JMS Cloud by Joinerysoft
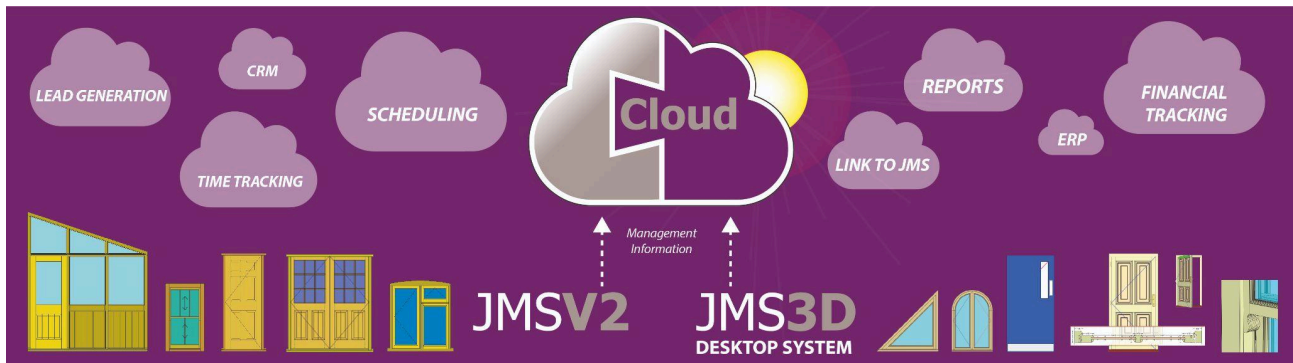
Nominated for BWF Innovation Award

Introduction

Software and apps benefit businesses providing many tools that help manage and improve efficiency. The variety of tools available can however cause problems with software and tools not communicating with each other leading to duplication of data and delays accessing information.

Joinerysoft has been involved in producing software for the joinery industry for over 20 years. With over 1000 software systems sold worldwide, Joinerysoft is a leading provider of software written specifically for the design and manufacture of bespoke timber joinery.

The problem

Most software is historically desktop bound which means that it is only available on the computer that it is resident on. This means that it is more difficult to access the information that the software provides at other sites or outside of business hours. Joinerysoft recognises that modern businesses require access to information twenty four hours a day, seven days a week. Improving its software over the years to further enhance business productivity and efficiency Joinerysoft has a policy of continuous development. Joinery manufacturers are predominantly crafts people and administrative tasks are commonly seen as secondary to the work of manufacturing high quality products. Joinerysoft's aim is to assist joinery manufacturers by making it easier to complete administrative tasks that further enhance their reputation as a high quality manufacturer and a professional business.

The Solution

JMS Cloud, developed by Joinerysoft, represents a groundbreaking advancement in the joinery industry. This cloud-based software solution, specifically designed for joinery businesses of all sizes, has significantly transformed operations by adding improved data capture and management information to its already strong offering of design and manufacturing software. Providing a familiar interface which links seamlessly

with all its desktop software in a cloud based environment JMS Cloud is available 24/7 and enhances efficiency, accuracy, and profitability of any joinery business. JMS Cloud is not just a tool; it's an innovation that addresses the unique challenges of the joinery sector, making it a prime candidate for the British Woodworking Federation's Innovation Award.

Innovation Overview

JMS Cloud offers a comprehensive, platform-independent solution that is accessible twenty four hours a day, seven days a week from almost any internet-connected device. It seamlessly integrates with existing JMS 2D and 3D desktop versions, providing a unified ecosystem that simplifies project management, customer relationship management (CRM), enterprise resource planning (ERP), and file management. The uniqueness of JMS Cloud is that this product has been written specifically for the joinery industry and removes duplication of effort. Synchronisation with JMS 2D and 3D means that real time information is shared with the cloud reducing errors and duplication and ensuring that management information is accurate. In addition the feature to export data to common accounting software promotes further reduction of errors and seamless integration. The solution provides a total package for all areas of a joinery business making it easy for joinery manufacturers to grow their business with improved efficiency and productivity while still concentrating on their core expertise.

