

## Sky-Frame

### Advice + sales

### Advisory discussion

#### Advisory discussion



During the initial advice session, please mention the following CORE ISSUES:

#### WHY SKY FRAME?

- Frameless appearance (rooms without boundaries)
- Well thought-out, filigree technology (integrated lock...)
- Threshold-free base detail (barrier-free)
- Damming height adhered through gutter in front (SIA271)
- Consistent thermal isolation
- Outstanding U-values (heat insulating coefficient)
- Sustainable in times of global warming
- Heights of up to 4m possible (slid. elem. up to 2.3m wide)
- Column-free corner openings
- Flexible opening design
- Pocket doors
- Integrated insect screen and night ventilation
- Concealed drive, integrated in frame
- Drive without visible service opening
- Telescopic corner opening, can also be automated
- Fully tested and certified system
- Increased burglary protection RC2 (WK2) +alarm components
- MINERGIE module window (Sky-Frame 3)
- High quality (WPK = factory production control)
- High glass quality (consistent TSG-HST / heat soak test)
- CE certified
- Maintenance free / easy to clean (no deep gutters)
- Operating instructions for every system
- Winner of various innovation prizes and awards
- More than 4500 projects successfully carried out to date
- Sky-Frame amortizes itself over a long period of use by "1 Euro/day"

#### Recommendation:

We recommend using chapter 1 of the architect documentation "System introduction" as a basis, and talking about the above-mentioned advantages. Then briefly introduce the opening possibilities and scroll through the U-values and static tables. This will give the interested party a good insight and impression of the outstanding competence of Sky-Frame products.

## Sky-Frame

### Advice + sales Advisory discussion

#### Arguments



Here is some argumentation for the advisory discussion (extracts from technical brochure):

#### A hint of glass

The most beautiful windows are invisible. A paradox statement in many ways but it holds true for Sky-Frame. Because with Sky-Frame transparency takes centre stage. It is not the window that is the focus, it's the light, the landscape and the sky that become the centre of attention.

#### Flowing spaces

Floor to ceiling glass walls with Sky-Frame fit into floors, walls and ceilings seamlessly. Transitions between rooms are flush and align perfectly. Boundaries between rooms disappear and open up into beautiful flowing spaces.

#### Soaked in light

Daylight means warmth. Bright rooms appear balanced and invigorating – and that translates to quality of life. Sky-Frame guarantees that 98% of the light penetrates into the room and thereby guarantees rooms that are flooded with light.

#### Exploring the possibilities

Wall to wall and floor to ceiling glass: Sky-Frame makes it possible. Sky-Frame makes impressive window fronts with a height of up to 4 metres. And even corners are an option. Fixed and sliding elements can be combined to meet any design idea.

#### Indoors is outdoors. And outdoors is indoors.

Window fronts with Sky-Frame make it possible to combine sliding and fixed elements. And with our attractive corner solutions not even a post remains standing in the corner when the window is opened.

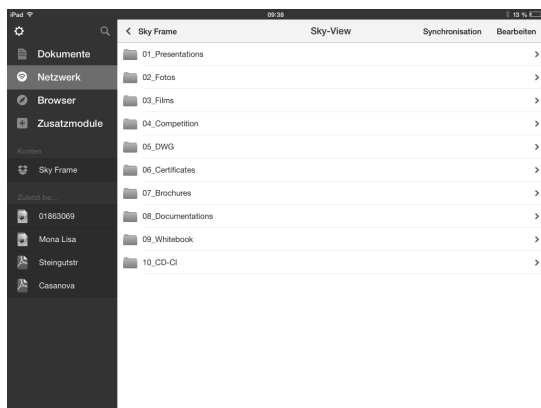
#### Optimal insulation with maximum transparency

Sky-Frame combines large open glass surfaces with optimal thermal insulation. The unique, continuous separation of inner and outer shells provides unparalleled insulation values.

