – Adjust Column Widths, Move Columns Around, Turn Columns Off/On, Change Colors ......................... 4
Resizing and Fonts selection ................................................................................................................................................... 5
Customize Reports and select/save the columns you want to print ...................................................................................... 5
All documents including reports can be saved as Excel, PDF, HTML, RTF as well as image ................................................... 5
Quote and Order Locking Features – Who Has it Locked ....................................................................................................... 6
More space for Salesman Splits, Specifiers and internal notes .............................................................................................. 7
Longer Description fields and Codes to add Notes and even images in the same cell........................................................... 7
Line Codes SUB-SubTotals, BTX-Before Tax, TAX-Total Tax, BLD-Bold Printing, FRT-Freight, IMG-Image Print, Etc............. 7
Drop Down Everywhere - MFG, Customer, Catalog Number, Line Codes, Etc ....................................................................... 8
Customize your dropdown lists for Status, Salesman, Select Code, Market Segment and others ........................................ 8
Manufacturer Terms (IE: FOB, Terms, Lead Time, Etc.) are stored in Name System ............................................................. 9
Specification Types (Cross, Design & Build, Single Spec, Etc.) are easy to monitor and report ................................................... 9
Customize Select Code by Customer .................................................................................................................................... 10
Print and Email to a group of customers .............................................................................................................................. 10
Email through Outlook to put in Outlook Sent Items list ....................................................................................................... 11
Paperless Office, File Cabinet and INDEX-Filer System to Store and Manage Documents. ................................................... 11
INDEX-Filer System to Help Organize, Store and Manage Documents ................................................................................ 12
File Cabinet – Project - Store and Manage Documents related to a Project .......................................................................... 13
File Cabinet – Orders - Store and Manage Documents related to an Order with no Project ................................................... 13
File Cabinet – Miscellaneous Documents - Store and Manage Documents not related to an Order or Project ................. 13
File Cabinet – Project - Store and Manage Documents related to a Project (IE: DEKALB STADIUM) ................................. 14
Print Templates to help turn report columns on or off ........................................................................................................ 15
Print in Landscape ................................................................................................................................................................. 15
Print a PDF copy of the Quote to save in the Project Folder/File Cabinet ......................................................................... 15
Print Revision Number on Quote .......................................................................................................................................... 15
Ability to print Overlays and Watermarks in every system ........................................................................................................ 17
Applying Invoices by Line Item .............................................................................................................................................. 18
Multiple documents open at the same time to help your analysis .............................................................. 18
New Book price column for Reps ...................................................................................................................... 19
User settings move with you if you log into a different workstation ................................................................. 19
Quotes and orders now have lamps attached to each fixture ............................................................................. 19
Quotes System now prints Purchase Orders and Invoices ..................................................................................... 19
Bid board is integrated directly into the Quote system .......................................................................................... 20
Requested Quote prices field to log customers that requested a job quote. (Changed to Sent after Quoted.) ............ 20
New Tax Logic to Total before tax and calculate taxes ......................................................................................... 21
Assembly Breakouts / Kits / Consisting of / Parent Child ................................................................................... 21
Enhanced Type Ahead and Auto Fill features ....................................................................................................... 21
Line item values are automatically recalculated and shown on the grid footer .................................................. 22
Zoom in/out feature in all the grids .................................................................................................................................. 22
Markup / Spread Back features in Quotes and Order .............................................................................................. 22
Help System and Frequently Asked Questions ...................................................................................................... 23
New Calendar feature in the Follow up System ......................................................................................................... 23
Customize and save the Main Menu options by User .......................................................................................... 24

What hasn't changed in SAW8?
Our basic interface stays very familiar so that our ease of use and short training cycles will continue. Our software flows the way you perform your functions, not the way a programmer thinks. Reliability hasn’t changed. The new MySQL database by Oracle assures us of that. We will continue our superior support. We will answer the phones and do not believe in call back systems. This is the best software value in the industry at about half the cost of our competitors.

Lookup Menus are easy to sort, filter, and group by (Move the Status Column to Gray Bar)
Sort Quotes By: Job Name, Entry Date, Bid Date, Location and Project Name
Display Quotes in most recent sequence (IE: Descending Date)

Quick Access Toolbar
The Quick Access toolbar allows you to quickly Add, Save, Print, Exit, etc.

