

# SAW8

## MULTIMICRO SYSTEMS *Sales Assistant Software*

*The latest innovation from the proven leader in software  
for the lighting industry*

### New Version

*Cahill Sales  
Assistant  
For Windows*

*New  
Development  
Environment*

*Based on  
Your Input*

*New  
Database*

#### 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 Windows7, 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.



# SAW8 – New Release

## What to Expect in SAW8

### SOME ENHANCEMENTS

Customize the form size, the drop down options, the style color and the position on your desktop

Allow for Follow Up notifications in most systems

Quotes and orders are linked back to the original project

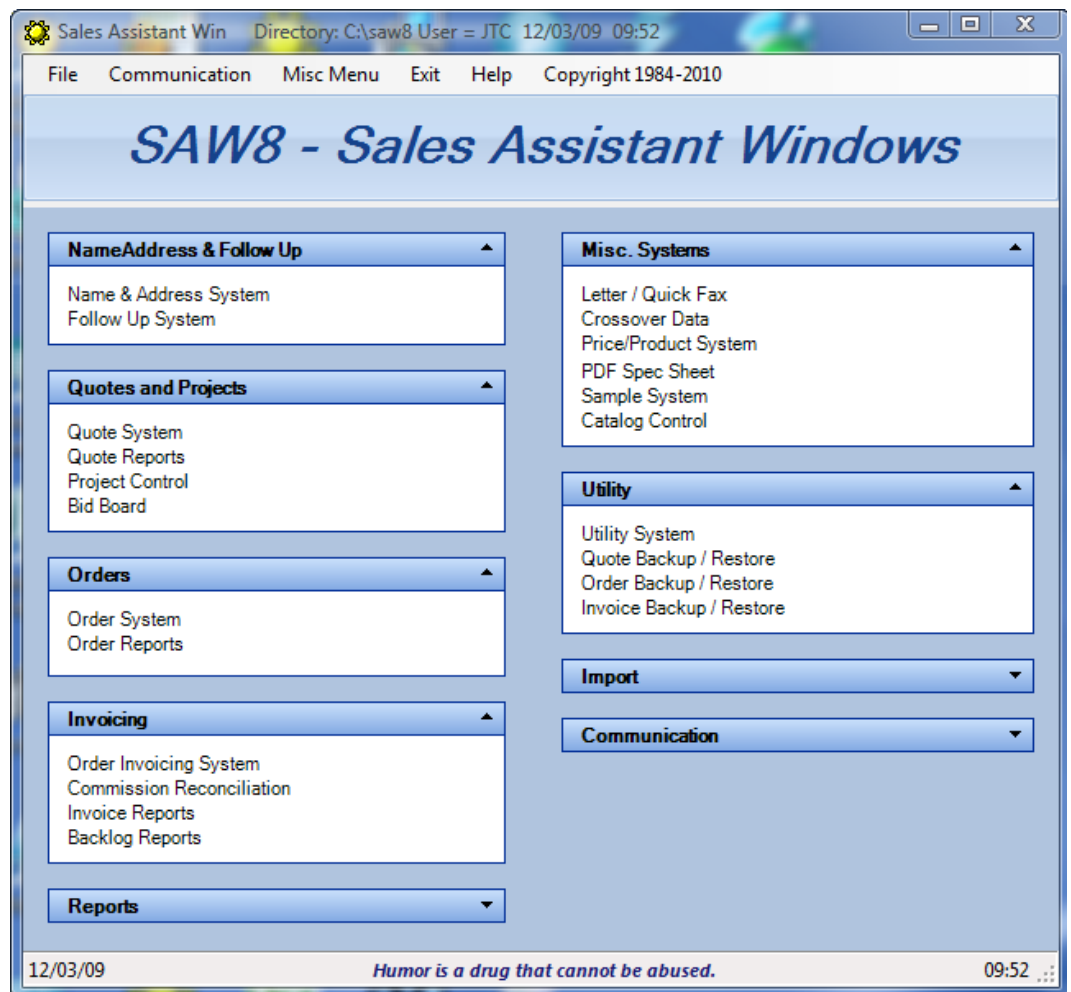
Modify records within the grid – IE: Commission Reconcile and Lookup Options

Error logs from every application

Simple and easy to learn interface

Our goal is to incorporate new technology without creating an unfamiliar software package. We want to take the application that you are already comfortable with and build on to it using the latest technology. This avoids any learning curve associated with upgrading software and empowers you to be more efficient in your business needs.