## Sky-Frame

### Advice + sales Cloud Service

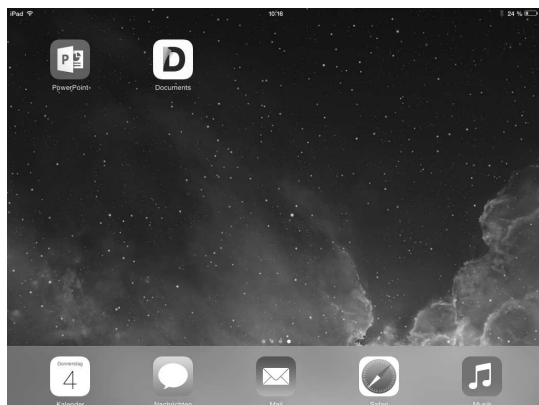
#### Cloud Service



For sales promotion and in addition to sample corner and printed brochures, you can use our new cloud service.

We offer our partners a variety of useful information such as architects presentation, reference images, details, etc. digitally available and always up to date.

A step-by-step instruction guide how you can use our cloud service on the iPad for free, you will find on the following page.



## Sky-Frame

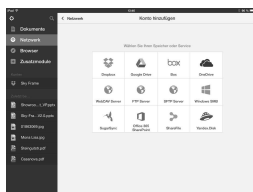
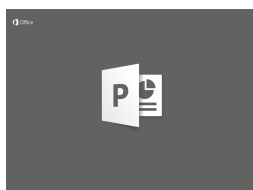
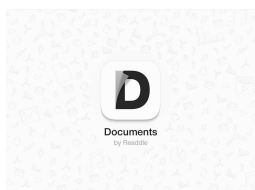
### Advice + sales

### Cloud Service - Installation

#### Cloud Service - Installation

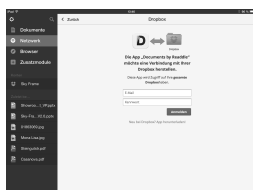
You have to download following apps from the app store for using our cloud service on the iPad:

- Documents (by Readdle), free
- PowerPoint (by Microsoft), free (only viewer)



#### How to connect Sky-Frame-Cloud:

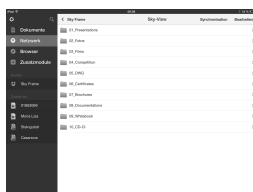
- Start «Documents» app
- Click Network
- Add new account
- Select «Dropbox»



#### Connect with our «Dropbox»:

- E-Mail: [kam@sky-frame.ch](mailto:kam@sky-frame.ch)
  - Password: \*\*\*\*\*
- (\*password request: [kam@sky-frame.ch](mailto:kam@sky-frame.ch))

- Connect with «Sign In»



#### Folders:

- 01\_Presentations
- 02\_Fotos
- 03\_Films
- 04\_Competition
- 05\_DWG
- 06\_Certificates
- 07\_Brochures
- 08\_Documentations
- 09\_Whitebook
- 10\_CD-CI

If you have any question or if you need further informations please contact your key account manager:

**[kam@sky-frame.ch](mailto:kam@sky-frame.ch)**

## Sky-Frame

### Advice + sales B2B area

#### B2B area

The B2B area ("business to business") is only accessible to Sky-Frame sales partners.

The aim of this is to provide sales partners with the latest information, advertising materials, images, CAD data and a PROJECT MANAGEMENT facility.

The URL is: **[b2b.sky-frame.ch](http://b2b.sky-frame.ch)**

#### Login and start page

##### Sky-Frame B2B-Plattform

|          |  |
|----------|--|
| Login    | <input type="text" value="Username"/>  |
| Password | <input type="password" value="*****"/> |

