

GARY SOFTWARE

Business management software, built for Australian industry



Commercial & Architectural **Lighting Management Software**

From specifier's schedule to shop floor to final invoice — quote, cost, manufacture, import, supply and bill every lighting project in one connected system.

garysoftware.com.au/commercial-lighting

About Commercial & Architectural Lighting Management

Built for commercial and architectural lighting projects — from specifier-driven quoting through to supply, installation, manufacture, overseas importing and invoicing. Specifiers, quote tendering and product specifications; quotations, job orders, works orders and purchase orders with control mechanisms such as alerts. Real-time inventory control, tighter oversight of purchasing and receipting, and sophisticated invoicing driven by set invoice lines or live captured data such as time keeping.

If you manufacture as well as supply, the same system runs your factory — multi-level bills of materials and routings for luminaires, works orders raised straight from lighting quotes, shop-floor data capture, and planned versus actual costing through WIP to dispatch. If you import, Overseas Imports tracks every shipment and lands the true cost of each item.

Win the work

Quote tendering, contract pricing and specifier tracking that keeps every stakeholder informed.

Control the job

Live job costing, landed costing and stock visibility from purchase order to site delivery.

Build and bill

Works orders, shop-floor capture, progress billing and automated payment reminders.

Plug n Play

The heavy lifting is already done.

Gary provides a purpose-built industrial lighting solution that arrives fully prepared in your database with your data. Instead of wrestling with months of setup and rework, you begin with a system designed for your world.

Because the core configuration is already done, teams learn faster, onboarding is smoother, and the path to Go Live is refreshingly calm.

It's your solution without the usual headache — a clean, straightforward rollout backed by industry experience.



FROM DAY ONE

01

Prepared

Your lighting database arrives pre-configured with your products and data.

02

Proven

Workflows shaped by real Australian lighting, electrical and manufacturing contractors.

03

Live

Training, onboarding and support that make Go Live a calm milestone.

WHAT YOU GET

Complete Lighting Management

Everything you need to manage commercial and architectural lighting projects from initial quote to final installation, manufacture, importing and beyond.

Lighting Sales & Quotation

Quote Management

Detailed quotes with product catalogues, pricing tiers and templates. Track status and convert to jobs.

Specifiers

Track and report on project specifiers. Automated emails keep them across project status.

Contract Pricing

Customer-specific pricing agreements with automated updates and accurate billing.

Item Specifications

Technical data, images and documentation in one centralised product record.

Lighting Project Management

Project Tracking

Monitor progress from quote through installation with milestones and collaboration.

Installation Scheduling

Coordinate crews, optimise routes and push reminders to mobile field teams.

Job Costing

Actual versus estimated cost in real time — spot overruns and sharpen future quotes.

Landed Costing

Spread shipment costs across goods, multi-currency, with automatic cost rollups.

Inventory & Supply Chain

Inventory Control

Gary tells you when shelf or project stock runs low, with automated reordering.

Purchase Orders

Raise and manage POs with supplier integration, deliveries and backorders.

Supplier Management

Supplier pricing, lead times and catalogues with performance tracking.

Scan Receive & Pack

Barcode receiving and packing with real-time validation to cut errors.

Overseas Imports and financial control

Manage overseas purchase shipments from departure through to final receipt, while accurately calculating the true landed cost of every item — then bill and collect with the same system.

Overseas Imports

Bring multiple purchase orders together into a single shipment, track it, record freight and import costs, and distribute those costs automatically across every product.

Shipment Management

Create and manage overseas purchase shipments, linking multiple purchase orders into one shipment. Track status from Planned through Departed, Landed and Closed.

Shipping Details & Tracking

Record ports, departure dates, ETA, actual arrival, shipping methods and tracking references. Attach documents and notes for a complete audit trail.

Import Cost Allocation

Allocate freight, customs, insurance and other import costs across purchase orders — by value, quantity, volume, weight or duty payable, with manual overrides.

Landed Costing & Receipting

Accurate landed costs for every purchase order line in multiple currencies. Automatically generate receipts on arrival and optionally raise supplier invoices.

True landed cost, no spreadsheets

Better shipment visibility, accurate inventory valuation and full traceability from purchase order through to receipt.

Financial Management

Invoicing

Professional templates, progress billing, reminders and payment tracking.

