

System ‘just works’ to deliver competitive edge

Enprise delivered a customised, fully automated MYOB EXO Business solution for leading machine tools importer and wholesaler Global Machine Tools in just two months.

Auckland-based Global Machine Tools is a leading importer, wholesaler and service agent of Computer Numerical Control (CNC) machine tools, their associated spare parts and the tooling they consume; supplying and servicing the engineering and manufacturing industries. Established in 1997, the company services around 600 customers across New Zealand from its purpose-built facility.



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– CHRISTIAN HILLARY,
MANAGING DIRECTOR,
GLOBAL MACHINE TOOLS

Global Machine Tools had been using MYOB Premier to invoice its sales, but this addressed only invoicing needs. The rest of the company’s processes were manual and time consuming – and there was no stock control or visibility. In addition, with several Australian customers and all of its suppliers based offshore, Global Machine Tools needed a system sophisticated enough to manage multiple currency payment processing, multiple foreign currency bank accounts,

the ability to purchase currency at FX spot rates with loss/gain reporting, and automatically-correcting journals.

A single, automated system

Managing Director Christian Hillary wanted one central, automated system that could handle everything across the company’s various divisions.

“We’re not accountants, so we need a system that is simple, easy and intuitive to use,” Christian says.

Christian says he evaluated various packages but ultimately chose the MYOB EXO Business package Enprise presented because Enprise demonstrated value for money and a flexible system that would be easy to use.

“They inspired confidence in their company and people. They were really easy to deal with and gave us confidence that the solution would work,” he says.

“That wasn’t the case for other solutions and companies. Some wanted to charge us to review our system and recommend a solution – but not Enprise. Enprise made the process simple. We told them what we wanted to be able to do, they put a solution together for us and it just worked.”

Enprise customised the MYOB EXO Business system to suit Global Machine Tools’ specific needs, recommending MYOB EXO Finance and Job & Project Costing for the company’s service department. Enprise took the system live within two months of demonstrating it.

On time and on budget

The implementation was smooth and hassle-free, meeting agreed timeframes and budgets.

Enprise provided full training as part of the implementation process, giving the Global Machine Tools team hands-on experience in operating the system.



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Christian says Enprise delivered exactly as agreed.

“Our implementation manager Sarah Loveys inspired confidence. I was worried about the big step change we were making from a manual system to an automated system but Sarah reassured me. After the training and implementation everything was fine. We didn’t need to take on extra resources to help with the new system,” he says.

“WE WANT TO BE SMARTER THAN THE COMPETITION – AND THIS SYSTEM IS HELPING WITH THAT.”

– CHRISTIAN HILLARY,
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“The system is so flexible and customisable, which is a huge plus for us. We now have a solid platform we can easily change as needed.”

A platform for future growth

Global Machine Tools now has a smart, specifically customised, fully automated online system

with high visibility of all information (for example enquiry information, stock, codes), which has simplified, streamlined and improved the way the company conducts its business.

Christian says Enprise’s solution enables the company to keep track of the rapidly growing business – and continue to provide cutting-edge services and support to customers.

“We know where we are now day-to-day. Before, we weren’t able to do things like reporting, costing, checking stock and price lists. Now we can.

“Enprise collaborated with us to create and implement a business solution that fits our needs really well. Everything just works. We also know that if we need help or training, we can simply call Enprise and they’ll be there.

“Everything is just so much easier and better all round – and that’s the bottom line.”

Highlights

Summary

Auckland-based Global Machine Tools is a leading importer, wholesaler and service agent of Computer Numerical Control (CNC) machine tools, their associated spare parts and the tooling they consume; supplying and servicing the engineering and manufacturing industries. Established in 1997, the company services around 600 customers across New Zealand from its purpose-built facility.

Global Machine Tools’ Managing Director Christian Hillary chose the MYOB EXO Business package Enprise presented after a compelling demonstration that the system would deliver their requirements of value for money, flexibility and simplicity.

Business benefits

- All stock information online and highly visible
- Sophisticated multiple currency functionality
- Features streamlined to fit the company’s unique needs
- Ongoing support and training as required

Key outcomes

Global Machine Tools has a smart, specifically customised, fully automated online system with high visibility of all information, which has simplified, streamlined and improved the way the rapidly growing company conducts its business.

To read more about the Enprise story so far visit www.enprise.com

To speak with an MYOB EXO implementation specialist call (NZ) 0800 436 774, or (AU) 1800 436 774 or email info@enprise.com