# Our digital world

Business cannot operate without software. From management to manufacturing, whatever we do, we rely, at some stage, on computing power and the abilities software brings.

The fenestration industry is n oexception. From the initial stages of sales and estimating to order input, stock control and manufacturing to the logistics of getting the product out of the door to the customer we would be lost without software to drive these processes.

But most users have little idea about the software that runs the machines and powers the operations it runs. To keep things simple and hassle free what is needed is a totally integrated software product that will smooth the whole process but is modular so that a company can take the elements it needs and flexible enough that it can grow with the business.

Launched in 1991 by developer Simon Farmer, First Degree Systems has worked to provide the fenestration industry with specialist software for almost 30 years and Simon Farmer remains lead developer and MD. First Degree offers a comprehensive range of specialist software created to suit a fenestration business regardless of size. With all of First Degree's software the user has the option of a cloud-based or local installation.

The backbone of First Degree's integrated systems is Window Designer. This core product provides the tools to drive a business and deliver flexibility. First Degree offers versions for retailers as well as the standard, professional and cloud options. It allows the design, manufacturing and pricing of practically any style, shape and system and enables quotations to be processed from anywhere – within the office, at a satellite location or even at the customer's home.

Integrated with Window Designer is Fengo2. This is fast, simple and customer focused with a visual front end that makes for the ultimate sales and survey experience and offers many deployment opportunities be that on an Ipad, within Window Designer or as a custom built web interface.

Once set up with a company's product range Fengo2 offers the ability to easily process quotes and orders, print or email reports directly from the device and add photo realistic windows to a customer's photo.

All designs and pricing is built in so the lack of an internet connection is not a problem. And when you next have an internet connection click to sync and re-connect to the main system. Fengo2 also allows the user to add their own brand to splash screens.

Zandi is modern business intelligence software with deep Window Designer integration. It can be deployed for all business levels from a small start-up business to a large scale manufacturer of multiple product types. Zandi offers a scalable solution to streamline processes and helps make a company more profitable.

Capturing information from Window Designer and any connected cloud retailer system's a business can see products and values quoted, order received, review customers trends, view order details, ticket customer issues, track returns, assign works, plan projects, view sales pipelines, book diary appointments to connected works and much more.

User access permissions mean that a user only sees what they are allowed t osee, keeping critical business information securely locked to those who need it.

However there is more to First Degree Systems than just Zandi, Fengo2 and Window Designer and 2019 sees deployment of their new web site www.first-degree-systems.com where anyone wishing to find out more can come and explore what i thas to offer. ❐