



RIMS | Tasmania | Manufacturing | MYOB Exo

Riley Industrial and Marine Sales (RIMS) is a specialised engineering business renowned for its innovation in solving hydraulic and pneumatic problems.

Established in 1981 to service the local Tasmanian industrial and marine market, RIMS now has 35 staff, three sites and relationships with a large number of market leading suppliers in Australia.

However, with expansion comes increased pressure to manage internal data more efficiently and speed up the sales order process. It became increasingly clear to RIMS that the system they were using was not up to the job.

The Problem

RIMS General Manager Peter Buzza says that after eight years of using Attache for their accounting and payroll processes, the system was becoming outdated. Buzza states, "Attache didn't have a jobbing system either, so we had to run a third party system [Powerlink] which became slow and unreliable over time".

"It would take the best part of 40 minutes to update Attache on a job from the parts used."

Another problem with the set up at RIMS was the lack of support. Unfortunately for Buzza, Powerlink had no local representatives in Tasmania at all. After much deliberation it was decided a change was needed.

The Solution

Over the next 18 months, RIMS considered various alternative systems before deciding on MYOB Exo. "Exo was clearly the right choice for our business," says Buzza. "For starters, it was user friendly, which – when most of your users are ex-tradies and not used to computers – is very important".

Support was another big plus. Buzza says he knew other businesses in similar industries using MYOB Exo and they were all happy with the system. Last, but by no means least, Exo's price was right.

Specific Functionality

The entire process took around six weeks. This includes transferring old stock, debtor and creditor data.

Buzza says RIMS did not require any specific functionality, but Axsys did make a number of small tweaks.

“We needed certain debtor statements modified so that a number of invoices rolled into one amount on the statement. Job report shortcuts were made in job costing as well.”

Noticeable Improvements

Just over two years down the track and RIMS has seen a significant improvement in their business processes all thanks to MYOB Exo.

“On the surface, things happen a lot quicker,” says Buzza.

“The real time saver is having our data in a single place.”

“Whereas before we had two different operating systems which we would have to wait while they updated, now we have one system that is instantaneous”.

According to Buzza, visibility on costs is better in Exo too.

“We can see when our satellite branches raise orders and invoices, we can treat each branch as a separate cost centre and compare performance between them.”

For what RIMS requires, the reporting in Exo is ideal. “We can produce figures by workshop, or on work in progress. And we can easily identify costings anywhere in the cycle, from quote through to invoice.”

Conclusion

Most of all, Buzza says they know that with Exo, they’ve got a system that they won’t have to keep changing every few years.

“Being able to configure the system ourselves, monitor access and set up new users and accessibility as required, gives us real freedom. And that’s invaluable,” he says.

Ready to take the next step?

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