

Customer success story

John Goss Projects

Industry

Wholesale & Distribution 

Location

Australia

Greentree product suite

Financials  
Distribution  
Job Costing  
Screen Customisation Manager  
Workflow  
HR  
eReporting

# JOHN GOSS PROJECTS' NEW AUTOMATED PAYROLL

**CHALLENGE** John Goss Projects needed one fully integrated and automated system to meet its complex needs. It also wanted to ensure it could leverage and connect to new technologies in the future.

**SOLUTION** Greentree modular system including Payroll.

**RESULTS** John Goss Projects has significantly reduced accounts preparation time and manual processes. Excel manipulation and reporting has better informed financial management and planning.



“Greentree solved all of our immediate integration problems with huge potential to add-in new technologies in the future”

Kym Thompson, Financial Controller, John Goss Projects

If you lived in a tropics-like location within a short distance of Australia's stunning Gold Coast where you could surf all day or just lie idly around on the beach, would you want to spend almost a week getting your end-of-month accounts out? Hardly!

## The business situation

Add to this the relative complexity of manually combining output from a payroll system for 200 employees in far-flung locations, exacerbated by the need to extract and collate data from disparate systems. This was the situation for Kym Thompson, Financial Controller at John Goss Projects (JGP) a South East Queensland, Australia, electrical and airconditioning company.

Integration, automation, financial analysis & reporting, simplicity of use and connectivity now and into the future became the key drivers for the decision to radically overhaul the current system.

The company spent some time carefully and thoroughly evaluating several system options after discounting the idea of 'fixing' the incumbent systems. What turned out to be a two-year evaluation process could hardly be called a 'snap decision', so when the decision was finally made to implement several Greentree modules, JGP was confident it had 'done its homework'.

## Payroll, Job Costing & General Ledger integration saves time

With a diverse workforce of 200 employees covered by four Enterprise Bargaining Agreements, the processing of payroll was somewhat complex, so Thompson looked long and hard at what Greentree had to offer. A core activity for JGP is the costing of jobs and Thompson says, "Integration with job costing and general ledger has saved many hours of manual entries", and she sees huge potential to further streamline the costing and payroll processes.



Payroll integrates with Job Costing so payroll costs can be directly charged to jobs, and having backwards and forwards integration with other Greentree modules will save heaps of time for JPG.

### Excel extraction – frees up time for critical analysis and reporting

Thompson is enthusiastic about the potential Excel offers in terms of storing, extracting and manipulating data to create reports in Greentree. Most financial management people are already familiar with Excel, and the ability to drill-down, extract and create user-defined reports in Greentree just makes the whole process painless. Thompson says Excel data extraction “has automated job costing reports and financial statements, which previously took four days to produce and with valuable time saved, focus can be shifted to critical analysis of outputs and improvements in systems”.

### Online help is actually helpful

Thompson made a point of commenting on and seemed surprised that the online help is actually “very helpful”. Rather than the usual direction of “put this in that box”, there is some explanation of the options and integration process.

### Phased implementation - little disruption to business continuity

The Greentree partner was very capable and implementation was completed on time and within budget. Thompson explains how the “phased installation was a huge advantage – with no hard close off from one system to another, balances and historical [data] could be loaded over two weeks while still entering the current month’s data”. This is a big relief for any business, and horror stories around massive budgetblow-outs due to projects creeping past due date are numerous.

Staff at JGP and particularly the payroll staff are “excited by the software”, according to Thompson, and have really taken to it. The familiar Windows-based environment meant little time on training, and this coupled with ontime phased implementation meant there was little disruption to business continuity.

As far as Thompson is concerned, Greentree has delivered what was promised and solved the integration and automation problems created by the use of disparate systems and manual processes. “[At this point] we have only scratched the surface of the range of functions in Greentree and are excited by the possibilities for the future incorporation of other technologies and greater communication with our branches in [other Australian States].”

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John Goss Projects is a leading supplier of Insulation and Air Conditioning products in Central Queensland. JGP supplies a range of wall-mounted split systems, wall or window-mounted box units, cassette-style units and portable air conditioners that are capable of being wheeled to another room as desired. JGP focuses on the total picture of comfort (cost effectiveness, energy efficiency, use & suitability) of home environments. It has built a reputation for supplying premium quality products, backed by gold-class service standards, delivered to Central Queensland at competitive prices

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