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



# SAW8 – Designed by Users

## SOME ENHANCEMENTS

More undo functions or recovery from common mistakes

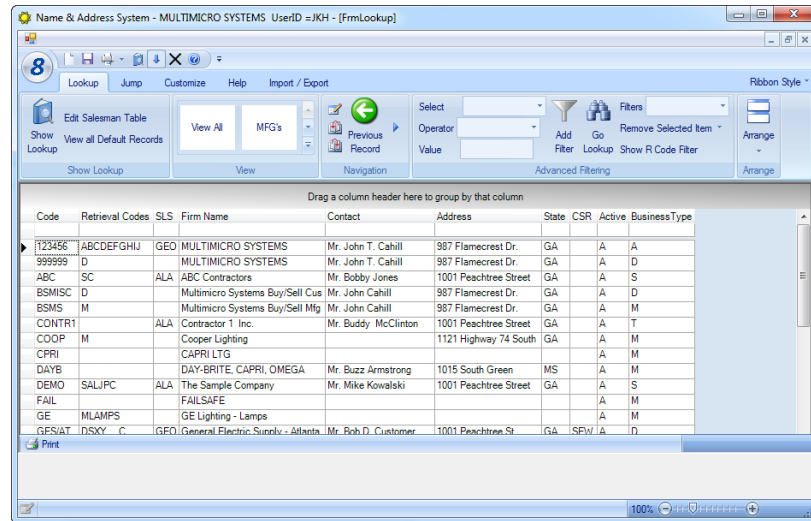
Send quotes to many customers at once

Change locking rules by giving the user a view only mode

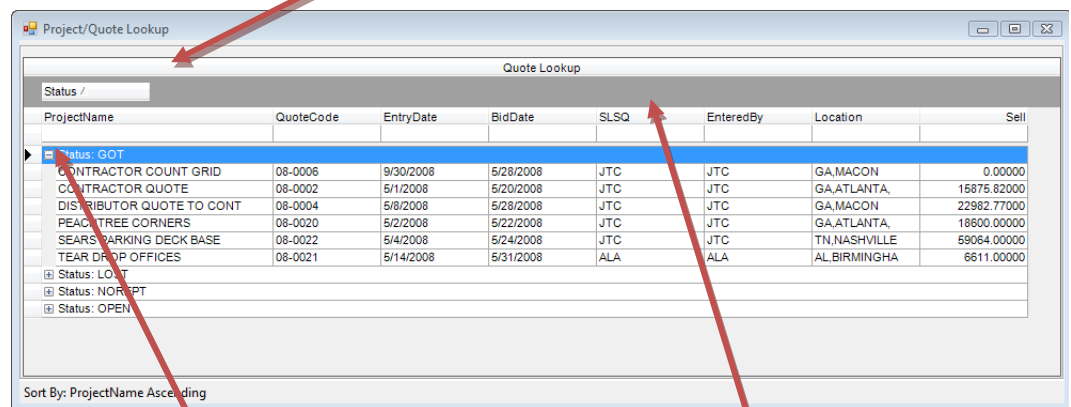
Group by bar that you move a column header to: This groups, sorts and allows drill down

Filter bar that you key into to select matching data in that column

## New Grid Lookup & Sort Options making your data easy to find



Group Data into one or more columns using the Group Bar. By moving the desired column to the group bar area, the rows are grouped together allowing you to drill down on each.



Click on the "+" to open and drill down on any grouped data.