> *"Joinerysoft has done a brilliant job of laying out JMS Cloud in a simple yet intuitive way, as a result setting up and training staff is all really quick and straightforward - exactly what you need in today's world. The web App also links into JMS 2D, which saves a lot of admin time and also eliminates the risk of error with data entry. We'd definitely recommend JMS Cloud and if you're already running JMS 2D it's a no brainer."*
>
> *Luke at Bosswood Joinery, Dorset*

Key innovative features:

Platform Independent, available 24/7 and built for the joinery industry

Available pretty much on any device with an internet connection JMS Cloud doesn't care if you are on a phone, tablet, or desktop computer the information is available 24 hours a day, 7 days a week from anywhere in the world and unlike off the shelf products JMS Cloud is built for the joinery industry from the ground up. Device responsive, JMS Cloud ensures the screen size adapts to the connecting device displaying information making it fully accessible to all.

Enhances JMS 2D and 3D Desktop Experience

JMS Cloud effortlessly syncs data both ways between Joinerysoft's desktop version of JMS whether that is 3D or 2D and the cloud. Contacts sync; so for example say you get an enquiry from your website, this can get automatically populated in JMS Cloud's CRM system, you click to create a new contact from that enquiry and like magic that contact is now available in your desktop version of JMS to create a quote. Once finished creating a quote you can sync that quote as a project into the Cloud for you to continue progressing to things like online scheduling.

