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Quisine *Essentials*

Quisine Essentials is a family of cabinet libraries that has been developed for the joinery markets around the world. These libraries are specifically tailored to the Australian market to ensure that the specific markets needs and construction methods are available for our customers.

While these libraries are developed by QuisineSoftware, they offer every user with a tremendous amount of flexibility. Construction methods, pricing, and cabinet libraries can all be customized via the Library Catalog Manager and Material Manager.

The Concept

In October 2003, QuisineSoftware embarked on a revolutionary approach; the development of fully support cabinet libraries so that our customers could enhance their businesses and the role that Quisine has in their business. A custom library is a wonderful capability, but with it comes the ongoing maintenance headache. Large businesses require the flexibility that only Quisine can offer, and have the resources to develop these libraries in house.

We set about developing a cabinet library, which would enable small to medium joinery shops to benefit from this type of capability without the burden of incurring a cost that is not possible to support. Over time the library would be forgotten, a major competitive concern in a dynamic and changing design market.

To ensure the library was appropriate, we employed actual cabinet makers and designers to help us with the transition. We also spoke to customers to ensure that our direction was a collaboration of ideas rather than one sided affair.

And so, Version 1.0 of the Essentials Kitchen library was launched, and a new and exciting time ahead, for all, commenced.

The Future

With the concept completed, our customers endorsement of the library received, we now are marching on with enhancements and improved on an ongoing basis. In April 2004, the Essentials Kitchen library Version 2.0 will be launched mid 2004. There will be many new cabinet and new features. Most notably will be the introduction of full drag and drop capabilities. Customers have been telling us that they want to be able to drag cabinets onto a drawing and not have to customize them once they are placed. With the new library selection tool, being released in Version 5.2, we will be expanding the library to contain somewhere in the order of 600 cabinets. Users will simple drag and drop!

By late July 2004, we will have expanded the Essentials collection to consist of the following libraries:

- Essentials Kitchen (Face Frame and European)
- Essentials Bathroom
- Essentials Closet / Wardrobe

And after this we will be launching utility cabinet, office furniture libraries and who knows what else. Our goal is to enable every customer to move into any market segment, with a complete and fully support cabinet library. But as always, the choice will be yours. QuisineSoftware is the only company that can offer you a real choice!

Key Features:

- Lower cost of ownership
- Full flexibility
- Rapid return on investment

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Lower Cost of Ownership

Custom libraries require a business to commit to the ongoing maintenance of this library; which can occur because of changes in the application or changes in the demands of the market. It is estimated that a major manufacturer spends in excess of \$80,000 per annum on the support and development of these libraries. In many instances a full time employee is dedicated to this role. A distributed library from QuisineSoftware removes this additional cost since the production library is maintained as part of your QuisineCare membership.

Retain Full Flexibility

The ability to localize the library will always remain. In conjunction with our customers, we have chosen the major construction methods that will be activated during the installation phase. The evolution of the library is a collaborative effort between our users and QuisineSoftware. The ability to branch away from the distribution library will remain a key feature within Quisine. Therefore customers will retain the ability to customize rather than just localize their library.

New Upgrading Capabilities

New technology has been developed to ensure that cabinet libraries can be managed and that future upgrades do not remove custom setting, prices, or cabinets that have been developed by users from within the Library Catalog Manager.

Rapid Return on Investment

Without a distribution library, customers are faced with an extensive learning curve as they seek to develop skills that will take months to refine. Delays through this learning curve limit the return on the investment as the application is limited to the content and quality of the residing cabinet library.

Which Product Can I Use?

The Essentials libraries will only work and be support with the following products:

- Quisine Designer
- Quisine Professional
- Quisine Manufacturing

How Can I Have a Say?

The best way for you to have input into the types of cabinets that need to be in the Essentials library or new library features, is to join one of the Essentials user groups. Alternatively you can go to the QuisineSoftware web site and enter you requests into the online request form.

The request form can be found at:

www.quisinesoftware.com/au/libraries/

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