

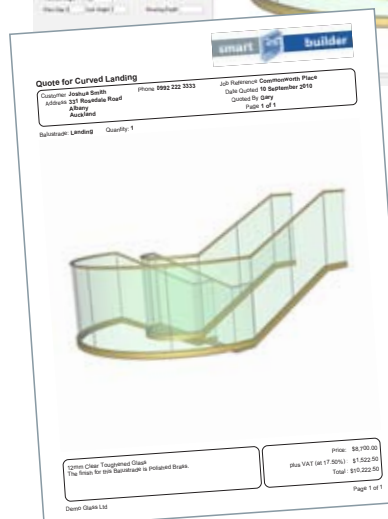
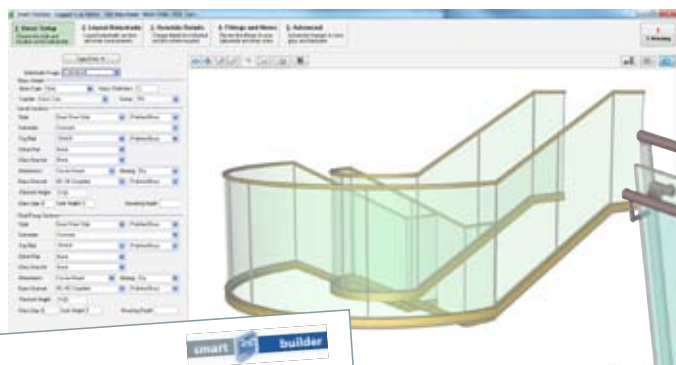
# the world's leading balustrade design software



## Smart-Balustrade product guide

Frameless glass balustrades and barriers are becoming increasingly popular and Smart-Balustrade is being developed to meet this growing need. It supports a wide range of hardware styles including base channel, forks, face clamps and post support systems with top caps, offset hand rails or both.

The strength of Smart-Balustrade is the ease with which it allows you to change the layout or style for your whole balustrade, and yet at the same time enables you to drill down to override the tiniest details. With each change Smart-Balustrade automatically recalculates everything, adjusting the complete hardware list and glass details based on your selections and preferences. It couldn't be easier!



## Did you know?

- Balustrades can be displayed as plan views, in full colour 3D or in outline 3D.
- You can switch between quoting a layout as a glass balustrade or metal railing with the touch of a button.
- Glass is automatically priced based on your selected supplier.
- The Smart-Builder range of software is the only suite of integrated products designed specifically for the frameless glass industry.
- Curved or faceted railing sections can easily be added.
- Balustrades can be fixed by base shoe, stand offs, floor brackets or posts, using level or fascia mounting as appropriate.
- Custom laminate can be specified for glass infills.

○ Save costs

○ Increase sales

○ Improve efficiency

○ Gain control

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## Why Smart-Balustrade?

The key benefits which we hear time and time again are:

**Speed of quoting** - Quoting can be a very time consuming exercise, yet it is essential to maintain a healthy flow of work. Unfortunately, firing back quick but inaccurate quotes is not the answer. Quote too high and a competitor gets the job, quote too low and you could well lose money on the job. Smart-Balustrade solves this by allowing you to design and cost a complete balustrade so quickly that there is no excuse for not knowing the exact glass and hardware costs expected. The fact that the resulting quote also looks so professional is the icing on the cake.

**Attractive 3D drawing** - Smart-Balustrade provides full colour or outline rendered drawings of your balustrade as you design it. This accurate drawing can be rotated, zoomed and adjusted to show off the design just the way you want it. Needless to say this is a great selling point on quotes and really helps your customers visualise your proposal.

**Save on glass** - Toughened glass is expensive and mistakes are far too obvious. The cost of unusable glass can be a significant one. Smart-Balustrade

eliminates wastage by taking care of the glass size calculations for you and producing detailed glass order drawings at the touch of a button. No more issues with forgetting to deduct clearances, cut-outs not lining up, or glass not matching a sloping floor.

**Record keeping** - Have you ever had a customer call up and give the go ahead for a quote you can't even find any more? Or maybe a customer wants a new balustrade in exactly the same style and finish as the one you did last year - how do you know all the details without going out and checking? Smart-Balustrade solves both problems by keeping a complete record of all balustrades you design.

**Easy installation** - Smart-Balustrade produces an installation printout complete with plan view and optimised hardware cutting instructions. Each cut piece includes mitre information and is labelled and referenced back to the correct location on the plan, making installation a snap.

- Design your balustrades within Smart-Toolbox to gain even greater benefits, including glass order tracking, installation scheduling, invoicing, and more.
- Fully customisable and usable with any hardware range - Smart-Balustrade contains full maintenance screens for adding new hardware as your business evolves.
- Available standalone, networked or over the internet.
- Full UK based support.

"Our company has used the software for ten years now and the savings in glass errors, time and money have been phenomenal. We see it as a vital tool for any owner who wants to grow their business. It has been the unsung hero of our installation business"

Robert Famularo, *Director*  
Euroglass Systems Ltd



The Smart-Builder software suite.

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