CRM (Customer Relationship Management), ERP (Enterprise resource planning) and File Management

CRM, ERP and File management systems all linked together and based in the cloud, can become completely invaluable to any company. These systems combined allow you to ditch the paperwork, stop having to search all those emails, tracking down where you saved those photographs and trying to remember who you still had to call back.

JMS Cloud's CRM keeps track of things like customer details, any correspondence you may have with a customer and set follow ups to remind you when things need doing - meaning you never forget what was said or to do something again. Keep project/job details, photos/drawings, videos, files/documents and more with our online file storage, even keep it ordered in folders just like you would on your desktop computer.

The power of the CRM, combined with our powerful lead generation system means that you can actually link your contact form from your website straight into the CRM, convert that into a contact, set a value and opportunity - capturing each lead safely and securely meaning you never miss a lead again.

Microsoft Email & Sharepoint Integration

With Cloud we've implemented a link to your Microsoft accounts allowing you to easily import emails and use your sharepoint file management within JMS Cloud. So no more copying and pasting emails; you can with a few clicks import them straight in.
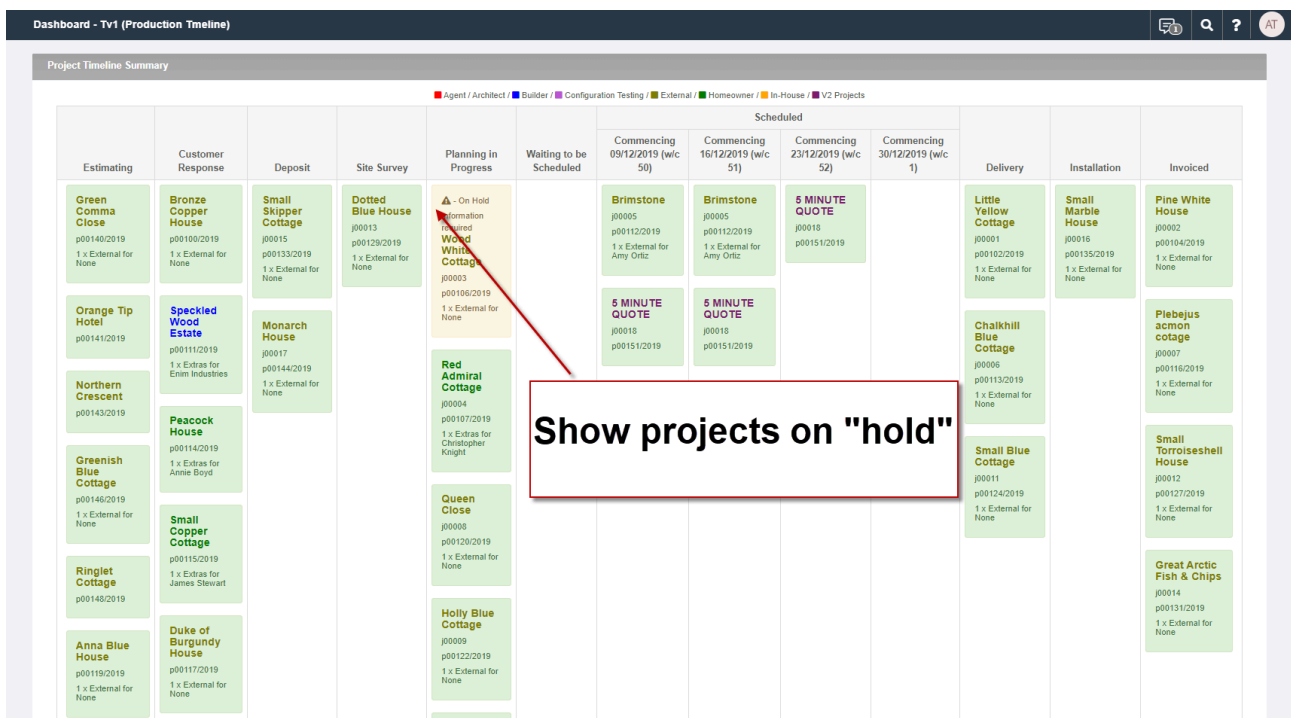
Let us worry about the data