Click on a column header to sort



# SAW8 – Selection and Filtering Data

Filter or sort data easily with keywords using the Filter Bar. In this case, ALA is entered in the filter bar to just show records assigned to ALA

Drag a column header here to group by that column

Code	Retrieval Codes	SLS	Firm Name	Contact
		ALA		
▶ 123456	ABCDEFGHIJ	ALA	MULTIMICRO SYSTEMS	Mr. John T. Cahill
ABC	SC	ALA	ABC Contractors Inc.	Mr. Bobby Jones
CONTR1	SC	ALA	Contractor 1 Inc.	Mr. Buddy McClinto
DEMO	DALJPC	ALA	The Sample Company	Mr. Mike Kowalski
GES/BR	DN	ALA	General Electric Supply	Mr. Joe T. Smith
JONES	SALJPC	ALA	Jones Architects Inc.	Mr. Bobby Jones
SAMPLE	SC	ALA	The Sample Contractor	Mr. Mike Kowalski
SMITH	SELJPC	ALA	Smith Engineers Inc.	Mr. Jim Smith

SOME ENHANCEMENTS

Add line items to Invoices

Easier interface for Factory  
Download of data

Quote side by side  
comparison of RFQ or  
Restore Quote Function

The Order System shows all Invoices per order and the Line Items attached to each invoice.

TESTPO-3

File Settings Save Add Add Buy/Sell Change Exit Help

PO # TESTPO-3 Entry 5/15/2010 MFG Cust Tot Ord \$ \$3,412.35  
 Job DEKALB COUNTY STADIUM GLOB GES/AT Comm-\$ \$279.47 % 8.19  
 Project DEKALB COUNTY STADIUM Project Control

Order Lines | Header Info | Bill / Ship | Invoices | Print

Apply Delete Print Save Hide Line Items Show Lns Hide Invoice Detail Acc Inv \$ \$250.00 Amt Due \$3,162.35  
 Comm-\$ \$25.00 Comm Due \$254.47

Invoices - select to see the lines attached

R	Process Date	Invoice Number	Invoice Date	InvoiceAmt	Comm	Carrier	Pro
▶ O	5/17/2010	506250	5/24/2010	250	25		

Order Lines attached to the selected Invoice

INV	Qty	MFG	Description	UM	Sell	Comm-\$	Comm-%	Ext Sell	Ext Comm
✓	20	GLOB	1 X 4 TROFFER	EA	30.00	1.5	5.00	\$600.00	\$30.00
✓	5	GLOB	2LP440A12	EA	28.00	2.10	7.50	\$140.00	\$10.50
☐	1	GLOB	333175MAL-8	EA	105.00	8.75	8.33	\$105.00	\$8.75
✓	6	GLOB	609728 REFRACTOR	FA	112.00	5.60	5.00	\$672.00	\$33.60

Batch Processing Date: Today Default Proc Date 052210 Apply Date: 052210 Reconcile Date: 010100 Create Discrepancy

All Y/N Inv Code Recon Code Process Date Invoice Number Invoice Date Invoice Amt Comm Amt  
 N P O 051710 506250 052410 2420 180.5

Inv Code Batch Applied By Ship Date Overage Freight Amt Comments: Reference  
 GLOB OX, TEXT: SYST... SEW 010100 0 0

MFGOrder # Carrier Pro Branch Code Last Change Date / By:  
 ATL 021010 JTC



# SAW8 – Drop Down Everywhere

Drop down lookup lists wherever possible: SLS, Status, MFG, Products, Etc.