Customize Grids – Adjust Column Widths, Move Columns Around, Turn Columns Off/On, Change Colors
Only display the columns you need in various grids.
Resizing and Fonts selection
You can now change the Theme and color of the grids as well as the Font. This will also change the font on the print outs.

Customize Reports and select/save the columns you want to print
Select as little or as much data as you want to print on reports. The defaults are set to produce reports with a similar layout that you are used to seeing.

All documents including reports can be saved as Excel, PDF, HTML, RTF as well as image

It is now easier than ever to export to different outputs. With one click you can create PDF’s of your Quotes and Orders. No PDF driver required.

Please note the Watermark and Overly text features above. See the Quote Summary Report below.

Turn Columns on or off
Changing the width of a column header will change its width when you print. If you change the width to zero, the column will not print.

You can also change the sequence of report columns by selecting a column heading and moving it left or right. You can reduce the number of pages on reports by limiting the length of Customer Name and Job Name fields.

The following long text caused two lines to print on each order. Shorten their lengths to prevent this.

CUSTOMER NAME: GENERAL ELECTRIC
JOB NAME: DEKALB COUNTY ADMIN

Customize the dollar formatting on reports.

Quote and Order Locking Features – Who Has it Locked
The first user to open a quote will hold the lock on this quote automatically. This user has the quote locked from other users. While locked in this manner, other users will get the locked message shown on the left. (IE: Who locked it and what Time.)

After Clicking OK they will see the red logo.

If they elect to stay in the quote, they will be allowed to view, but cannot save while it is locked by the first user.

The first user can clear the lock by: (1) – Closing the Quote. (2) – Exiting the Quote System or (3) - Click on the Blue Free Lock Image. After the first user clears the lock, the first user and any other users (still in it) are prohibited from saving it. However, if they exit the original quote and then come back to it (IE: Reread it), they will hold the lock. IE: The first user to any unlocked quote will then hold the lock.

For users with our Security System, a user can be prohibited from using the quote system altogether. They can also be set quote rights: 1 - View Only rights. (Can Not change, save or lock). 2 – No Lock rights. (Can View, Change and Save). 3 – Normal Lock (Can perform all functions.) The security administrator has the rights to remove any lock from any quote.
Any quote shown in red on the lookup view indicates it is open. The Locked By column tells you immediately who has it opened.

<table>
<thead>
<tr>
<th>Job Name</th>
<th>Quote Code</th>
<th>Entry Date</th>
<th>Status</th>
<th>SLSQ</th>
<th>E-By</th>
<th>Sell Comm-$</th>
<th>Bid Boar</th>
<th>Locked By</th>
</tr>
</thead>
<tbody>
<tr>
<td>JACI CONVERT TEST</td>
<td>08-0006</td>
<td>2010-05-15</td>
<td>OPEN</td>
<td>JTC</td>
<td>JTC</td>
<td>$1,029.60</td>
<td>100.62</td>
<td></td>
</tr>
<tr>
<td>ALTERNATES &amp; SUBTOTAL</td>
<td>08-0005</td>
<td>2010-05-16</td>
<td>OPEN</td>
<td>JTC</td>
<td>JTC</td>
<td>$9,895.00</td>
<td>1,074.00</td>
<td>JKH</td>
</tr>
<tr>
<td>CONTRACTOR QUOTE</td>
<td>08-0001</td>
<td>2010-05-08</td>
<td>OPEN</td>
<td>WES</td>
<td>WES</td>
<td>$5,914.76</td>
<td>1,051.26</td>
<td></td>
</tr>
<tr>
<td>DEMO JOB-HAYES COMPLEX</td>
<td>08-0002</td>
<td>2010-05-06</td>
<td>GVT</td>
<td>JTC</td>
<td>JTC</td>
<td>$15,875.82</td>
<td>3,335.82</td>
<td></td>
</tr>
</tbody>
</table>

More space for Salesman Splits, Specifiers and internal notes
You can now split the Salesmen credit as much as you need to and you can add as many Specifiers as you need.