With JMS Cloud you don't have to worry about the data, we do that for you!

Joinerysoft's Cloud systems are known in computer terminology as "tenanted", meaning you get your own domain to visit (e.g. yourcompany.cloudwebsite.com) and this system means that there can never be cross company data contamination between customers.

With 2 hourly backups of data and regular backups of files, you know everything you enter and upload is safely stored for you. Using the latest Amazon web services technology, we get incredible uptime and a mass of background infrastructure to make sure your system never skips a beat.

TV View Gives Overall Clarity

What is TV view? Most joiners will have a white board in their office which they will write on to try and plan their work. TV view is the equivalent of many different white boards which are automatically being updated without the need to physically touch them.

Clarity of the different areas within your business is a necessity to being efficient and successful. JMS Cloud's TV View gives you the ability to put real time reports on multiple screens so you can see an overview of all the different areas of your business in real time as things are happening. For example - do you need to know how many sales are in this month? Put the report on a screen and watch as the numbers change.
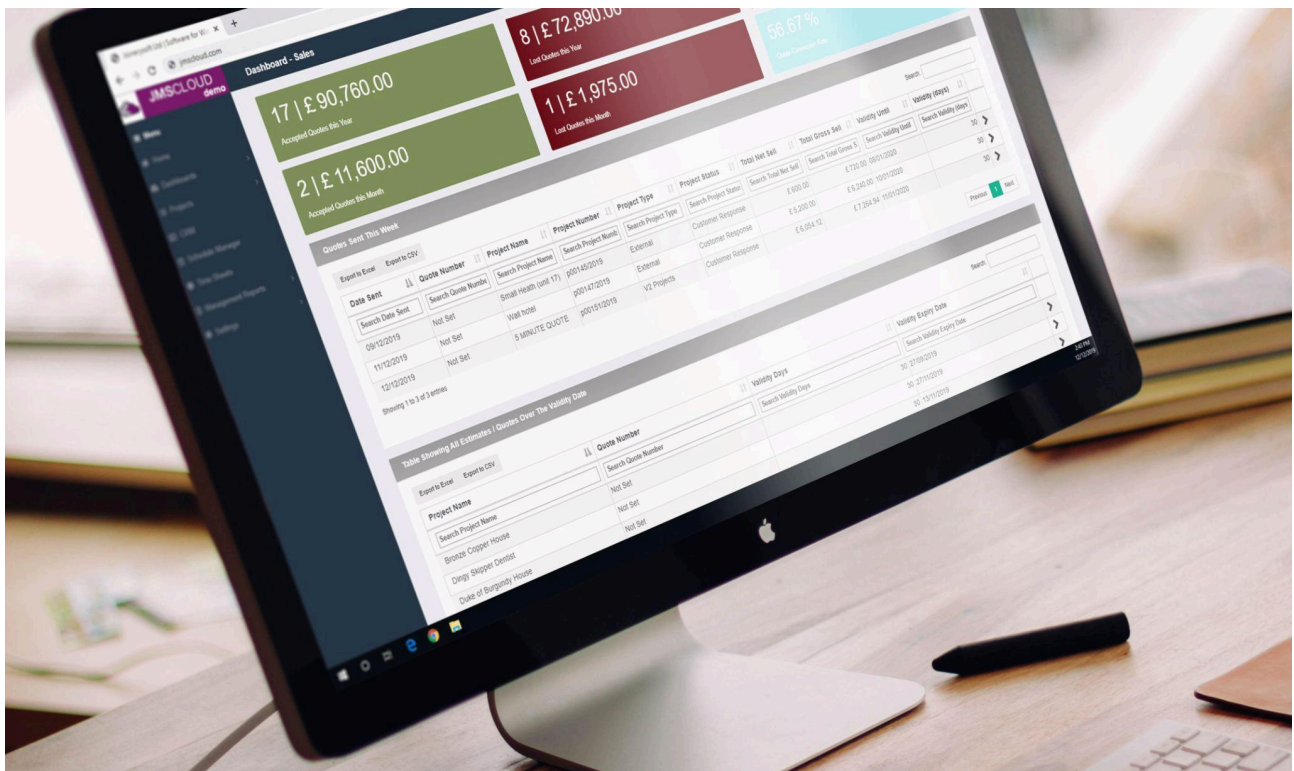
Export Data to Accounts

Joinery manufacturers use many different accounting software and packages. JMS Cloud offers the best flexibility for getting data into these packages using its data exporting function for accounts packages. Reducing errors in copying data and removing duplication of effort this feature powerfully connects your systems to streamline your business.

