

# Furniture Stores

# Windward System Five



## Windward System Five - Business Management

Windward System Five is a fully integrated point of sale software package that helps run your furniture store instead of just reporting on it.

Windward System Five is the best choice for managing your furniture store. There are many unique problems encountered by these businesses that other "off the shelf" accounting packages cannot handle. For example, Special Orders (or Tag Orders) are very common in the furniture industry and are especially easy to use with Windward System Five.

Many furniture stores custom order inventory for their clients. Windward will allow you to start an invoice at point of sale, sell the inventory item and take a deposit. The system will remind you and ensure that you remember to call the supplier and order it. When it arrives, the system will remind you to set the inventory item aside for the customer, ensuring that you or your staff do not accidentally sell the item to another customer.

### Sales History

When a customer makes a warranty claim, the original invoice can be easily found in the system. Sales are fully stored in the system for as many years as is required. You can find the original invoice by customer name, invoice number, inventory item number or serial number. Once the invoice is found, it can be reprinted if required. Furniture stores with a manual accounting system now either have to search through a lot of records to find the sales invoice, or have an extensive manual tracking system that is time consuming and expensive to maintain.

### Add Serial Numbers Later

With Windward System Five, you can sell an item without the serial number and take the customer's deposit. When the warehouse ships the product to the customer, the serial number that is easiest to get to is selected and entered into the computer. Windward has several checks and balances to ensure you don't forget to enter the serial numbers. This gives you the best of both worlds, allowing you to sell product and take deposits while still allowing for strong inventory control.

### Parts and Service

Work Orders are used for work in progress. This can include repairs, but can also include sales where extra work is required before the item is delivered to the customer such as adding on optional fabric treatments. The inventory is marked as allocated so that it cannot be sold to someone else, but the invoice is not posted to the general ledger until the actual sale is complete.

#### OPTIONAL HARDWARE

- Barcode scanner
- Laser printer for printing reports and bar code labels
- Receipt/Invoice printer
- Electronic cash drawer
- Customer pole display
- Programmable keyboard
- Wireless handheld units



### Contractor Sales

Support for selling large quantities to one customer, such as sales for an apartment building or hotel chain.

### Buying Group Support

It's popular for furniture stores to belong to a buying group to get better pricing and terms on the inventory. When a large group negotiates a price instead of each individual store, the manufacturers tend to sit up and listen. When looking at the manufacturers history, you will see a list of all the purchases and that balance owing as zero.

### Price Labels

Windward System Five can print your inventory labels. These can be simple sticky labels, to cardboard tags, to small display signs. The label designer gives you complete control over how the end result will look and what you want to show or not show.

### Commission and Spiffs

Calculate salesperson's commissions in a very detailed fashion. The commission rate can be based on the sales margin. The more money that was made, the higher the salesperson's commission rate will be. Even if you don't pay the sale people commissions, the information given by the salesman analysis report will be invaluable for running your business.

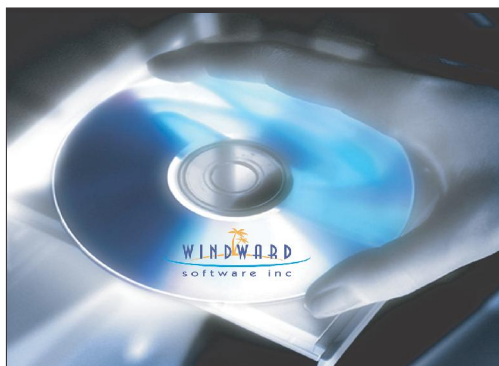
### Delivery Schedules

See other deliveries scheduled at a click of a mouse. Print maps out for your delivery drivers from our simple web interface.

### Warning Comments and Up Selling Features

These comments can be entered for inventory items requiring special treatment by the salesperson. For example, if a couch was being sold, the comment could remind the salesperson to ask the customer if they had seen the matching chair. The comments can be structured in a way to help junior sales people sell additional inventory.

# Windward System Five



## Gain Control of your Business Today

### Windward System Five

A fully integrated business software application that helps you run your business instead of just reporting on it.

With several thousand installations in 31 countries, Windward Software Inc. will be around to support you, add functionality to the product as your business evolves, and most importantly, help you gain control of your business. It's what we've been doing since 1984.

Windward Software Inc., is a software developer dedicated to providing the most flexible and user-friendly, fully-integrated business management system on the market. Windward System Five offers functionality to suit simple to complex business needs at a very competitive price.

**Speak with a Windward representative today, and book a live demo appointment!**

Windward Software Inc.  
Suite 200 - 3547 Skaha Lake Rd  
Penticton, BC V2A 7K2  
Toll Free: (800) 663-5750  
Fax: (250) 492-8886

**Free - no hassle  
trial version  
online!**

 [furniturepos.wws5.com](http://furniturepos.wws5.com)

#### Sales and Invoicing

- 99 pricing schedules customizable to individual customer accounts
- Create estimates, work orders, or invoices, and convert back and forth with ease
- Every entry automatically updates all the other modules of your system, eliminating the errors associated with duplicate entry
- Flexibility of handling cash sales and printing receipts, quickly and simply
- Easy tracking of customer purchase history, increasing service and sales
- Handles invoicing and special orders, reducing "hands on" requirements
- Accommodates complex commission structures, without complex supervision

#### Inventory & Warranty Tracking

- Real-time inventory tracking, even between multiple stores, helps optimize stock levels
- Automatic purchase order suggestion saves time and increases inventory efficiency
- 3D Matrix Option makes inventory handling easier
- Receive inventory to a specific job or work order, so items won't be "accidentally" sold
- Consignment, Floorplans, RMAs and more

#### Accounting

- Recommended by accountants for its detail and depth
- Exports to Caseware for your accountant at year end
- Flexibility to work in multiple months or multiple years at a time
- Flexibility to correct errors without a series of complex journal entries
- Fantastic drill down capability, giving you all the timely information you require
- Greatly reduces the time required for your Accountant to complete year-end

#### CRM (Customer Relationship Management)

- Search for customers by name, phone number, address, city, or other options
- Retains detailed history to help focus marketing opportunities
- Store documents, spreadsheets, pictures with the customer information
- Excellent customer service tool helps personalize your dealings with the customer

#### E-Commerce Solutions

- Put your store online in just minutes - it's that easy
- Flexible templates or design your own
- Orders are copied into Windward System Five to reduce errors
- Handles multiple tax calculations and shipping rules, saving time and headaches
- Search multiple store locations for inventory availability and shipping convenience

#### Reporting

- Real time & historical reports at your fingertips, when you need them
- Standard reports and customer reporting capabilities keeps you on top of the business
- Analyze your operation, so you can run the business, not have the business run you

#### Other Standard Features

- UPC bar code scanning and on-line price lookup helps speed throughput and eliminate errors at the checkout counter
- Security feature allows you to set access privileges by employee
- Flexible forms design - use existing forms or create new ones tailored to your business