

# Software companies dish on what's new

## CDMS

cdms-inc.com

The most exciting new features at CDMS include B2B, CCA Revelation Gateway Interface and Builder Referral Commission, to name a few.

CDMS B2B now includes the price and product updates for all floor covering products from carpet, area rugs, tile, hardwood, laminates and supplies. CDMS version 10.00 includes an area in its product catalog to store all the information that suppliers can send through



this transaction including: composition, collection, associated SKUs, UPC code, SKU code, manufacturer SKU code, or buying group. The newest version of the B2B 832 also includes a website URL for a picture of the product from the supplier website. Not all of the suppliers are currently sending this information, but CDMS has the fields ready to be populated once these suppliers get up to speed. B2B also includes electronic invoices. CDMS will notify the client of any price or quantity

changes from the quantity or prices purchased. These invoices update the inventory, customer work orders and the purchasing/receiving history. This feature has allowed its B2B customers to expand and grow without hiring personnel to support the additional stores.

B2B also includes electronic purchasing. Only a few vendors are actively performing these transactions. "If you electronically send a purchase order to Shaw Industries, you have a confirmation number and available to ship date in around eight seconds," the company said.

## Commercial Flooring Estimating

commercialflooringestimating.com

Outsource the expensive and time-consuming task of estimating square footage before bidding on commercial flooring installations with Commercial Flooring Estimating (CFE), based in Citrus Heights, Calif. Utilizing blueprints or electronic files, CFE can size up any job in the U.S. or abroad.

"The effects of the economy have driven those in the flooring industry to search for alternatives that would help reduce their company's overhead expenses, so an online estimating service is certainly appealing to many CEOs and business owners," said Cristian Valcu, senior estimator, Commercial Flooring Estimating. "Outsourcing the most tedious and time-consuming part of the business provides tremendous savings while keeping the businesses focused on bringing in more direct sales."

CFE focuses on corporate, education, government, health care, hospitality, property management, retail and tenant improvement estimates of all flooring types.



## Dancik

dancik.com

Two of Dancik's featured business solutions are the Dancik Enterprise System (DES) and the Décor 24 add-on.

The Dancik Enterprise System provides a single, affordable solution for managing your entire business — from point of sale and customer relationships to operations and accounting. With Dancik Enterprise System, your business can streamline operations, act on timely and complete information, and accelerate profitable growth. DES was built from the ground up for the flooring, tile, stone, and home décor industry, and is rich in functionality that addresses every nuance of your business. Some of the special features of the Dancik Enterprise System is its Inventory Selection Optimizer, which automatically allocates the correct shades, dye lots, rolls, calipers, and pallets to each order; a General Ledger Drilldown that enables financial managers to start with a 12-month view of overall financial position, and drill down in any sequence; and the Bill of Material function that allows products to be associated with each other and provides a simplified approach to up-selling.

The Dancik Décor 24 add-on is a complete website for customers to use 24/7. Décor 24 is fully integrated with the Dancik Enterprise System, and provides real-time data access and order placement. Décor 24 increases sales and reduces errors by suggesting the recommended trims, moldings, and installation materials that go with each product ordered.



## Kashmoo

kashmoo.com

Kashmoo released flooringsoft.com, a Web-based system that allows users to log in anywhere, anytime, no server required. The system is designed to meet the needs of all types of flooring dealers, including those specializing in retail, builder, multi-family, distributor, and commercial products and services. Features include integration with QuickBooks and advanced job costing.

**QuickBooks integration:** Real-time, two-way, encrypted integration that instantly updates in both systems through a secure Internet connection.

**Advanced job costing:** Since all steps are integrated in flooringsoft.com, everything about the job, including materials, labor, taxes, commissions, etc., are automatically calculated to provide estimated job costs and margins from the moment the job is started until the final vendor bills are entered. FlooringSoft user Paige Watts, owner of Knight Carpet in Abilene, Texas, said, "FlooringSoft saves me and my entire team easily two-thirds of the time we used to spend manually handwriting and calculating every thing."

Flooringsoft.com automatically generates a job costing and margin report. Watts added, "Before I got FlooringSoft, I would only get profit and loss statements about once a quarter about 10 days into the month, I know exactly where I stand for the previous month, and this is a huge benefit."

FlooringSoft Job Cost Sheet				
Customer	Bob Bartley	Salesperson		
Job Type	Retail	W/O % Complete		
Job Name	Main House	Material % Rec		
Sidemark		% Delivered		
<b>Material</b>				
Total Material Price \$	3484.07	<b>Job Totals</b>		
From Stock Cost \$	122.68	Total Revenue \$		
Special Orders not on POs \$	0.00	Pre-Commission		
Special Orders on POs \$	2072.76	Freight \$		
Material Profit \$	1288.63	Total Cost \$		
Material Margin %	36.98	Gross Profit \$		
<b>Labor</b>				
Total Labor Price \$	348.44	Gross Profit Man		
Labor not on Work Orders \$	0.00	Sales 1 Commis		
Labor on Work Orders \$	208.83	Sales 2 Commis		
Labor on Pay Sheets \$	208.83	Net Profit \$		
Hourly Labor Cost \$	0.00	Net Profit Margin		
Labor Profit \$	139.61	<b>Commission</b>		
Labor Margin %	40.06	Commission Grt		
<b>Other Lines</b>				
Other Line Price \$	0.00	Commission Paid		
Other Line Cost \$	0.00	Commission Pct		
Other Line Profit \$	0.00	Total Unpaid Co		
Other Line Margin %	0.00	<b>Line Items</b>		
Line Item Type Sales Description Quantity on Invoice Qty Ordered Qty Received Qty Del				
Flooring Special Order	Beachcomber R0689	119.33	119.33	119.33
Service / Labor	Install Carpet	119.33	119.33	0.00
Flooring From	1/2 inch 6lb Crush	33.62	33.62	0.00



# POWER ON

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