Quote Lines | Quote Header | Quote To | Quote Print

Active	Note	LnCode	Qty	MFG	Type	Description
<input checked="" type="checkbox"/>			200	DAYB	4LPT	BASE BID
<input checked="" type="checkbox"/>			20	MFG Code		2GTG8432-01-UNV-1/4-EB
<input checked="" type="checkbox"/>		SUB	220	MFG Name		Description
<input checked="" type="checkbox"/>				BSMS	My Company Buy/Sell	2GTG8332-01-UNV-1/3-EB
<input checked="" type="checkbox"/>				DAYB	DAY-BRITE, CAPRI, OMEG	2GTG8432-01-UNV-1/4-EB
<input checked="" type="checkbox"/>			-200	GLOB	Globe Illumination Co.	2TG8231U6-01-277V-1/3EB-LPT735-F1
<input checked="" type="checkbox"/>			200	KEEN	Keene Lighting Products	TYPE OUTDOOR-1
<input checked="" type="checkbox"/>		SUB	0	WCPRI	Capri Lighting	<del>SUBTOTAL - ALT #1 DEDUCT</del>
<input checked="" type="checkbox"/>				WKEEN	Keene Corp. Whse	
<input checked="" type="checkbox"/>		NTE				ALT #2 -- ADDER
<input checked="" type="checkbox"/>			-20	CAPR	ABC	Change shower trim from a flat lens to a drop lens
<input checked="" type="checkbox"/>			20	CAPR	ABCE	CR1-SHR12IC ~Backout Flat lens
<input checked="" type="checkbox"/>		SUB	0			CR1-SHR16IC ~Add drop lens
<input checked="" type="checkbox"/>						SUBTOTAL - ALT #2 ADDER
<input checked="" type="checkbox"/>		NPN				Print as 2-Lump Sum and Press Space bar @ Total \$
<input checked="" type="checkbox"/>			220			

Record Modified | Line 2 | Sort = Original Seq

Unlimited space for Salesman, Specifiers, and Notes

Quote Lines | Quote Header | Quote SLS / Specifiers | Quote To / Realization | Quote Print

SLS Code	Split	NCode	FirmName	ContactName	SLSCode	Type
*		CONTR1	Contractor 1 Inc.		JTC	S
		JONES	Jones Architects Inc.		JTC	S
		*				

## SOME ENHANCEMENTS

Automatic recalculation of column totals, always shown on the column footer

Lamps attached to the end of each fixture

Many Drop Down Lookup Buttons

Expanded catalog description field

More color coding of unique lines

Each project has a folder to store related documents

Simple line codes for notes, subtotals, printing and etc.

More sales splits and specifiers per project



# SAW8 – Follow Up and Calendaring

Use the Calendar tool with reminders to notify you of outstanding work items.

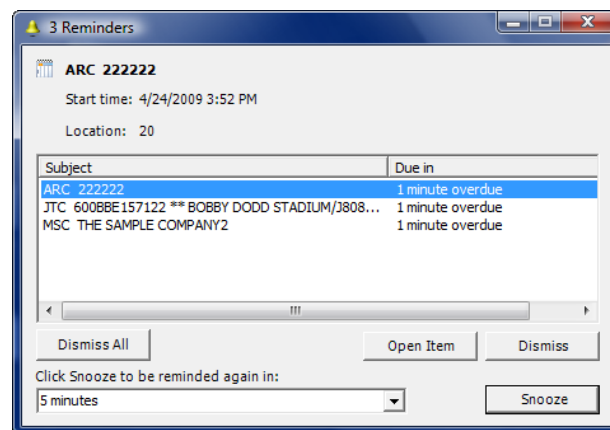
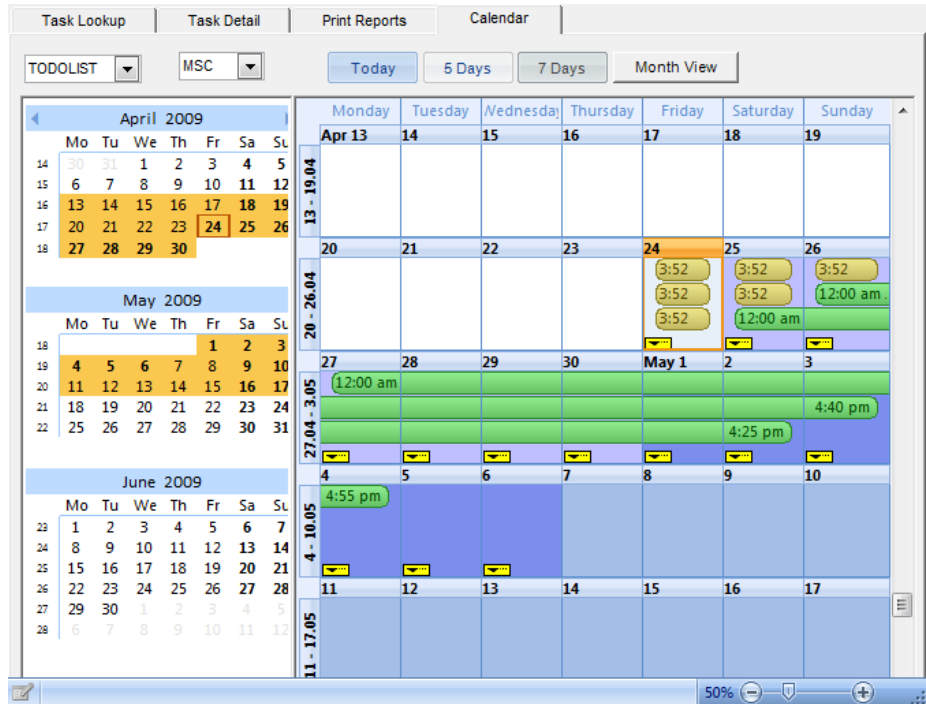
## SOME ENHANCEMENTS

