

ENTERPRISE JOB MANAGEMENT SOFTWARE

Browser Based • Fully Featured



Discover
why more
companies are
choosing Jobman
for their factory
management
system!

*Protect your
investment with
tomorrow's
technologies*

FEATURES

- ✓ Customer Relationship Management
- ✓ Job Tracking
- ✓ Scheduling
- ✓ Time and Attendance
- ✓ Stock Control
- ✓ Purchase Ordering
- ✓ Invoicing
- ✓ Automatic Email Triggers
- ✓ Agenda Screens
- ✓ Alerts with smart phone photo feature
- ✓ Capacity Planning

BENEFITS

- Browser Based Solution – Access your system anywhere anytime with Google's Chrome or Apple's Safari
- No user licenses. TCO is cheaper and we won't stand in your way while you grow your company
- Integrates with today's technologies like Tablets, Smart Phones, PC on a stick and other emerging technologies
- Links with Cabinet Vision, Xero and other software reducing double data entry
- Customisable – Jobman is not a one size fits all approach. Purchase additional features as you need them
- Advanced job scheduler – saves time with pre-planning for upcoming jobs
- Security – provides up to five levels of security
- Multiple installation options - Existing company server / Hosted / Jobman Supplied
- Developed and Australian owned and supported



Jobs to Edge										Page 1 of 1	2016-06-01
File #	Job #	Name	Notes	Type	Last Person	Estimate	Total	Completion	Target Date		
	8200	Let 05 Customer Ave. Belding		Project Home Bulder	Andy Coffe	30.25			6 Jul 2016		
2	8200	Let 05 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	30.25	4.54	Edged	6 Jul 2016		
3	8202	152 Moore St. Guelph		Small Home Bulder	Andy Coffe	11.10		Edged	6 Jul 2016		
4	8207	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	5.58		Edged	6 Jul 2016		
5	8205	152 Moore St. Guelph	SUPPLY ONLY: TO BE PAC	Small Home Bulder	Andy Coffe	11.10		Edged	6 Jul 2016		
6	8213	Let 2 Nipigon Road, Hespeler		Project Home Bulder	Andy Coffe	9.00		Edged	6 Jul 2016		
7	8206	418 Tanager Dry Arden		Renovation Private	Andy Coffe	11.42		Edged	6 Jul 2016		
8	8218	218 (S) Mervyn Ave. Hespeler		Renovation Private	Andy Coffe	3.48		Edged	6 Jul 2016		
9	8208	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	4.13		Edged	11 Jul 2016		
10	8205	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	3.00		Edged	11 Jul 2016		
11	8215	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	3.44		Edged	12 Jul 2016		
12	8201	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	4.50		Edged	12 Jul 2016		
13	8205	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	21.03		Edged	7 Jul 2016		
14	8219	145 (138) Boparkes Road, Hespeler		Renovation Private	Andy Coffe	2.19		Edged	7 Jul 2016		
15	8208	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	11.12		Edged	11 Jul 2016		
16	8218	218 (S) Mervyn Ave. Hespeler		Renovation Private	Andy Coffe	3.48		Edged	6 Jul 2016		
17	8205	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	3.00		Edged	11 Jul 2016		
18	8215	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	3.44		Edged	12 Jul 2016		
19	8201	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	4.50		Edged	12 Jul 2016		
20	8205	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	21.03		Edged	7 Jul 2016		
21	8219	145 (138) Boparkes Road, Hespeler		Renovation Private	Andy Coffe	2.19		Edged	7 Jul 2016		
22	8208	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	11.12		Edged	11 Jul 2016		
23	8218	218 (S) Mervyn Ave. Hespeler		Renovation Private	Andy Coffe	3.48		Edged	6 Jul 2016		
24	8205	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	3.00		Edged	11 Jul 2016		
25	8215	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	3.44		Edged	12 Jul 2016		
26	8201	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	4.50		Edged	12 Jul 2016		
27	8205	Let 301 131 Customer Road, Hespeler Hspg		Project Home Bulder	Andy Coffe	21.03		Edged	7 Jul 2016		
28	8219	145 (138) Boparkes Road, Hespeler		Renovation Private	Andy Coffe	2.19		Edged	7 Jul 2016		
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For more information contact us at
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www.jobman.com.au



Q&A

with Aaron Crees

Meet Aaron Crees from Jobman. He talks in-depth about the company and its role in our ever-changing industry.....

