

MYOB Exo

Client MTC Gas | Partner Momentum Software Solutions | Location Australia
Product MYOB Exo Business | Industry Gas services



Exo helps MTC to cook with gas

With over 25 years' experience in the gas industry and around 50 staff, MTC Gas are Queensland's leading provider of gas related services, providing gas installation, repair and maintenance to commercial and residential customers. They have long standing contracts with leading gas utility owners and retailers.

Problem

Time to make a change

For seven years, MTC Gas had been running MYOB AccountRight Enterprise alongside multiple Excel spreadsheets. According to Lee Charles, Assistant Accountant at MTC, simple things were taking much longer than they should have. "We were using a weekly summary sheet for jobs, and staff were scheduling jobs and labour using a whiteboard or typing them out each morning. There were too many manual and time consuming processes."

It was time for MTC to make a change, and after considering their options, decided on MYOB Exo Business. "We were about to go ahead with another software program, but realised it was going to be very cumbersome to use, and wouldn't capture the information we wanted. At that time it did not have a finance component so would need to be exported into MYOB AccountRight. Other programs we looked at were not built for the high volume turnover."

With the built-in power to handle both small and large volume jobs, Exo provided MTC with the flexibility they need. "We needed a job costing function to accurately manage our high volume of small jobs for which we needed to allocate labour hours, as well as parts and materials. We also worked on larger commercial sites, and needed to track timesheets, retainer payments, progress payments and all materials used."

In addition to this, Exo's industry-leading reporting functions provided MTC with the accuracy to create clear financial plans. "We wanted info daily rather than at the end of the week to enable greater insight and better decision making," explains Lee.

"We had a high volume of jobs that our previous system couldn't handle, this was a big issue."

Solution

Choosing MYOB Exo

When it came to implementing Exo, MTC chose MYOB Platinum Partner, Momentum Software Solutions. According to Lee, support from Momentum helped make the switch to Exo easy.

"Their presentation, and the ability to help us see at the time of presentation how certain functions work, without just saying they do, greatly influenced our decision."

After an initial meeting to discuss unique business and software requirements, Momentum provided the team at MTC with a demonstration of how Exo could work for their business, before setting up a pilot database to begin the transition of data from the old system to the new. Next, Momentum helped configure Exo to MTC's business processes, and then hands-on sessions were held with all operation staff, during which their particular processes were tried and tested. "The impact of these hands-on sessions were twofold in that staff got a feel for the system and business processes were improved on as we realised the full capabilities of Exo," says Lee.

As a MYOB Platinum Partner, Momentum have a proven track record of excellent service, and Lee is very complimentary. "Our consultant was fantastic. He was very patient and understanding during the whole implementation process. He understood our business needs, making the process a lot easier. If there was an issue our consultant would come up with a solution."

"Overall I considered it to be quite a smooth transition."

Outcome

Now they're cooking with gas

Once Exo was successfully implemented, the team at MTC were able to track jobs better than ever before, leading to a much more streamlined process. "We can now see clearly where a job is at. The most beneficial thing to see is if costs are allocated against a job, but no invoice has been created. We now have the ability to make sure all invoices are invoiced in a timely manner, and nothing gets lost in that process."

Lee explains this has been a real plus for managing the financials. "We can produce a P&L on any job at any time with real figures. Work in progress figures can also be clearly reported on. With larger project jobs this is beneficial for any upcoming progress payments. Financial reports and job costing reports have been tailored to suit our business needs."

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Before	After
+ Too many manual and time consuming processes	+ Single system that combines job costing, finance and payroll
+ System couldn't handle the high volume of jobs	+ Access to real time information
+ Duplicating work load.	+ Stronger reporting capabilities
	+ Reduced manual processes and overheads.