



Greentree empowers installation company to compete for more lucrative tender opportunities

Since implementing Greentree almost 18 months ago, management at Armflame Pty Ltd, a gas & pipe installation company, has consolidated several quick returns on investment. With much greater data accessibility, the company now competes for more sophisticated and thus more lucrative, tender opportunities.

The business scenario

Poised for future growth, John Todd, CFO is looking to consolidate some early efficiency gains now that Greentree has had time to bed-down. Experimentation has evolved into expertise with the Greentree tools and he now has a vision of how much more he can achieve. Central Queensland's vibrant utilities sector is presenting growth opportunities John is resolute about pursuing.

Greentree better value for money than SAP, Navision & Australian based Pronto

When John and his team of eight in-house ERP evaluators invited product demonstrations from Greentree, SAP and Pronto, Greentree emerged as the stand-out performer on a number of key factors. He states that, on-the-face-of-

it, most of the suppliers could provide all or some of the functionality required, however, one wasn't integrated with payroll at all, and the others were simply too costly, lacked the ability to be quickly deployed or the demonstrators simply couldn't connect with the evaluators. Greentree stacked up as simple to use when compared to its mid-market rivals with comparative if not greater functionality at a fraction of the expected cost, presenting a surprising lower total cost of ownership.

Quote accuracy improves as job cost admin plummets

At Armflame, job costing is a 'lifeblood' activity and its accuracy directly impacts the bottom-line. John explains how previously, quotes that convert to a job then an invoice needed to be re-keyed multiple times e.g. into the payroll, purchase orders and creditors systems. The scope for human error and inaccuracy was significant.

Integration and a single data entry point means there's no longer double and triple handling of data. This has resulted in a significant drop in administration and John cites an example, "our Payroll Officer has cut back from 40 hours per



CUSTOMER
Armflame Pty Ltd



INDUSTRY
Gas & Pipe Installation



LOCATION
Australia



GREENTREE PRODUCT SUITE
Financials, Distribution, Job costing, CRM, Supply Chain Management and Workflow.

Business Benefits >

- Greentree provides superior functionality than competing mid-market offerings at a lower total cost of ownership.
- Single data entry point eradicates double and triple data handling. This has improved management reporting accuracy and reduced payroll officer time by 18.75%.
- Sub-Job Summation report presents summary

information of multi-tiered jobs. This simplifies project management by presenting only need-to-know information.

- HR Skills matrix automatically includes certification requirements information in vital tender-winning documentation. This proves skill competencies and enables Armflame to tender for multiple-leveled high-value job opportunities.

- Purchase Order Expediting report ensures procurement team can quickly ascertain outstanding supplies. This ensures jobs aren't disrupted through unavailability
- Greentree Business partner provides expert help when required.
- Future efficiency gains will be possible through the implementation of scheduled Maintenance & Qlikview for greater insights into business data.

“Greentree’s data accessibility and sophisticated Job Costing capability have enabled us to satisfy strict skills certification requirements. This has made it much easier for us to prove our skill competencies and thus tender for more complex high-value job opportunities than was previously possible”.

John Todd, Chief Financial Officer – Armflame Pty Ltd



week to 32.5 hours per week, a saving of 18.75% in time. However, she still processes everything that she did beforehand.”

HR Skills matrix simplifies complex tender certification requirements

Previously, skills and certification requirements information was manually maintained in spreadsheets making the capture of job costing information for a job with one sub-job level a challenge. This made it hard for Armflame to compete for more complicated jobs.

John utilised Greentree’s ‘look-ups’ functionality to automatically include certification information in tender documents. This satisfies strict compliance and drug-screening requirements for onsite staff including Project Managers & Estimators. Information is presented in a simple matrix format to help quickly ascertain who would be on-site and whether they meet certification requirements. This has enabled Armflame to prove they have the skills vital for winning more sophisticated jobs.

Job Costing functionality simplifies complex multi-tiered job management

With up to 100 jobs with 5 levels of sub-jobs in progress at any time, Greentree’s Job Cost functionality enables easy capture and calculation of job costs. For example, John says, “currently, we are doing one project for \$3.7m with 5 levels of sub-jobs. This simply wouldn’t be possible prior to Greentree.”

Sub-Job summation report cuts through the clutter

To help further simplify the multi-job management process, John

cleverly leveraged Greentree’s ODBC to create the non-standard Sub-Job Summation report. This presents summary information-only with the option to drill down for more detail. This enables project managers to avoid information overload by viewing only what they need to know.

Purchase Order Expediting report

John continued to hone his skills using Greentree’s flexible report writer, by developing a new Purchase Order Expediting report from scratch. He explains that this report shows which orders are outstanding and allows the procurement team to chase these vital supplies to ensure work doesn’t come to a grinding halt. Down-time simply isn’t an option and could be potentially very costly in terms of money and reputation.

Greentree Business partner comes-up with the right answers

John works on a philosophy that computing is 10% training and 90% experimentation, and reckons that on occasion, one needs a Commando-like attitude to find the answers you’re looking for. He concedes that when he can’t, he calls upon the expertise of the local Greentree Business partner to hunt down and surrender the answers that eluded him. John’s convinced that experimentation coupled with expert help from the Greentree Business partner is the best way to maximise the return on investment in Greentree.

Future Plans – Scheduled maintenance and Qlikview

John is looking forward to the opportunity of moving the scheduling of maintenance from a reactive to a proactive process. Implementation of Greentree’s Maintenance module will release Armflame from dependence on expensive 3rd party systems. He’s also looking forward to Qlikview which, layered on top of Greentree, will enable him to extract even more insights for the purpose of management reporting efficiency. Without doubt, John has consolidated some early gains and his enthusiasm for Greentree is propelling the organisation toward a solid growth oriented future.

ABOUT ARMFLAME PTY LTD

Armflame is a specialist pipe laying and gas installation company based in Central Queensland, Australia. Clients range from large oil, industrial and telecommunications companies through to city councils serviced by over 60 highly skilled field staff out of offices in Boyne Island and Moranbah.

For more information visit www.armflame.com

ABOUT GREENTREE

Greentree International specialises in developing highly effective business management software solutions. The Greentree product has been developed by the authors of CBA, arguably the most successful business software package for small to medium sized businesses in Australia and New Zealand.

In choosing Greentree you are selecting a business system that will truly empower your organisation today and grow with you into the future. The Greentree Partner Network provides a highly skilled local support team that will ensure you achieve tangible business benefits. Greentree has also been recently recognised as a global ‘Rising Star’ by MIS magazine Australia.

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