

Customer success story
Sun Engineering (QLD) Pty Ltd

Industry
Construction
& Engineering
Mining



Location
Australia

Greentree product suite

Financials
Distribution
Job Costing
CRM
Supply Chain Management
Screen customisation
Workflow
eReporting
Human Resources

Greentree business partner
blueStar Business Solutions

SUN ENGINEERING DOUBLES GROWTH WITH GREENTREE

BUSINESS BENEFITS

- blueStar's no-nonsense approach to doing business coupled with the knowledge and expertise of its consultants is sobering. This ensures expectations about what's involved are well understood .
- Approvals and Alerts enforces a disciplined approach to purchasing.
- Approvals and Alerts notifies authorised person electronically without the need to print paper documents. This results in a 30% reduction in the company's carbon footprint.
- Integration eliminates duplication resulting in the re-deployment of data entry staff to purchasing.
- Zero redundancies.
- Dependable management reporting restores confidence in the decision making process. This has helped the company grow by 100% in a few years.

Sun Engineering (QLD) Pty Ltd has an ambitious growth strategy which bucks global trends. To ensure this wasn't constrained by an antiquated accounting system, they called upon the savvy expertise of local no-nonsense business solution provider, blueStar Business Solutions.

The business scenario

Sun Engineering has almost 800 staff in Australia, Papua New Guinea, China and Dubai involved in fabrication and construction for the mining, power, petrochemical and construction industries. Projects are large scale and complex involving heavy equipment, machinery and highly skilled staff carrying out work in remote places.

"When we sat down at board meetings and were presented with various reports, we could see straight away that the figures weren't telling us the truth", explains Michael Rodwell, Business Development Manager. In an attempt to connect the

stand-alone accounting system to various financial and operational systems, a multitude of Excel spreadsheets had to be created to bridge the functionality gap. This resulted in the duplication of effort and generated a mountain of paper-work as staff spent hours entering and re-entering data.

Benchmarking critical processes

Michael found it sobering to deal with a business solution provider, prepared to tell him exactly what lay ahead. From the outset, he was aware that to ensure Sun Engineering was best-placed for future growth, there would be lots of work involved in benchmarking critical business processes such as Purchasing.

"blueStar's consultants undertook a comprehensive analysis of our business and made constructive suggestions for streamlining critical business processes. This translated into a best-fit Greentree solution which we know, will scale as required," Michael says.



"It's unusual for a company to be pursuing growth right now, but Greentree is paving the way for this to continue. Our directors are absolutely confident that Greentree will scale to match a fairly ambitious growth strategy for a good few years into our future".

Michael Rodwell, Business Development Manager,
Sun Engineering

Decision making confidence restored

With little confidence in the figures appearing in company reports, management decision making had been stymied. The incumbent system had effectively stifled growth.

Integration and a single data entry point have enabled a level of accuracy never before seen and Michael says, "without doubt, Greentree has restored managerial confidence in the reporting process. This enables directors to take a strategic view of the business, and make sound fiscal and operational decisions based on reliable information". The overall improvement in the quality and standard of the decision making process has been "outstanding".

100% growth, 0% admin increase, 0 redundancies

In fact, the impact of a coherent decision making process has enabled the organisation to grow from a \$30 million company to a \$60 million company in a few short years. Michael positively states that "this has been achieved without increasing administration costs and by transitioning data entry staff into purchasing roles without making anyone redundant". Greentree's extraordinary reporting capability, single-source data entry and integration have enabled workflow efficiencies "we only imagined were possible".

Carbon footprint shrinks as paper wastage plummets 30%

The paper-war going on in offices across Sun Engineering was largely due to the contractual nature of the business environment. This created a propensity for staff to print documents which simply could not be viewed on a screen or easily distributed electronically. The environmental downside of this was to grow the organisations carbon footprint.

Since every staff member can now view the same business data from anywhere within Greentree, paper wastage has plummeted 30%. A change in printing behaviour will ensure the company's carbon footprint will continue to shrink. Sun Engineering acknowledges the significance of this issue now and in the future.

Approvals & Alerts transforms purchasing into 'best practise'

"When a vehicle was required urgently on-site in China, the process for requisitioning a replacement was about as efficient as sending smoke signals", says Michael. But Greentree's Approvals and Alerts now enforces, a more disciplined approach to purchasing.

For example, "If a replacement vehicle is required onsite in Papua New Guinea but must be purchased in Australia and the authorising person is in Dubai, an alert pops-up on that person's screen. The authority is sent electronically without a single page of paper being printed, which is magical".

"Approvals and Alerts have transformed purchasing into a structured, secure, best practise process the whole organisation has absolute confidence in. This alone, has reduced our carbon footprint by 30%", says Michael.

The Future

Greentree enables the Sun Engineering group of companies to be consolidated without the need for 3rd party systems. This bodes well for its fairly ambitious growth strategy which will involve acquisition of other companies in the future. blueStar will continue to provide the critical systems knowledge required to constantly suggest better ways of doing things whilst Greentree has restored confidence in the reporting tools required to support strategic decision making. The company has an optimistic confidence about its future, at a time when others are swimming against the tide.



Sun Engineering was established in 1975, initially servicing the power generation and mining industries in Queensland. Subsequent to that time, Sun Engineering has evolved into a large fabrication and construction company servicing the mining, power generation, petrochemical, processing, infrastructure and commercial industries in all states of Australia and abroad. Its head office is situated in Brisbane, Australia.
www.suneng.com.au



blueStar is the largest reseller of established Greentree accounting and business software in Queensland and North Territory. The highly experienced team in blueStar have been providing support, implementation and development services to organisations across a wide range of industries. blueStar works closely with clients to deliver not only a sound financial management solution, but effective processes and systems that help improve business strategies.
www.blueStar.net.au



We are unashamed technology and business buffs; fanatics; addicts. Call us what you will, we have one obsession: building the best business software. Greentree is today's ultimate business painkiller and multivitamin, that in 10 years time will still be the best performing business software.
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