Flexibility in users

Easily add users on a month by month basis making it really simple to get more people using different aspects of the software and getting the whole business involved.
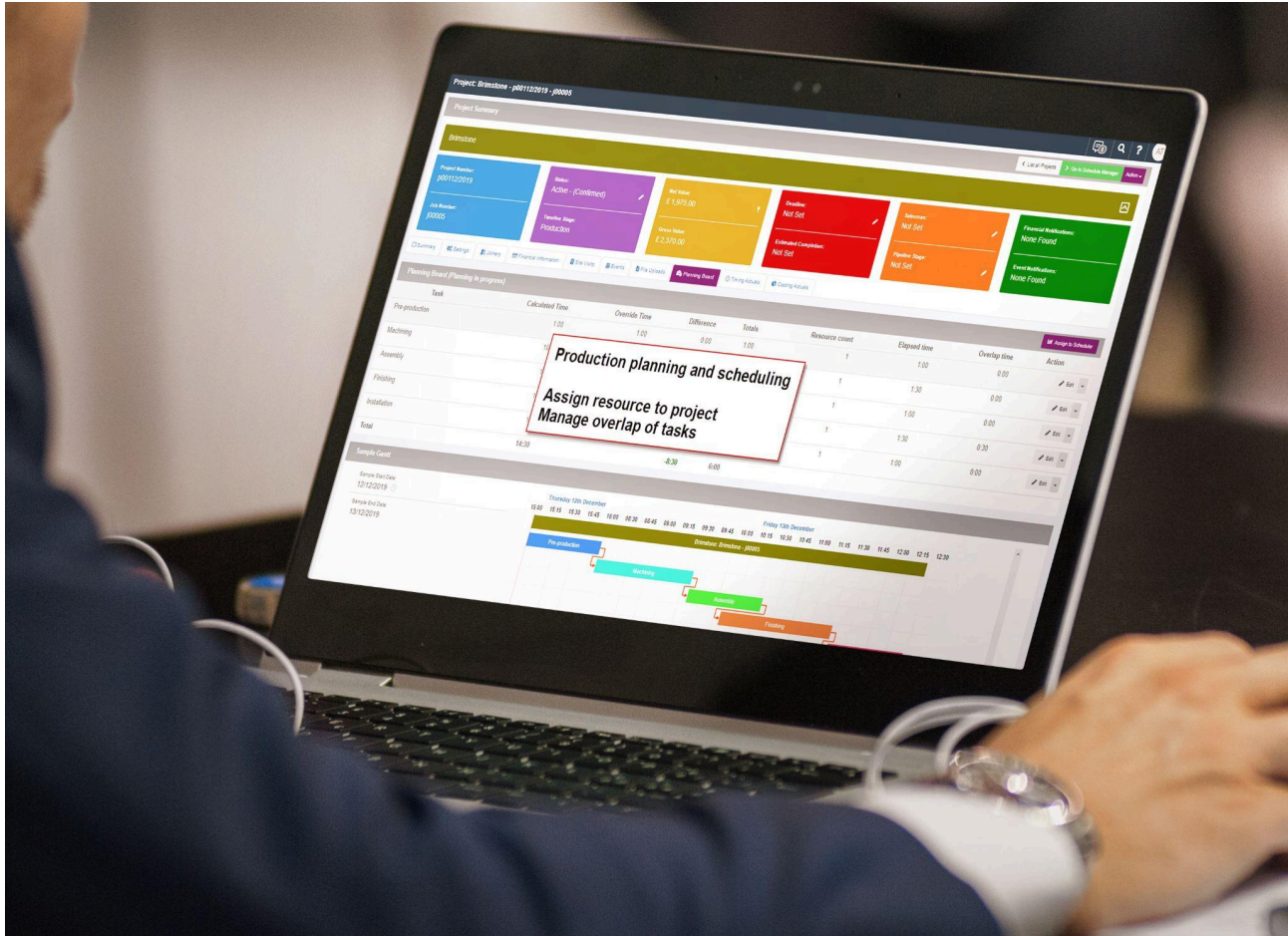
Fully Customisable Real Time Reports

Our powerful reporting system gives businesses fully customisable real time reports within seconds. Reports from all aspects of your business, from jobs on the workshop floor to the number of enquiries or sales that have been made. JMS Cloud provides all the information managers need clearly laid out, so no more hunting around for paper and getting the calculator out.

Schedule Jobs, Manage Resources and Tasks

A huge part of any workshop is scheduling jobs and managing resources so those jobs are completed on time.
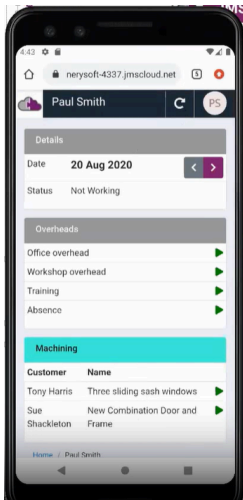

JMS Cloud's scheduling system makes this easier by assessing the job, showing the resources, and tasks needed and even tells you when that job needs to be dropped onto the workshop floor in order for you to finish it on time. Schedule jobs in a calendar, see them in real time on a gantt chart and make sure that you never fail to meet a deadline again.

