

Case Study: Australian Innovative Systems



COMPANY: AUSTRALIAN INNOVATIVE SYSTEMS
BUSINESS CLIMATE: BUSINESS GROWTH / EXPORT GROWTH
CHANGE CATALYST: OUTGROWN ACCOUNTING SOFTWARE
SOLUTION: Jim2[®] BUSINESS ENGINE

“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”

Elena Gosse
Executive Director
AIS

Water, Water... Everywhere!

Australian Innovative Systems (AIS) is a Brisbane based specialist manufacturer of AUTO CHLOR salt water chlorination systems. Its product suite includes high-performance salt chlorination systems for various applications in the water purification and swimming pool industry. During the past decade, AIS has expanded internationally particularly in the field of commercial and resort swimming pools and waterslide parks.



Following a change in ownership in 1992, the Brisbane-based company has invested significantly to develop and incorporate state of the art technology into its salt chlorinator products. Today the company has distributors throughout Australia as well as partners serving markets in Spain, Czech Republic, Russia, Ukraine, Middle East, Korea, Thailand, Indonesia and South America

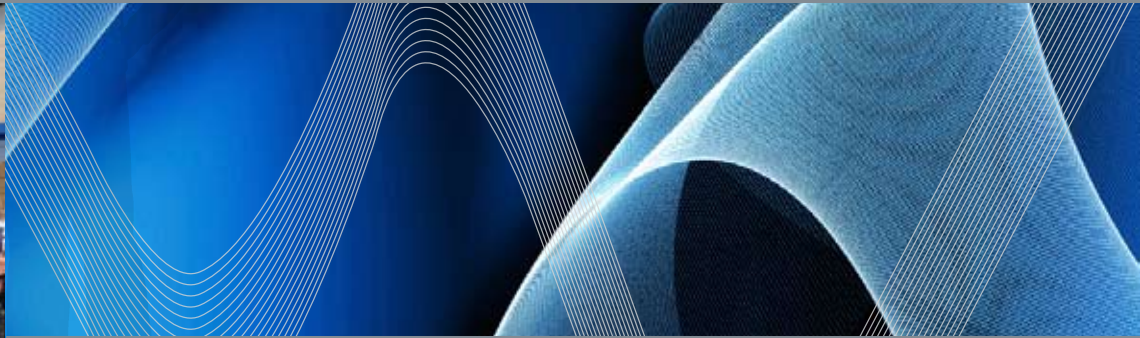
“Every piece of contact with a client is recorded and that helps keeps disputes to a minimum.

Jim2 worked alongside our strategy”

Elena Gosse
Executive Director
AIS



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Jim2 provides complete information about workflow operations from materials ordering, production, sales and marketing, through to shipping and delivery

Elena Gosse
Executive Director
AIS

MULTICURRENCY, STOCK & WORKFLOW

AIS had been using an accounting system, which had proven adequate for local operations. However, AIS discovered that expanding offshore required a more robust business system that combined accounting with workflow and operational information reporting.

AIS needed a system that could provide support with multiple foreign currency transactions, improved stock control and workflow management including stock serial number tracking.

According to Executive Director, Elena Gosse, the previous system was time consuming and it could not provide the information management needed to identify the source and responsibility of operational roadblocks.

SO WHAT WAS THE SOLUTION?

AIS looked at various solutions and spent months looking at alternatives. However, no-one solution could meet all its needs. AIS approached Happen Business following a colleague's recommendation about Jim2.

Following some initial testing, AIS quickly realised that Jim2 could provide it with more flexibility and accurate controls over its manufacturing processes.

IMPLEMENTATION & TRAINING

Of the implementation process, Gosse said, "We thought migrating from MYOB to Jim2 would be impossible! But, Happen Business showed us how easy it was going to be. The implementation team were absolutely wonderful – they had it all up and running, with **our staff trained within a week.**"

KEY BENEFITS

- Multicurrency transaction controls
- Greatly improved stock control
- Accurate invoicing and debtor controls
- Tracking serial numbers ensuring returns and warranty claims are 100% accurate
- Time taken for billing, and assigning jobs radically reduced

FINAL WORD...

"Jim2 allows for accurate recording, documentation and tracking of overseas contracts. "The multicurrency feature is so important for our invoicing.

Jim2 helps us save time on administration work and concentrate on winning new business overseas"

Elena Gosse
Executive Director
AIS



connecting people and business

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