Follow-up and Expedite System with Calendar tools

To do Lists \ Task lists with Reverse date lookup from today back

Expanded Order and Invoice reporting to handle many SLS Splits and other options

Pop up Reminders to keep you on schedule



# SAW8 – View Multiple Documents

View Multiple Projects, Quotes on the same screen

## SOME ENHANCEMENTS

Make everything customizable (colors/fonts for main menu and screens)

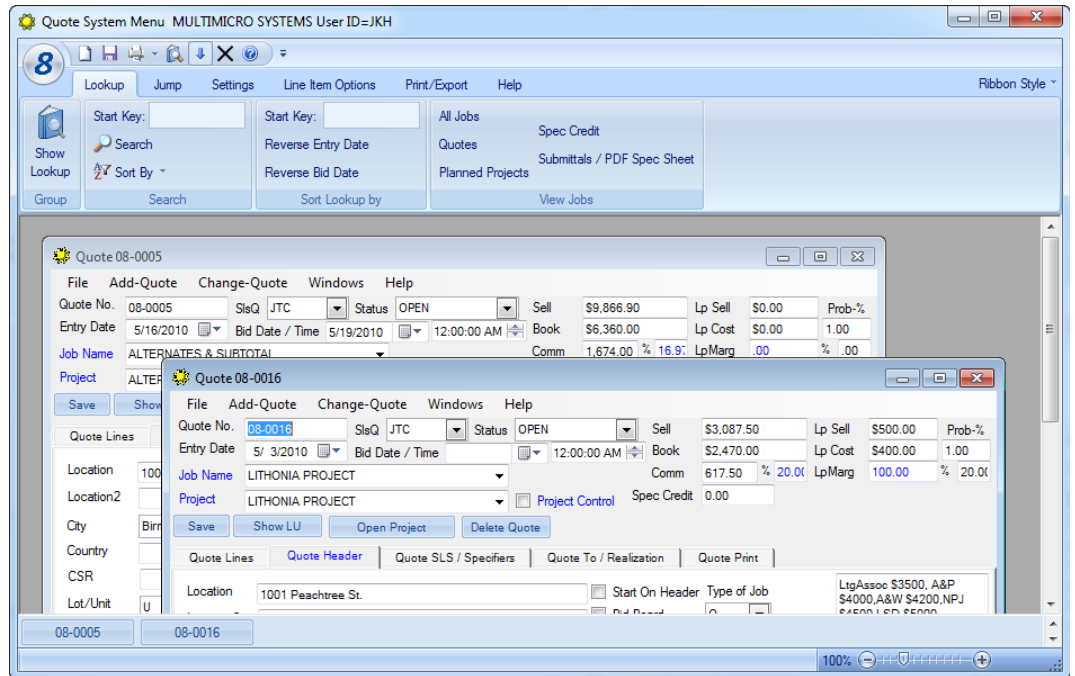
Make all forms resizable

Auto Save, Recover

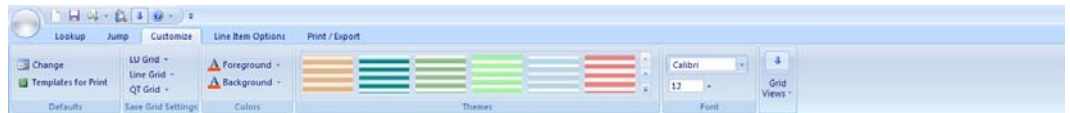
All grids are resizable

You can move columns left and right to customize

Hide any columns you don't need



Completely Customize the grids you work with every day with the ability to change colors, fonts, size, and visibility.



Easily zoom in/out from the grid, arrange columns in your preferred order

The screenshot shows a grid of quote lines in the SAW8 software. The grid has columns for QuoteCode, Select, Exclude, LnCode, Qty, Type, Rep, MFG, Description, UM, PC, Cost, Sell, and Comm%. The data is as follows:

QuoteCode	Select	Exclude	LnCode	Qty	Type	Rep	MFG	Description	UM	PC	Cost	Sell	Comm%
08-0016	<input type="checkbox"/>	<input type="checkbox"/>		25	A	JTC	LITH	2GT440A12120ESPWS1836LPSCW	EA		37.00	46.25	0
08-0016	<input type="checkbox"/>	<input type="checkbox"/>		4		JTC	GE	F40CW/RS/WM	EA		2.00	2.50	0
08-0016	<input type="checkbox"/>	<input type="checkbox"/>		10	B	JTC	LITH	ELM2	EA		31.00	38.75	0