> "We have found that by using Cloud we can get a pretty accurate timeline to schedule our list of work so that the customer is well informed and this helps us to schedule jobs to the value needed to cover the costs per month"
>
> Neil at Ochiltree Bespoke Joinery, Northumberland

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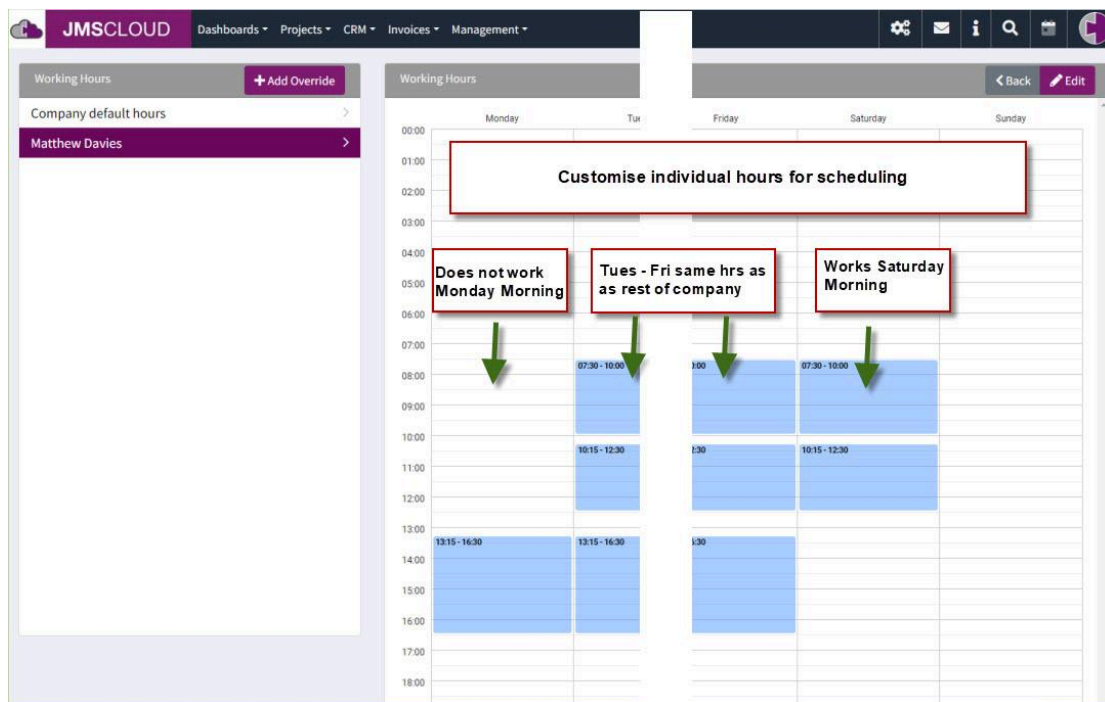
Timesheets and Time Tracking

JMS Cloud allows you to track time at an employee level or at a job/component/station level.

One of the best ways to make your business more efficient is to bring in time tracking and there are lots of different ways that JMS Cloud helps you track timings.

Time tracking isn't just about accountability, it's also about using that tracked time to make your business even more accurate and efficient. If you track a person doing a job five times you should be able to then start more accurately estimating how long that job takes and will take in the future, making your pricing and scheduling more accurate than ever.

Tracking can be done by a single mobile or by a tablet that can be in a department and is able to track the times of multiple individuals on multiple projects.

Individual working hours can be input into JMS Cloud including absences or agreed overtime to ensure the scheduling is correct.

> *"JMS Cloud works well for us. The boys [in the workshop] clock on and off all their jobs and we can track the hours spent on each job to see if we are making money on the jobs we do. We wouldn't be without it now."*
>
> *Dean Joinery, Gloucestershire*

Manage External Jobs

With JMS Cloud you can manage all your jobs from your desktop version of JMS 2D and 3D in one place, but what about those jobs that don't fall in the realm of JMS 2D and 3D? Well JMS Cloud is flexible enough to give you the ability to quote for external jobs as well. Build your quotation, add images and more and then manage it in the cloud just like you would any other project.

Cost & Time Analysis

With JMS Cloud you have the tools at your fingertips to do a cost analysis of all areas of your business, giving you peace of mind that what you are charging is correct and guaranteeing you profit.