Hi Aaron and welcome to *Supplier* magazine. Firstly, explain to our readers what Jobman is all about; company structure, personnel, some details about you and how you got started.

Cheers Ronnie and thank you for this opportunity to discuss Jobman.

Jobman is browser based manufacturing software. This means the operating system can be Chrome, Safari, or Firefox (we all love the web), accessible anytime and anywhere which out of the box makes Jobman user friendly. The Jobman software will get installed on a server at your factory, which is better than cloud only software because it isn't dependant on the speed of your internet connection. We have a number of options for installation, including installing on the client's existing server, we can provide a server, or if the client's internet connection is reliable then we can

always install it on our own cloud-based servers. Most clients choose to have a server in their factory, which also improves their data security. Your data is yours, accessible any time via a .csv dump that you can do or simply request it from us.

It all started in 2003 when I invested in a Laptop and Cabinet Vision (Designer) software after spending 4 years lecturing Cabinet Making at TAFE where I was introduced to technology and taught Auto Cad and we were writing programs to a CNC. The grand plan was to become a kitchen designer but with no real business plan I approached the authorised reseller of Cabinet Vision for a job as the rep for WA. Getting up to speed was taken care of at the 2002 AWISA show when Nested Based Manufacturing was brand new, where I was demonstrating Cabinet Vision with very little training. 6 months later the distributorship

changed hands and I was soon employed by a string of cabinet makers to get their Cabinet Vision software working and was integral with many aspects of their business's. One business in particular experienced enormous growth and profit in a very short time frame. Apart from good staff and management decisions, a central Database was keeping everyone informed of what was going on and what needed to be done. Solving pain points, eliminating constraints and establishing good processes and procedures with software set this company apart from its competition.

With a bit of industry experience and a vision I set out to make a difference in 2009 with two products that would become synonymous with a growing sector of the Cabinet Making community known for reputable products and great service. These products became known as Solid Setup and Jobman. Although Jobman is suitable for many manufacturing industries I have sold Jobman to many of my Solid Setup customers as we build added functionality between the two products.

www.solidsetup.com

is an App Store for Cabinet Vision software which is great screen to machine software for Cabinet Makers. Currently our products are in over 500 companies throughout the world and the only 3rd party Cabinet Making software developer of its kind. Cabinet Vision users are able to outsource software development to professionals where they can purchase a tailored solution to their business off the shelf at a fraction of trying to do

it themselves. A large part of this business is working with leading hardware manufacturers placing their products into this software for easy deployment. Relationships with industry suppliers and the industry itself has allowed Jobman to follow in its footsteps and has also been a great marketing tool.

Solid Setup clients then said "thanks Aaron, what we need now is a product that helps with all other aspects of my business". My reply was have you seen Jobman? After an online demonstration they agreed that Jobman was the product for them.

Software plays a major part of our industry these days, and how does Jobman stand out from the pack in this respect?

I really like this question, and is the reason why the search ends for many cabinet makers when they find Jobman.

- We offer unlimited factory user licenses free with each Jobman installation and include 5 office user licenses so that our customers feel free to grow their business unconstrained also making the TCO more affordable.
- Included in our annual maintenance fee of \$1600 we also include bi-monthly updates to their site. We also backup their Jobman data every 4 hours.
- Jobman is known for its usability and is purpose built around evolving technology, not older technology that has limitations and quickly falls behind as outdated software has passed its expiry date.
- It is end to end software. From point of contact,

to installation, and every operation in between, Jobman handles all sorts of different scenarios. Some include dealing with multiple Job Types (all with different lead times) and the ability to adjust dates on the fly forward and backward (ie. if my installation date is here, what date do I need to order the board?) visual scheduling. This makes Jobman very flexible software.

