

Jim2 Business Engine Case Study: Beta Computer Services



COMPANY: BETTA COMPUTER SERVICES
BUSINESS CLIMATE: RAPIDLY EXPANDING SALES & SERVICE
CHANGE CATALYST: RUNNING MULTIPLE SYSTEMS
SOLUTION: Jim2[®] BUSINESS ENGINE

“We were running MYOB Premier and a bunch of in-house written Microsoft Access databases to handle everything that MYOB didn't.

There was a lot of double entry, error-checking and 'loose' data floating around.

There was a lot of room for error in the way we did things”

Troy Adams
 Director
 Beta Computer Services



Building a “Beta” Business

Betta Computer Services operates their Headquarters in the South East Queensland area of Australia and was established in 1996.

13 years later Betta find themselves in a fantastic position - experiencing year on year growth, loads of new Customers, an ever-growing stable of expert staff and a fleet of vehicles for onsite and rapid-fix service. Betta now service clients in all states of Australia as a result of their expansion.

Their IT offering ranges from Service, Sales, Repairs, Contracted Maintenance, Managed Services, Help Desk, Onsite, ADSL, Offsite backup, Webhosting, Virtual Hosting and Data Centre Hosting.

So how did they get to where they are today? **With a lot of hard work and a business system that enabled growth, not restricted it. Jim2 Business Engine.**

Turn over the page and find out more!



“Betta needed stronger stock control. Not just for retail, we needed to tie Stock to Jobs so that our billing was correct.

We also wanted it all in an integrated system - that describes Jim2 perfectly”

Troy Adams
 Director
 Beta Computer Services

Jim2 Business Engine Case Study: Beta Computer Services



"Jim2 is a great investment. We only have 1 x staff member who does our complete book work including purchasing, accounts, payroll, stock admin and general office admin. Without Jim2, I would need 2-3 extra people. That's \$35-70k PER YEAR saving within itself without including other benefits"

TROY ADAMS, DIRECTOR

"It is very different to any other software on the market.

Having Jim2 in our business soon became a huge competitive advantage for us"

Troy Adams
Director
Betta Computer Services

CONSTANT, UNRELENTING GROWTH

Betta have been experiencing growth since their inception in 1996.

As the number of Customers swelled, Betta's volume of transactions grew, and the administration work starting becoming a monkey on Betta's back. They knew they had to look for a better system.

"We were busting the limits of what MYOB, spreadsheets and programming could do for us - nothing was connected and everything needed updating daily. Administration is not what we got into this game for - we build better businesses through IT systems and networks." **(Troy Adams)**

SO WHAT WAS THE SOLUTION?

"The features that Jim2 offered us were EXACTLY what we needed. Jim2 was going to be a big change for us. We needed to review our business processes and get smarter about how we did things. Again, Jim2 allowed us to re-engineer our business and pull more profit out of it." **(Troy Adams)**

Immediately after Happen came onsite and implemented Jim2 - Betta reaped the benefits. Betta are now enjoying extremely tight Stock Control, they have linked PO's, Quotes, Jobs & Stock and they are able to track their labour hours and analyse and benchmark their Technicians.

IMPLEMENTATION & TRAINING

"It was a great experience. Changing accounting systems is not an easy task, however it certainly was rewarding. We simply could not have continued our growth or profitability with the existing systems we had." **(Troy Adams)**



Jim2[®]
BUSINESS ENGINE
connecting people and business

KEY BENEFITS

- Greatly improved Stock Control
- Linking of PO's, Jobs, Quotes & Stock
- Flexibility and the ability to configure the software to suit
- Labour Tracking & being able to compare the Technician's Actual Hours vs Billable Hours

FINAL WORD...

"Jim2 requires less administration per staff member than any other system I know.

With Jim2 we increased our billable hours, we had better Stock Control, more consistent and quicker quoting, less paperwork, excellent reporting....AND...

MORE PROFIT."

Troy Adams
Director
Betta Computer Services



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