Clarity in simple icons

No Actual data input	Actual data is greater than forecast - **[Less Profit]**	Actual data is less than forecast - **[More Profit]**

> *"It is great to be able to time the jobs with the staff and get actual timings so that the jobs are costed correctly to ensure future work is priced correctly."*
>
> *Neil at Ochiltree Bespoke Joinery, Northumberland*

Costing Actuals Overview

5 results | 100 Rows | Search

Type	Estimated Cost	Actual Cost	Difference	
Materials	£605.50	£500.00	-£105.50 🙂	›
Glazing	£294.41	£1,550.00	£1,255.59 🙁	›
Fittings	£328.06	£500.00	£171.94 🙁	›
Finishing	£47.43	£0.00	-£47.43 😐	›
Other - (Extras/Site Visits)	£0.00	£0.00	£0.00 😐	›
Totals	**£1,275.40**	**£2,550.00**	**£1,274.60**	

Showing 1 to 5 of 5 entries | Previous | 1 | Next

Compare individual jobs or all jobs for a particular period and quickly see which ones are making money or losing money.

Joinerysoft

Impact on the Joinery Industry

JMS Cloud provides many benefits including:

1. **Increased Efficiency:** JMS Cloud automates and streamlines many administrative tasks especially those focused around customer communication, and links seamlessly with production systems and accounting packages. This reduces manual labour, minimises errors, and saves time, making operations more efficient.

2. **Enhanced Professionalism:** The CRM helps improve customer communication and ensures that follow ups are tracked and completed in a timely manner. Scheduling allows resources to be allocated accurately to ensure that jobs are completed on time and to customer satisfaction. This impresses clients and helps companies win more work.

3. **Improved Profitability**: JMS Cloud provides cost analysis of every area of your business. This with stock control, avoiding unnecessary high stock levels, and time tracking to accurately track costs and better predict future jobs leads to increased profitability.

4. **Improved Accuracy**: Links between website customer contact forms and the CRM, as well as JMS 2D and 3D job information and JMS Cloud job scheduling systems reduces duplication and ensures accuracy. In addition links with major accounting software streamlines business processes and reduces time consuming duplication of effort further guaranteeing accuracy and efficiency.

5. **Advanced Technology Integration:** JMS Cloud has an APi feature which allows it to connect directly to other business intelligence tools, such as PowerBI

6. **Comprehensive Management Tools**: JMS Cloud provides 24/7 online access to management tools, including time tracking, scheduling, CRM integration, and resource management, all of which contribute to better project planning and execution.

7. **Scalability for All Business Sizes**: JMS Cloud offers a solution that is suitable for small workshops to large-scale manufacturing companies, making it adaptable for businesses of any size.

