

Kirby Select™ Project Tool

Kirby continues to invest in the industry recognised Kirby Smart@ccess online tool. The most recent update to Smart@ccess further enhances the project quoting capability of the Kirby Select™ tool.

Kirby customers can now add product mark-ups and a labour component to all product selections to create customer quotations. Both Kirby and Non-Kirby items can be included within the quote and the quotes can be personalised with the customers own company details including logo and terms and conditions.

Kirby Select™ is already established as a project tool that enables fast and reliable heat load calculations and product selections. The extra functionality now completes the project quoting process. Once customers have prepared a quote in Smart@ccess it can be stored, printed or emailed directly to their customer and saved for future reference.

“The ability to add a product mark-up, labour component and extra parts such as coolroom panelling or electrical components, now means everything is included in the one quote. The quote can also include system parameters, estimated system performance and detailed Kirby product specifications”, commented Kirby sales and marketing manager Brett Hedge.

Another component of Kirby Select™ is the ability for users to add and store their customers details.

The customer database allows users to assign specific product and labour mark-ups per customer. The tool will store the quote against the customer’s history for follow-up and future cross-referencing.

“Smart@ccess is built on the principle of improving productivity and these new features build on that philosophy”, said Hedge.

The Kirby Smart@ccess tool is a current ARBS Industry Award finalist recognised for its leading cylinder management functionality. All customers can gain access to the portal by registering through www.kirbyhvacr.com.au or by contacting their local Kirby representative.

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