08-0016	<input type="checkbox"/>	<input type="checkbox"/>		35	C	JTC	LITH	C240120ES	EA		16.00	20.00	0
08-0016	<input type="checkbox"/>	<input type="checkbox"/>		2		JTC	GE	F40CW/RS/WM	EA		2.00	2.50	0
08-0016	<input type="checkbox"/>	<input type="checkbox"/>		15	D	JTC	LITH	WC240-120ES	EA		45.00	56.25	0
08-0016	<input type="checkbox"/>	<input type="checkbox"/>		2		JTC	GE	F40CW/RS/WM	EA		2.00	2.50	0



# SAW8 – Customize Output

Overlay feature that prints on top of reports

## SOME ENHANCEMENTS

Improved report selection criteria

All Reports can be exported to Excel, CSV, HTML, and PDF. No need for special printers or third party software

Reports to handle unlimited SLS Splits and other options

You select which columns to include and the order of the columns.

Category	Asgn	A Date	Status	MFG	Customer	ContactName	Job Name	E-By	Location
QUOTE		20090402	OPEN	COOP	SHIITH	test	PIPE AND WIRE SAMPLE	ZZZ	test
VACATION	JTC	20090429	OPEN	KEEN	GESIAT	Mr. Ted B. Manufacturer	COLONIAL PIPELINE	ZZZ	
QUOTE	JTC	20090401	OPEN	WCPRI	FAIL			ZZZ	
MEETING	JTC	20090429	OPEN					ZZZ	
TODOLIST	JTC	20090430	OPEN					ZZZ	
TODOLIST	JTC	20090401	OPEN					ZZZ	
TODOLIST	JTC	20090402	OPEN	DAYB	9558			ZZZ	
TODOLIST	JTC	20090427	OPEN					ZZZ	
ORDER	MSC	20090429	OPEN	DAYB	CPRI	MR. MIKE KOWALSKI	THE SAMPLE COMPANY	001	
VACATION	MSC	20090428	OPEN	GLOB	ABC		DISTRIBUTOR QUOTE TO CONT	ZZZ	mms

Easily create printing templates to print just the columns you need