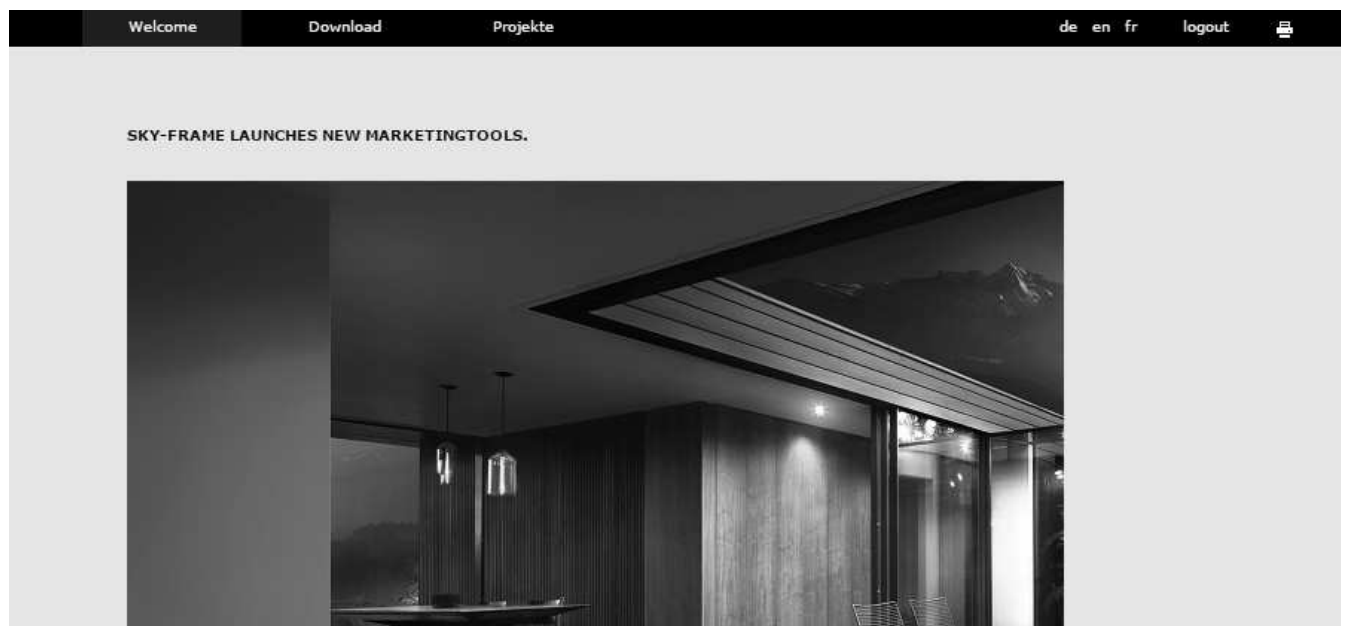
» Announce  
» Password forgot

In order to obtain access to the B2B area, you need to be enabled as a user by Sky-Frame.

To obtain your login, please contact our key account managers: [kam@sky-frame.ch](mailto:kam@sky-frame.ch)

The latest information is on the start page, as well as training dates.

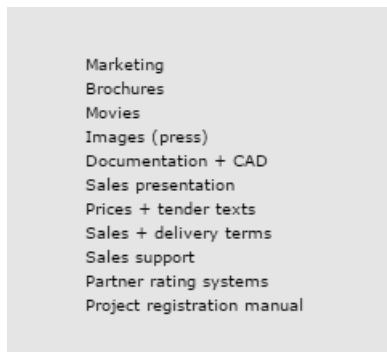
In the top menu (black bar) you can choose between "DOWNLOAD" and "PROJECTS".



## Sky-Frame

### Advice + sales B2B area

#### Download



The following information can be downloaded in the "DOWNLOAD" menu:

- Documentation (overall documentation)
- Order forms
- Price calculation (Excel spreadsheet)
- Calculation instructions
- Care and maintenance leaflet
- Terms of sale and delivery
- Partner presence (logos, web advertisement templates)
- Reference pictures for own use
- P+R articles
- Picture series and architecture talks

These areas are updated continuously.

#### Project management

You will find the project management for your Sky-Frame quotes in the "PROJECTS" menu.

The purpose of this area is to provide sales partners with a facility for viewing the Sky-Frame projects they quoted, look at the current status and - in the event of an order - directly give Sky-Frame a forecast about the necessary production capacity.

This will lead to smooth order processing and allow possible bottlenecks to be detected at an early stage.

Specific cancellation reasons can also assist us with further development of the systems.

#### Projects

» Create new project

» Save changes

Active projects with preliminary work (1)

Accept (1)

Refuse (0)

Ordered (0)

Project

Version

m<sup>2</sup>

Status

Next contact

Calculation-Docu  
10472330001

KW 40

2010

1 m<sup>2</sup>

5%

01.07.2012

» Excel Export

» Save changes

## Sky-Frame

### Advice + sales B2B area

#### Step 1: Enter new project

**Step 1: find an architect**

URL

Phone number \*

After clicking on "Create new project", the architect's telephone number or web site URL can then be entered. The database is then searched for existing addresses.

