

CASE STUDY

CLIENT:	Positive Energy
INDUSTRY:	Business Services
LOCATION:	Australia
PRODUCT SUITE:	EXO Business
MYOB ENTERPRISE PARTNER:	Momentum Software Solutions

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Positive Energy is an electrical contractor that specialises in shop fitouts, working for shop fitters throughout Australia. They also install home theatres, perform some domestic work and service retail stores with normal electrical service work.

The business started in Queensland in 1999 as a one-man operation and has grown to 17 including office staff with five vans on the road.

Key challenge

Positive Energy needed a system to deliver better stock control as they felt their previous software could not deliver their growing needs.

Job costing was another important area for Positive Energy. They required a module that could accommodate the whole life cycle of a job from initial costing and quoting, through to execution and profitability. It was also important that mid-job amendments could be accounted for to accommodate changes on jobs.

"A solution with better stock control and efficient and accurate job costing was needed in our fast growing business to ensure we remained profitable," says Positive Energy's Sue Callaghan.

Solution

Positive Energy looked at various business management systems that were quite expensive compared with MYOB EXO Business. According to Sue, "the job costing module and time sheet facilities were the key factor in choosing MYOB EXO, as knowing our margins at all times on jobs is very important."

The integrated stock handling system in MYOB EXO also appealed to Positive Energy as each stock item can include codes, descriptions, groups, cost and sell prices, tracking methods and stock levels for each location or van.

Tailoring of MYOB EXO the key benefit

The job costing module and time sheets have ensured Positive Energy know their profit margins at all times on all jobs. Positive Energy has found the stock control facility to be very good. "After six months of using MYOB EXO, we are flowing much better, the stock is accounted for and every month I get accurate accounting reports that show a clear

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picture on how the business is performing,” says Sue.

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Positive Energy has found the technical support and training to be very good. “Technical support always gets back to you if they are not available and are very helpful as we are still learning some things,” adds Sue.

“For a service business like Positive Energy with inventory, MYOB EXO is very good. If others feel they have outgrown their business management software, I would recommend they look at MYOB EXO. We found the stock control and job costing to be excellent and the price to be very competitive to others in the market place,” says Sue.

Client and Enterprise partner details

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