



# Happen Business Case Study

## Australian Innovative Systems



<b>BUSINESS CLIMATE:</b>	BUSINESS GROWTH/EXPORT GROWTH
<b>CHANGE CATALYST:</b>	OUTGROWING ACCOUNTING SOFTWARE
<b>SOLUTION:</b>	JIM2® BUSINESS ENGINE
<b>JIM2® EDITION:</b>	PREMIUM EDITION + TAILORED OPTIONS

**Australian Innovative Systems (AIS) is a Brisbane based specialist manufacturer of Autochlor 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.

### A More Robust System Was Needed

AIS had been using an accounting system to run their business, 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 support multiple foreign currency transactions, with improved stock control and workflow management including stock serial number tracking.

According to Executive Director, Elena Gosse, processing tasks in the previous system was time consuming and it could not provide the information 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. "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 old system was weak when it came to manufacturing capabilities," said Elena Gosse, Executive Director, AIS.

"The multicurrency feature is so important for our invoicing. With the previous system I was usually hesitant to allow staff to invoice overseas customers while I was on business trips. Now, with Jim2, I trust that the invoicing is accurate.

**ELENA GOSSE**  
EXECUTIVE DIRECTOR  
AIS



Designed, Developed & Supported in Australia, Jim2® Business Engine is a complete business solution to manage every aspect of your workflow cycle and solves the growing pains of small to medium Australian Businesses.

CONTINUED OVERLEAF →

"Jim2 works alongside our strategy, helping me save time on administration, and concentrate on winning new business overseas!"

**ELENA GOSSE**  
EXECUTIVE DIRECTOR  
AIS

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 control over its stock and light manufacturing processes.

### Implementation and Training Was a Breeze

Of the implementation process, Elena said, "We thought migrating from our old system 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."

According to Elena, Jim2 works beautifully alongside AIS' business model. "The multicurrency feature is so important for our invoicing. With the previous system I was usually hesitant to allow staff to invoice overseas customers while I was on business trips. Now, with Jim2, I trust that the invoicing is accurate. This leaves me more time to concentrate on winning new business overseas!" Elena said.

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

**ELENA GOSSE**  
EXECUTIVE DIRECTOR  
AIS

### Key Benefits

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



**HAPPEN BUSINESS IS A 100% AUSTRALIAN OWNED AND OPERATED COMPANY**

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