- Jobman is owned and developed here in Australia by its owners so we are far more responsive to new ideas and development and support is local.
- It's one system that ties it all together offering many innovative ideas. With options and features that link a browser platform to CAD CAM and accounting software, Jobman sets itself apart from the competition.
- Jobman is now being recommended by our customers and staff that have used it, and business coaches like Bruce Poling "The Joinery Coach". Bruce is an industry expert that has worked with and is well aware of our competition. As a business coach Bruce knows what works and what doesn't. We think this is a big thing when others go out of their way to put their name and reputation behind a product.
- When a client goes ahead there is no massive wait times in getting your Jobman underway. Regardless of which server option the client chooses, we will have a their site setup so that they can login within 48hrs and start to get the feel for it. We also assist in populating existing data that they may have from

other software products or Excel or Access so that they are not having to repopulate this data.

How long have you been in business and what are your plans for the future of the company?

The Jobman software was started in 2009 to solve the problems of a couple of cabinet makers, who needed a modern way of streamlining their business. It had a relatively slow start due to the main shareholders not investing enough time and effort into its development (due to other interests). Meanwhile the developer and I really saw the potential of how we could solve many problems in the Cabinet Making Industry, so in 2014 the business was sold to its developer (Ben Hitchcock) and me in 2014 where things picked up quickly. We employed a full time programmer (Chris) in August 2017 who has added to our collective knowledge and skill sets with vast amounts of recent programming experience in some very large projects. Our plans for the future include growing to meet demand at a steady pace, making sure that our product is supported well and our clients listened to. We're looking to expand our staff this year as well. Our intention to always make Jobman the best software available in its class and keep it affordable.

Jobman is also now at a stage where interested sales/integrators can get on board with Jobman.

Are you strictly Aussie-based or do you cater to a world-wide market? Please explain...



The Solid Setup app store has been global for over 4 years now with several hundred companies using our products. This has given Jobman a great platform for expansion across the globe. While we only have 2 Jobman sales in other countries we are implementing a proven training and integration platform that will make Jobman scalable in English speaking countries as the enquiry rate from other countries is definitely on the rise.

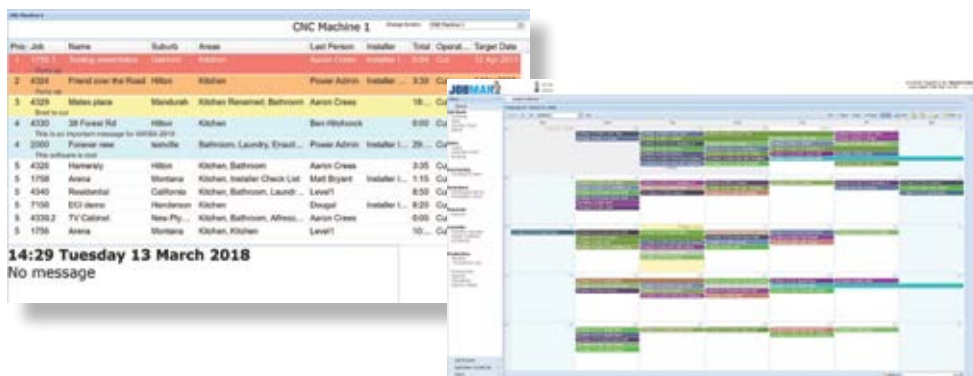
To those readers who want to be kept up to speed, what precisely is the role of software to our ever-changing industry today? How often do you need to update or re-assess your Software packages to suit this evolving market?

