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BUSINESS

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What to do when you've outgrown MYOB

Jim 2 ®
BUSINESS ENGINE

Introduction

Entry-level software such as MYOB and Quickbooks has done wonders for small businesses. These small business accounting systems let SMBs perform quickly what was previously a full time bookkeeping and accounting role.

While they are great for startups and very small businesses, companies that want to move to the next level must have software in place to support, not hinder, intended growth. They need software that is for more than just accounting. Growing businesses need software that enables enterprise resource planning (ERP).

So what is ERP? ERP is a business management system that integrates most functions of a business, including quoting, planning, manufacturing, service, sales and marketing. It also covers activities like stock control, order tracking, customer service, finance, and staff.

Very large organisations use ERP systems to manage every aspect of their businesses. But ERP is not just for the big guys. Growing SMBs can reap huge rewards from using an ERP system that has been specifically designed for businesses that have outgrown MYOB and Quickbooks.

Five important facts about an ERP system:

1. Affordable for small and medium businesses
2. Saves you money on administration
3. ERP ties together all facets of your business
4. Provides proper 'Big Business' reporting – essential for any size business. At the risk of using a cliche, 'if you can't measure it, you can't manage it'
5. Is flexible and will grow with you.

Business growth is one of the many reasons SMBs break free from the limitations imposed by basic accounting software and seek out a more sophisticated ERP system to manage almost every aspect of their business.

As a business grows and you start adding staff, entry-level accounting systems start to slow down and lose performance. Data corruption also becomes a concern as multiple people start trying to access the same record at the same time.

Larger enterprises often opt for SAP – an ERP solution that is often too expensive and complex for SMBs. An ideal solution for businesses that have outgrown MYOB but are too small for SAP is an ERP system such as the Jim2 Business Engine. Designed with the needs of a growing SMB in mind, Jim2 provides a quality system framework and a front-end interface to manage business workflow and processes. This is a substantial move from running small to medium-sized businesses via standard accounting software.

Jim2 has helped many Australian SMBs take their businesses to the next level. For example Australian Innovative Services (AIS) turned to Jim2 when it had outgrown MYOB and needed a more sophisticated system to manage its business and growth, including exporting.

"Jim2 provides complete information about workflow operations, from materials ordering, production, sales and marketing, through to shipping and delivery," said Elena Gosse, executive director, Australian Innovative Systems.

"If there was a mistake in the old system, we just didn't know where the problem started. Our previous software couldn't provide us with a real window into our business. We could not see who was doing what and how. Our MYOB system was weak when it came to manufacturing capabilities."

An ERP system like Jim2 deployed at AIS can add value to a business by:

- providing quick access to all files and records
- adding security levels on data for better safekeeping
- enabling multiple access to the same file without corruption of data
- time and date stamping every entry so you know who did what, and when
- not slowing down as you add more users, customers and suppliers
- letting you create rules that suit your particular business.

Flexibility is another huge advantage of an ERP system. As you change a process or procedure in your business, you can change your ERP system's workflow rules to match your company policy.

Copy Print Scan (CPS) is a large copier dealer specialising in digital document production and management technologies. CPS was similar to many other copier dealers in that they were looking for a single piece of software to manage a large number of clients under contract.

The software had to have a strong accounting back end, copier-specific reports, as well as an interface and functionality suited to a copier dealer.

An out-of-date accounting system, combined with multiple spreadsheets and inadequate reporting were just not cutting it for CPS.

CPS deployed Jim2 and found that it met all their needs, and more.

Shane McCluskey, service manager, Copy Print Scan said, "We can now effectively bill our meter plan clients with as simple or complex meter setup as required.

"We have examples of colour machines that we bill a finance company one rate, the manufacturer a rebate amount, and then pay a third party dealer to service the machine per meter – all neatly recorded in Jim2 against one meter read entry, and easily traceable. This, combined with the new copier reports, gives us a level of reporting in seconds that used to take hours in our old system."

Chris Weddall, managing director, Copy Print Scan concludes, "Jim2 has been one of the best things to happen to our business for a long time."

For Australian business that have outgrown MYOB and Quickbooks, and don't have an unlimited budget for SAP and the like, there is a tailored system made specifically to fit neatly into a small to medium growing business. And it's Australian made, developed and supported – Jim2 Business Engine.

For more information on Jim2 Business Engine, please call 02 9570 4696 or visit our website at www.happen.biz

About Happen Business

Happen Business is 100% Australian owned and was established in 1999 to fill a growing need in the market for a comprehensive accounting and business workflow software solution.

The company rapidly established a strong following for its Jim2 Business Engine software, and now has an extensive customer base in diverse industries such as managed print services, IT, importing, distribution and warehouse, sales and service, specialised retailing and manufacturing.

Happen Business offer three tailored ERP/Accounting packages for Australian Business:

- Jim2 Business Engine Premium Edition

- Jim2 Business Engine Managed Print Services Edition

- Jim2 Business Engine Managed Services Edition

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