<table>
<thead>
<tr>
<th>Quote Lines</th>
<th>Quote Header</th>
<th>Quote SLS / Specifiers</th>
<th>Quote To / Realization</th>
<th>Quote Print</th>
<th>File Cabinet</th>
</tr>
</thead>
<tbody>
<tr>
<td>SLS Code</td>
<td>Split</td>
<td>NCode</td>
<td>Quote SLS / Specifiers</td>
<td>Quote To / Realization</td>
<td>Quote Print</td>
</tr>
<tr>
<td>JTC</td>
<td>0.600</td>
<td>JONES</td>
<td>Jones Architects Inc.</td>
<td>Bill Jones</td>
<td>JTC</td>
</tr>
<tr>
<td>JKH</td>
<td>0.250</td>
<td>SAMPLE</td>
<td>The Sample Contractor</td>
<td>Tom Smith</td>
<td>JKH</td>
</tr>
<tr>
<td>WNA</td>
<td>0.250</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Longer Description fields and Codes to add Notes and even images in the same cell.
Description field is now seventy five characters long. Use CON LnCode to print several lines in one cell.

<table>
<thead>
<tr>
<th>Quote Lines</th>
<th>Quote Header</th>
<th>Quote SLS / Specifiers</th>
<th>Quote To / Realization</th>
<th>Quote Print</th>
</tr>
</thead>
<tbody>
<tr>
<td>Active</td>
<td>Note</td>
<td>LnCode</td>
<td>Qty</td>
<td>Type</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>MFG</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Description</td>
<td>All-G = Goto / Find</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Sell</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Comm-$</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Comm-%</td>
</tr>
</tbody>
</table>

Line Codes SUB-SubTotals, BTX-Before Tax, TAX-Total Tax, BLD-Bold Printing, FRT-Freight, IMG-Image Print, Etc.
New Line Code column allows many functions to be performed on the lines easily. A few examples are shown below and others include Subtotals, Freight Lines, Page Breaks, Confidential Line, and Taxes.
Drop Down Everywhere - MFG, Customer, Catalog Number, Line Codes, Etc

Customize your dropdown lists for Status, Salesman, Select Code, Market Segment and others
The User must be an Administrator to see this option.
Manufacturer Terms (IE: FOB, Terms, Lead Time, Etc.) are stored in Name System
You can set default FOB and other terms by Mfg in the Name and Address system.

These terms and conditions from the Name and Address system will be inserted (See Below) on every quote and they can also be customized on the Quote To tab of a Quote.

Specification Types (Cross, Design & Build, Single Spec, Etc.) are easy to monitor and report.
You can tailor these default specification types to accomplish your needs.
Customize Select Code by Customer
You can enter a Select Code by Customer in the Name and Address system. (IE: National Accounts, Etc.)

Print and Email to a group of customers
It is now possible to send or print the quote to multiple customers at the same time.
Email through Outlook to put in Outlook Sent Items list
Set your method of sending email in SAW8 to Outlook and all messages will be logged in your Outlook Sent Items.

Paperless Office, File Cabinet and INDEX-Filer System to Store and Manage Documents.

Overview: There are two major components of our Paperless Office System. One is the INDEX-FILER System to all paperless documents and the other is the File Cabinet function in Projects, Quotes and Orders. These work together in that saving a document in Projects, Quotes and Orders will also update the INDEX-FILER System.

Documents are stored automatically in the following directories unless you specify other locations.

File Cabinet – Project - Store and Manage Documents related to a Project
Documents are stored in the \SAW8\PROJECT\PROJECTNAME .
**File Cabinet – Orders or Quotes - Store and Manage Documents related to an Order or Quote with no Project**
Documents are stored in the \SAW8\PROJECT\PONUMBER or QUOTECODE

**File Cabinet – Miscellaneous Documents. - Store and Manage Documents not related to an Order, Quote or Project**
Documents are stored in the \SAW8\PROJECT\MISCELLANEOUS-DOCS.