If it is a new entry, enter the new number or web site and click on "next".

#### Step 2: Enter architect

**Step 2: architect**

URL \*

Phone number \*

z.B. +41 52 369 02 30

Architect \*

Post code / Town/City \*

Country \*

Origin of contact \*

If this is a new entry, the architect must now be entered.

All fields marked \* must be entered.

#### Step 3: Enter project

**Architect**

Author

Origin of contact \*

Next contact \*

Contact \*

Project name \*

Customer reference number

Window area \*  m<sup>2</sup>

Version

Status

Sky-Frame model

Builder

Project street \*

Project post code \*

Documents

Now you must enter the project information.

#### IMPORTANT INFORMATIONS ARE:

- The window area in m<sup>2</sup> must be specified as accurately as possible, since it is needed for the production capacity planning!
- Anticipated delivery date (week number)
- Status of project (5% to start with).
- Sky-Frame type (1 / 2 / 3)

On the basis of this information from all sales partners, capacity is planned in the factory depending on status and time priority, and in the worst case the sales partner is notified of potential bottlenecks at an early stage.

The sales partner can also occasionally check out which projects to follow up and update the status.

You can also upload your own documents (CAD plans, building tenders etc.) for the project.

## Sky-Frame

### Advice + sales B2B area

#### STATUS

|   |
|---|
| 0% Refusal  |
| 5% Project advice                                   |
| 10% Submit recommended price                        |
| 20% Quotation                                       |
| 30%   |
| 40% Extremely interested, more information required |
| 50%   |
| 60%   |
| 70%   |
| 80% Expressed intention to place an order           |
| 90%   |
| 99% Written order received                          |
| 100% SKY-FRAME ordered from R&G                     |

In the status menu you can choose between the project progress menu items shown on the left.

The higher the percentage, the higher the squaremetres, Sky-Frame will take the project into account.

View of newly created example project:

| Active projects with preliminary work (2) | Accept (1)     | Refuse (0)        | Ordered (0) |              |
|---|----------------|-------------------|-------------|--------------|
| Project                                   | Version        | m <sup>2</sup>    | Status      | Next contact |
| Calculation-Docu<br>10472330001           | KW 40 ▾ 2010 ▾ | 1 m <sup>2</sup>  | 5% ▾        | 01.07.2012   |
| Example Building [2010-01]<br>10472330003 | KW 42 ▾ 2010 ▾ | 88 m <sup>2</sup> | 5% ▾        | 28.05.2010   |

#### Acceptances

As of **99%** the project is considered to be definitively confirmed it is automatically moved into the "ACCEPT" folder in the project menu.

| Active projects with preliminary work (1) | Accept (1)     | Refuse (1)        | Ordered (0) |              |
|---|----------------|-------------------|-------------|--------------|
| Project                                   | Version        | m <sup>2</sup>    | Status      | Next contact |
| Example Building [2010-01]<br>10472330003 | KW 42 ▾ 2010 ▾ | 88 m <sup>2</sup> | 99% ▾       | 28.05.2010   |

#### Ordered

At **100%** the project has been ordered from Sky-Frame and therefore automatically moves into the "ORDERED" folder in the project menu.

| Active projects with preliminary work (1) | Accept (0)     | Refuse (1)        | Ordered (1) |              |
|---|----------------|-------------------|-------------|--------------|
| Project                                   | Version        | m <sup>2</sup>    | Status      | Next contact |
| Example Building [2010-01]<br>10472330003 | KW 42 ▾ 2010 ▾ | 88 m <sup>2</sup> | 100% ▾      | 28.05.2010   |

#### Cancellations

If **0%** is defined, this is considered to be a cancellation, and a cancellation reason should be given.

|   |                |                   |      |            |
|---|----------------|-------------------|------|------------|
| Example Building [2010-01]<br>10472330003 | KW 42 ▾ 2010 ▾ | 88 m <sup>2</sup> | 0% ▾ | 28.05.2010 |
| Reason for refusal: *                     |                |                   |      |            |
| Building has not been executed.           |                |                   |      |            |