



Client Tuatara | Location NZ  
Product MYOB Advanced | Industry Manufacturing

---

## NZ icon raises a glass to greater efficiency

Carl Vasta had a fondness for crazy beer recipes, and to his delight so did Kiwi beer lovers. Now one-man's passion project is an award-winning beer brand found all over New Zealand and overseas. But with lots of product lines, Tuatara required a new business system to wrangle their rapid growth.

In 2014, Tuatara Brewery was at a tipping point in its growth trajectory. Their management team grew to include marketing, sales, packaging, brewing and distribution specialists. A new Operations Manager, Jason Brown joined and wanted to bring in changes to aid the organisations performance.

---

### THE PROBLEM

#### System not geared for future changes

When Annemaree Deed, Finance Manager, joined Tuatara in 2014, the business was going through big changes. "They had used AccountRight since the beginning to manage finances and IRD requirements" she recounts. "It was great for accounting, however it was cracking at the seams due to the complexity growing business needs."

Their distribution processes included many manual processes resulting in potential errors. The lack of visibility into stock was impacting sales for the Business Brewers on the road and they just wanted more information at their fingertips. In short, they just needed more real time data.

"We just didn't have the right tools to make the improvements we needed."

---

### THE SOLUTION

#### An explosion of features at the right price

Early in 2015, Tuatara contacted Wellington business systems experts Walker Scott. With their guidance, they went through an exploration of several products including MYOB Advanced. They were focused on return on investment and wanted the best bang for buck. Cloud software was a must to ensure it was 'future proof' and available in any location. In the end they choose Advanced as it met their budget and feature criteria with room to grow.

"We had always been satisfied with the support MYOB had offered and were happy to stay within the MYOB family." Annemaree affirmed. "For every requirement Advanced had the functionality we needed. I was surprised by the wide range of features at the price point. Going through the evaluation, I knew taking our business to the next level was attainable with this software."

"We have a lot of staff who work on the road or from home so it was important to have a cloud product that gave us that flexibility."

## THE OUTCOME

### Detailed product costing achieved

Reporting is faster and smarter. When tricky questions come up, finance can customise reports to provide the information their stakeholders need. When they need to get 'nitty-gritty' with analysis they can easily export information into Excel.

"Everything is just quicker to process," says Annemaree enthusiastically. "Because information is entered in real-time, we don't need to touch things twice. We're now more confident in data. I think 20% of our time is saved being able to process things more effectively."

"I loved the 'clickability' of Advanced. If I have a report I can now click into it, to drill down into information. I don't have to go to a different system, it's all there in one place."

"We're only using 75% of Advanced's capabilities but its good because we know that as we grow we've got a system that can grow with us."

Before	After
<ul style="list-style-type: none"><li>+ Lack of depth in reporting</li><li>+ Slow, manual data entry and processes</li><li>+ Difficult to drill down into product costs</li><li>+ Lack of features to cater for growing business needs</li></ul>	<ul style="list-style-type: none"><li>+ Live, insightful reports for greater detail into performance</li><li>+ Integration with distribution partner to speed up order fulfilment</li><li>+ 20% of time saved with more effective data entry</li><li>+ Cloud software saves costs, improves access</li><li>+ Future-proofed solution to keep pace with their growing business</li></ul>