Payment Tracking

Monitor outstanding balances and history, integrated with your accounting system.

Time & Materials

Capture labour, materials and equipment costs with mobile, GPS-verified entry.

Payroll Collection T&A

Accurate time and attendance capture with seamless payroll export.

Architectural lighting and manufacturing

For businesses that work to an architect's or specifier's schedule — and for those that also build the luminaires they supply. Both live in the same system as your projects, stock and invoicing.

Architectural Lighting & Specification

Track specification-driven lighting projects from quote to invoice and delivery.

Luminaire & Fixture Scheduling

Track fixture types, quantities and specifications per zone, level or room against the approved schedule. Link schedules to quotes, purchase orders and job costs.

Specification Revisions & Variations

Record every spec change as it happens, link it to a variation order and cost it. Keep the original, revised and approved quote or job for historical call back.

Quote-to-Invoice for Specified Projects

Quote against a specifier's schedule, bill in stages as fixtures are supplied and installed, and reconcile the final invoice to the original specification.

Specifier & Architect Reporting

Automatically keep architects and specifiers updated on project status, supply progress and delivery dates — without sharing any design or drawing data.

Lighting Manufacturing & Production

For lighting businesses that also manufacture or assemble — bills of materials, works orders and shop-floor costs alongside your lighting projects.

Bills of Materials & Routings

Build multi-level BOMs for luminaires and sub-assemblies, with routings and work centres linked to your lighting product lines.

Works Orders from Lighting Quotes

Generate works orders straight from lighting sales orders or forecasts and track every step from raw parts to finished fixtures.

Shop-Floor Data Capture

Capture labour, machine time and material use on touch screens or mobile, with serial and batch tracking built in.

Costing, WIP & Dispatch

See planned versus actual costs in real time, track work in progress, and manage finished-goods receipts and dispatch.

One system for specification, supply and production

Production and project margin sit in the same place — see the full manufacturing module at garysoftware.com.au/oob/manufacture

Capabilities continued

Field Service & Operations

Mobile Access

Full-featured mobile app: project detail, status updates, photos and messaging.

Order Pads

Digital order entry for field sales — product lookup, pricing and submission anywhere.

Digital Forms

Custom electronic forms replace paper-based site processes.

Service & Warranty

Service requests, warranty claims, contracts and maintenance schedules.

CRM & Communications

CRM

Contact management, interaction history and sales pipeline tracking.

Customer Database

Project history, preferences and communication logs to drive repeat business.

Initial Contact

Website enquiries flow straight into Gary's CRM with tracked follow-ups.

Support & Training

Onboarding, training resources, dedicated support and ongoing enhancements.

Reporting & Analytics

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Dashboards with KPIs, trends and forecasts, plus custom profitability reports.

Automated Reporting

Schedule and distribute reports to stakeholders without manual effort.

Document Management

Store and organise project documents, photos and specifications within each project.

Integration Tools

Sync automatically with MYOB, QuickBooks, Xero and more.

WORKS WITH YOUR ACCOUNTING

Seamless integrations

Gary connects to the platforms Australian lighting businesses already run — no double entry, no reconciliation headaches.



THE NEXT STEP

Why lighting businesses choose Gary

- **Built for lighting**

Purpose-built for commercial, architectural and electrical lighting work — not a generic ERP bent into shape.

- **Specification aware**

Luminaire schedules, spec revisions and variation orders tracked and costed against the approved schedule.

- **Supply and manufacture**

BOMs, works orders and shop-floor capture run beside your projects, so production and project margin sit together.

- **Import ready**

Overseas shipments, import cost allocation and true landed cost built into purchasing and receipting.

- **True cost visibility**

Real-time inventory, landed costing and job costing working together in one system.

- **Connected field teams**

Mobile tools keep installers, warehouse and office looking at the same live data.

- **Australian support**

Local onboarding, training and ongoing enhancements included as standard.

HOW WE WORK TOGETHER

Discovery

We map your quoting, project, production, import and inventory flow.

Configure

Your Plug n Play database is tailored and loaded.

Go live

Training, support and enhancements, ongoing.

Ready to see Gary on your projects?

Gary is your one stop shop for business management software.
Book a walkthrough and we will show you your own workflow, running in Gary.

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