Software has become ever more important as competition, materials and wage costs increase and profit margins decrease. Software is the only medium that is scalable, adaptable and resilient enough to deal with ever changing demands placed on it. People come and go with ideas and best intentions. It is no longer viable to build system and process's around good people. You must build good systems and let people interface with them in the tasks they have been assigned. Good software now forms foundations that

will separate companies that survive and thrive and directors who wake up one day and wonder at what point they failed to make the right decision for their future. Industry based software plays 2 roles, primarily. The first is to reduce inefficiencies by eliminating constraints and promote good systems and processes. The second is to provide easy accessible history via reporting. Good reporting is powerful and companies can only make correct decisions based on accurate information. There is a lot of talk about this in most industries at the moment.

Australia is known for its adaptation of software and keeping ahead of the game when it comes to technology. Hundreds of challenges can face business owners each week. I have seen most of them solved with the right approach and this where Jobman can make all the difference if used. Clients request new features and tweaks all the time which we roll out to our clients on a regular basis if that module has been purchased. Clients can view all the new changes to their software on features they have purchased at http://documentation.jobman.com.au/whats_new/. Jobman is built with mainly open source software where the most innovative solutions come to light.

It is important that your investment not only keeps up



with technology but embraces it at every step. As new technologies emerge like tablets, smart phone apps and PC on a stick Jobman becomes more powerful. The platform of Jobman dictates its compliance and security features of the browser being used and is not subject to Windows operating systems, CD or DVD media, downloads, patches, virus's etc. Browser based software is moving into an age where writing software in the correct format allows for automatic updating as browser updates are released eliminating security fixes.

Do you need to keep up with trends in the market place? If so, how do you go about tailoring Jobman products to each individual client?

Jobman has been programmed in a very special way. I will provide some examples why Jobman suits business's of all shapes and sizes. Each company and user can really make Jobman their own. This is thanks to the platform it is built on and the functionality we build into it. Each user can customise the information they want to see on their screen that is stored against the cookies on their login. There are 5 access levels allowing staff only to see and edit information they need to see and modify. Setup of Jobman allows for different contact types and different sales processes, multiple Job Types, multiple operations and statuses that

can have different Lead Times. We don't limit any screen replicating, record adding, template editing or report customising so that one companies version of Jobman's setup and use might be different to another. This, coupled with the way that users can pay for features they want, is not a one size fits all approach. Clients can get started with what we call "Jobman Essentials" and then they can add features as required as some small clients do. Most clients want all the features especially when they address most of the issues they are currently experiencing, then move onto the next constraint.

Jobman uses many software products in a sophisticated backend that provides a simple user interface. We have proven many times that interfacing with other software products and incorporating new features is what we are good at. The foundations that Jobman is built on are very solid and provide endless possibilities of features that benefit the user now and for the future. We are also keeping with software trends. Jobman 2 is currently being developed, that will enable a host of new features and programming opportunities.

Where do you see yourself in 10 years' time? It's always hard to predict, but I suspect that software in all its forms will be around for a very long time, are there any exciting innovations which you are part of, or proud of or hope to be involved with?

The future excites me if the past is anything to go by. Jobman 2 is well underway and will offer many exciting features with a fresh new look and natively mobile compatible. The best part is that new development will take half the time.

- Our medium to long term goal is have the best manufacturing software available with great support and little to no competition when it comes to value for money. We feel we are definitely on the right path and from the feed back lately our clients agree.

- We wish to have distributors nationally and internationally and a support hotline for clients peace of mind.
 - Integration of major suppliers products into our availability charts so that new and deleted items are always live. Pricing is always accurate and increases are automatic.
 - Integrating more Google maps features so that time and distance can be calculated automatically into the quote.
 - We are working with one of our clients that has developed a site measuring tool and we hope to incorporate this into Jobman.
- AVISA 2018 is going to be huge for us. You can find us on stand 1840. ●

CAREER OPPORTUNITY

Working in the timber/wood products industry and interested in a sales role?

Weinig Australia is looking for a suitable person to take on a sales role in Queensland, selling its world renowned HolzHer brand of machinery and manufacturing solutions, supplying the timber, panel and wood-based industries.

If interested, please send an expression of interest to Neil Forbes at nforbes@weinig.com.au