> *"We are now fully confident to solely use the web app alongside JMS V2 for running and monitoring the business operations from initial enquiry right through to job completion."*
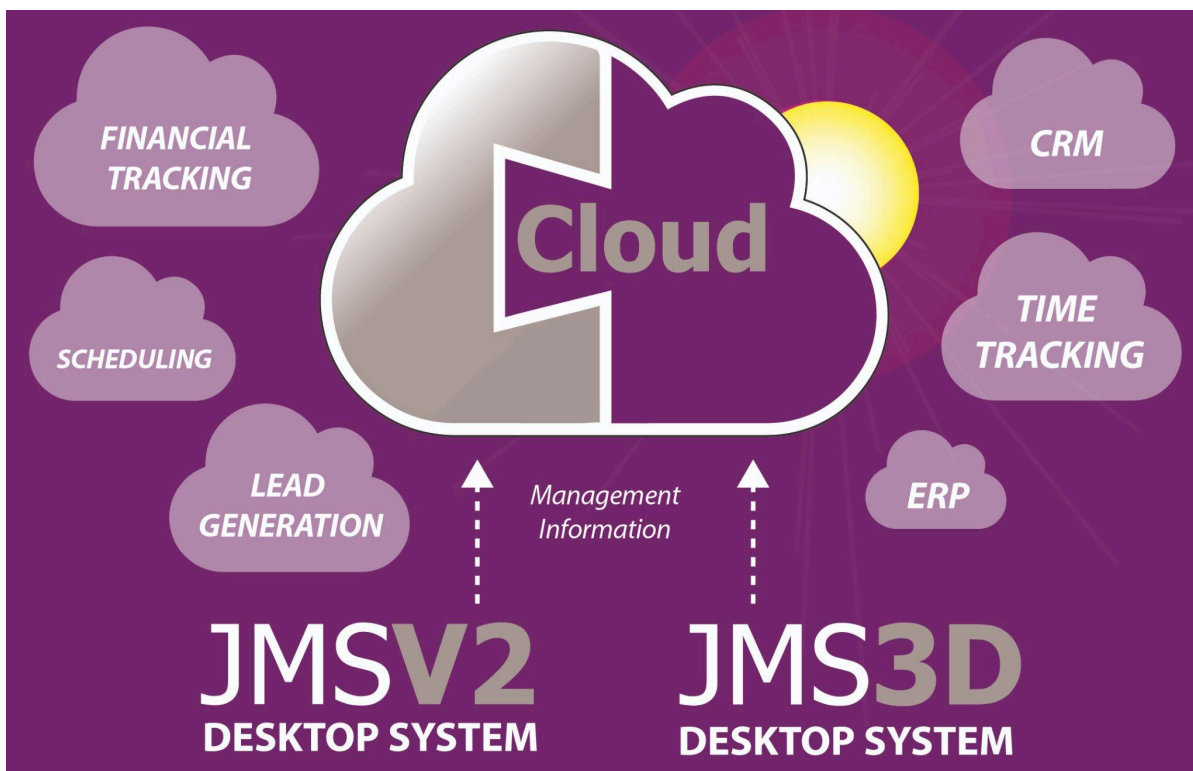>
> *Luke at Bosswood Joinery, Dorset*

JMS Cloud has been a game-changer for businesses in the joinery sector. Its innovative features have driven substantial improvements in efficiency, accuracy, and profitability.

"For most joinery companies, JMS Cloud is very good. It has made a mega difference in the workshop and being able to analyse the labour time for each of our projects. It has continued to push our profits upwards.."

John Fanthorpe of JF Joinery, Devon

Conclusion

JMS Cloud exemplifies the innovation needed in today's competitive joinery industry. By addressing the unique needs of joinery businesses and offering a scalable, secure, and highly efficient solution, Joinerysoft has set a new standard for operational excellence.

Features and Prices for JMS Cloud Bands D, E and F

Feature		JMS Cloud Bands		
		D	E	F
Resource Count (Employees)				
	Maximum number of employees that are able to have time tracking	12	18	25
Storage Space				
	FREE Allocated Storage Space (Used for photos, drawings, Excel sheets, Word docs)	500gb	1TB	1TB
JMS Users				
	JMS users with JMS Cloud access (This is the same number of users you already have using JMS 2D or JMS 3D)	-	-	-
	JMS Cloud only user (Full Access - NO JMS desktop access) - additional licences over defaults £10p/m	1	1	1
	JMS Cloud only user (Operator access) - additional licences over defaults £5p/m	0	0	0
Workshop Users & Wall board logins				
	Workshop Logins - This can be a PC or tablet that can allow multiple employees (resources) to login to track their individual times. Ie: a couple of tablets or PC's can be in the workshop which allow real time tracking. (Extra £10 each p/m)	4	4	6
	Wallboard - These can be used on TV's / monitors that display different reports, such as sales information or the planning board. They update automatically and thus show where any job is in the factory in real time. (Extra £5 each p/m)	2	2	2
Excel Output				
	Export of a table report to Excel (additional reports £10 per month)	2	Unlimited	Unlimited

Prices		D	E	F
One off Payments	Setup (Setting up secure unique web tenant and linking to JMS)	£950	£1150	£1300
	6hrs training - more training available at standard rate	£660	£660	£660
Monthly	Additional JMS monthly subscription based on a rolling annual subscription. Dates will be linked to existing support contracts.	£180.00	£217.00	£268.00

All prices are exclusive of VAT. Subject to Joinerysoft Ltd standard Terms and conditions

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