



Happen Business Case Study

Augusta Golf Cars

AUGUSTA
GOLF CARS PTY LTD

BUSINESS CLIMATE: GROWING & DEVELOPING
CHANGE CATALYST: LACK OF INFORMATION TO GROW BUSINESS
SOLUTION: JIM2 BUSINESS ENGINE
JIM2® EDITION: MANAGED SERVICES EDITION

Augusta Golf Cars Pty Ltd was established in 2004 and is based in Yatala, south of Brisbane, with branches in Melbourne and Sydney. Augusta supply, repair and service fleet, consumer, commercial and sports vehicles. They are also the Exclusive Master Distributor of all EZGO, Cushman and Bad-Boy products in Australia and the Pacific Islands.

Their business covers new and used golf car sales, as well as service, repair and hire golf cars. Augusta also specialise in the development of custom vehicles.

With warehouses comprising thousands of parts and accessories being dispatched across Australia and the Pacific Region, as well as on-site support and service, Augusta Golf Cars required a single piece of software that could handle all aspects of their sales and service business, and be able to grow with them.

Growing their business – and outgrowing their software

Augusta Golf Cars had outgrown their existing business software and required more functionality across the board – specifically with regard to inventory management, foreign exchange, and system integration. Their existing software simply couldn't keep up.

They could see that they were now in the position of needing one single piece of business software to handle all of their requirements – and it had to be easy to implement, and for staff to use.

Making a good first impression

Not sure where to start, Augusta looked to their business consultant for advice on the best software to meet the needs of their growing business. The consultant recommended they take a look at Jim2 Business Engine, a fully integrated accounting, ERP and CRM system.

Straight away they could see that Jim2 was the solution for their business. "Our immediate impression was that it was excellent software, and it solved all the issues we had outlined," said Managing Director Raymond Georgiou. "That made the decision to go ahead simple." After just one demonstration Augusta were so impressed they went ahead and ordered!

"Jim2 solved all our issues and the implementation was smooth, seamless and amazingly painless – job well done!"

RAYMOND GEORGIU
MANAGING DIRECTOR
AUGUSTA GOLF CARS PTY LTD

Jim2
BUSINESS ENGINE

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 midsize enterprises.

CONTINUED OVERLEAF



"The training was professional and very well presented, and after sales support was excellent."

RAYMOND GEORGIU
MANAGING DIRECTOR
AUGUSTA GOLF CARS PTY LTD

Easy implementation, continued service and support

Next step was the implementation of Jim2 and training of staff to use the new system, and Augusta were pleasantly surprised with just how seamless the whole process was. Thorough training at implementation and 30 days free telephone support helped ease the transition to a new business system. Happen Business pride themselves on their friendly and accessible customer service, and Augusta felt that "the training was professional and very well presented, and after sales support was excellent."

A quick decision is a good decision!

Reflecting on their decision to go with Jim2 Business Engine, Augusta are pleased with just how well Jim2 has addressed all of their business growing pains. "The benefits so far include staff efficiencies, improved foreign exchange management, improved productivity, and less stock losses. The functionality and ease of use is excellent!" said Raymond.

"The functionality and ease of use of Jim2 Business Engine is excellent!"

RAYMOND GEORGIU
MANAGING DIRECTOR, AUGUSTA GOLF CARS PTY LTD

Key Benefits

- Removed complications with inventory management
- Improvements to customer service through centralised information
- Solved foreign exchange issues
- Simple implementation process and excellent training and after sales service from Happen Business



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