**INDEX-Filer System to Help Organize, Store and Manage Documents.**
The **Index/Filer System** program will help you organize your documents with default file folders to accommodate your document needs. This program is designed with a simple and easy-to-use interface to help you find your documents quickly and easily. The indexing will help you drill down to bring up a small and accurate list of documents. To do this, use the blue filter bar at the top of any column to narrow the list. If you did not take the time to fill out the **INDEX-FILER System**, the documents are still viewable by drilling down the SAW8 Projects directory to find your document. In Projects, Quotes and Orders you can find your project documents under the **File Cabinet** Tab. Entries can be automatically generated when you print orders or manually added at any time.

When defaults are turned on, we save each printout from Projects, Quotes and Orders automatically to a pdf file. They are stored in the Projects folder under the SAW8 directory (\SAW8\PROJECTS\PROJECTNAME\). We have added a folder for documents not associated with a project under SAW8\PROJECTS\MISCELLANEOUS-DOCS. There are subdirectories here that you can modify for your needs. We will start with defaults of \EMAILS, \FAX, \INVOICES, \MISC, \ORDERS, \POSTSALES, \QUOTES, \REPORTS.

The **Index/Filer System** saves the directory of each document, so they do not need to be stored on the same storage device as the SAW8 system.
This system supports copy, paste and drag-n-drop.
You can double click on a file name to open most compatible document types.

**NOTE:** - Every field is not required. You can customize the grid to just show the fields you need or leave the fields blank.
### File Cabinet functions in Projects, Quotes and Orders

**File Cabinet – Project - Store and Manage Documents related to a Project**
Documents are stored in the `\SAW8\PROJECT\PROJECT NAME`. Typical folders are `\EMAIL, \ORDERS, \PROJECT, \QUOTES and \SUBMITTALS`. You may add folders as needed.

**File Cabinet – Orders - Store and Manage Documents related to an Order with no Project**
Documents are stored in the `\SAW8\PROJECT\PO NUMBER`. Typical folders are `\EMAIL, \ORDERS, \PROJECT, \QUOTES and \SUBMITTALS`. You may add folders as needed.

**File Cabinet – Miscellaneous Documents. - Store and Manage Documents not related to an Order or Project**
Documents are stored in the `\SAW8\PROJECT\MISCELLANEOUS-DOCS`. Typical folders are `\EMAILS, \FAX, \INVOICES, \MISC, \ORDERS, \POSTSALES, \QUOTES, \REPORTS`. You may add folders as needed.
File Cabinet – Project - Store and Manage Documents related to a Project (IE: DEKALB STADIUM)

You can Drag and drop any file into this Project File Cabinet. Quotes, Orders and other Documents go here.

**Add File** will open the Windows Open File Dialog to select a file and Click Open to move the Document to Folder

**Open Document** – Select any file in the Cabinet a Click Open Document.

**Delete Document** – Select any file in the Cabinet a Click Delete Document.

**Open Project Folder** – Will open a Windows Lookup Screen to this Project Folder.

<table>
<thead>
<tr>
<th>Order Lines</th>
<th>Header Info</th>
<th>Bill / Ship</th>
<th>Invoices</th>
<th>File Cabinet</th>
<th>Print</th>
</tr>
</thead>
<tbody>
<tr>
<td>Add File</td>
<td>Open Document</td>
<td>Delete Document</td>
<td>Open Project Folder</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

You can Drag and drop any file into this Project File Cabinet.

Outlook Attachments have a special format that requires you to Right Click and Copy then Right Click in the File Cabinet above and Paste. To Drag & Drop an Email Message, Click on the Open Project Folder dialog. Select the Outlook Message and Drag to the folder dialog window.
Print Templates to help turn report columns on or off
Create custom print templates for the columns that you want to print.

Print in Landscape
You can choose to print your documents in Portrait or Landscape formats. From the Preview screen, Click the Printer Icon, Click Properties, Click Finishing, and Check Landscape.

Print a PDF copy of the Quote to save in the Project Folder/File Cabinet
Just check the Create PDF box and fill out the customer date and click Print.

Print Revision Number on Quote
Just check the box and enter the revision number.

See the option to add an overlay.
See the option to print an image.
See the option to print a lot of text in one cell.
See the option to print manufacturers’ terms.
See the automatic tax calculation capabilities.
<table>
<thead>
<tr>
<th>Qty</th>
<th>Type</th>
<th>Mfg</th>
<th>Description</th>
<th>Unit Cost</th>
<th>Ext. Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>CHAM</td>
<td></td>
<td>CHAM 125 Amp Main Lug Indoor Load Center</td>
<td>300.00</td>
<td>$300.00</td>
</tr>
<tr>
<td>200</td>
<td>4LPT</td>
<td>DAYB</td>
<td>2GTG8432-01-UNV-1/4-EB</td>
<td>40.00</td>
<td>$6,000.00</td>
</tr>
<tr>
<td>20</td>
<td>ABC</td>
<td>CAPR</td>
<td>CR1-SHR121C</td>
<td>20.00</td>
<td>$400.00</td>
</tr>
</tbody>
</table>

**Subtotal -- Base Bid**

$8,700.00

Remarks: Check Fusing
**Ability to print Overlays and Watermarks in every system.**

Customize output in any program with the ability to include a printing overlay or watermark on your documents. Customize and save so you do not have to retype on each document.
Applying Invoices by Line Item
The Order System shows all Invoices per order and the Line Items attached to each invoice.

Multiple documents open at the same time to help your analysis
New Book price column for Reps

<table>
<thead>
<tr>
<th>Active</th>
<th>Note</th>
<th>LnCode</th>
<th>Qty</th>
<th>Type</th>
<th>MFg</th>
<th>Description</th>
<th>Alt-G = Goto / Find</th>
<th>Book</th>
<th>Comm$</th>
<th>UOverage</th>
<th>Comm%</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

User settings move with you if you log into a different workstation

Defaults are now stored on the server instead of the Windows directory.
Easily change your user id from the Main Menu.

Quotes and orders now have lamps attached to each fixture

Quotes System now prints Purchase Orders and Invoices.
There are 11 predefined print templates to choose from. You can even create/save your own template.
Bid board is integrated directly into the Quote system

You no longer have to import quotes into the Bid Board System. Simply check the ones you want to appear on the bid list.

You do not have to pull up the Quote to put it in the bid list. Put a check in the Bid Board column on the Lookup screen while in the Quote System or Bid Board System.

Requested Quote prices field to log customers that requested a job quote. (Changed to Sent after Quoted.)
New Tax Logic to Total before tax and calculate taxes
To use the Tax Line Code, add a BTX (Subtotal before Tax) line and let the system calculate the totals before taxes are added in. Then, add another line and put TAX in the LnCode field. Then enter the Commission percent (5 = 5%) in the green box.

To break out the Local, State and Federal Taxes, use the following LnCodes after the BTX line: TXL, TXS, TXF. For each line, enter the Commission percent in the green box. At the end, add the TAX line to total the breakouts and give the grand total.

Assembly Breakouts / Kits / Consisting of / Parent Child
Let our system compute your assembly totals. Enter the BKS top assembly line without prices. Then enter ACC lines for components or accessories with pricing and the quantity of each item in one kit. Enter the BKE line to signal the end of the assembly. The extended sell price of 5 assemblies would be $150.00

Enhanced Type Ahead and Auto Fill features
New Type Ahead and Auto Fill properties. The Description drop down can be set to auto drop down when you start typing. It can also be set to Auto Type which populates the description based on matching catalog numbers. Note: You can turn these features off if you prefer in your defaults.
Line item values are automatically recalculated and shown on the grid footer

Zoom in/out feature in all the grids

Markup / Spread Back features in Quotes and Order
This provides a simple and efficient way to calculate a given markup or deduct amount back to each line item. This can be for one, many, or all factories and for any price column. As shown in the example below, I entered $5000 to be spread back to the total job of $40,240.15 Enter a -5000 to deduct. Click OK and our system will do the calculating for you. This feature will save you a great deal of valuable time.
Help System and Frequently Asked Questions.

Press F1 for the Help System

You can Press F1 or Click Help for a lot of support features and then Click the Help System again. One of the outstanding features of the SAW8 Help System is the answers to the questions users ask us frequently. Please Click on FAQ.

Frequently Asked Questions (FAQ)

New Calendar feature in the Follow up System

Use the Calendar tool with reminders to notify you of outstanding work items.
Customize and save the Main Menu options by User

New Menu Style making options easy to find and can be customized.