

CASE STUDY

CLIENT:	XPO Exhibitions
INDUSTRY:	Business Services
LOCATION:	New Zealand
PRODUCT SUITE:	EXO Business
MYOB ENTERPRISE PARTNER:	Verde

Overview

XPO Exhibitions is an event management company, specialising in organising large and medium sized events of all kinds, from trade events to conferences.

New Zealand owned and operated, the events XPO Exhibitions organises represent millions of dollars in trade for more than 1500 exhibiting companies from throughout New Zealand, Australia and around the world.

Finance manager Janelle McCorquindale says XPO Exhibitions has been using MYOB EXO Business since February 2010. The programme assists in managing their business with accurate invoicing and statements, as well as reporting functions.

Ticks all the boxes

Janelle says XPO Exhibitions chose MYOB EXO Business for a number of reasons.

“MYOB EXO Business was our first choice because it included all the functions we required for our business, it fell within our budget, and because of the program’s user-friendly reputation.

“We have three staff members using EXO Business, and everyone finds it convenient and easy to use. We had the support of Verde in installing the software and all underwent some initial training to learn the basics, but everything is intuitive and has a logical flow, so it was a very straightforward process. It’s also easy to reverse mistakes if you need too, which is always a bonus.

“The other thing that appealed to us is that it is such a widely used package, which means that in the future, if we take on new staff, we know that it will be easy to find people who already have experience with the software.”

Custom-designed add-ons

MYOB EXO Business is a fully integrated financial and business management system, and Janelle says one of the best features is its ability to be customised to specific business requirements.

“We had a module designed for us to help with our billing processes. We have people sign up for shows as far as two years in advance, so we bill them in three installments. The additional module is set up to bill clients automatically on each of their three billing due dates, which means we don’t have to keep track of all those billing dates and action them separately.”

Company reporting

Janelle says the reporting functions in MYOB EXO Business are also incredibly easy to use.

“The thing I find really great about the package is that I didn’t have to worry about introducing and explaining a whole new reporting format to the company management team. I can also export any kind of report into Excel, which can then populate the information with my formulas – so I can easily manipulate the format.

“Overall, MYOB EXO is a fantastic package. It allows myself and the other staff to access all the information we need quickly and easily, and our billing and reporting systems have never been easier to use.”

CASE STUDY

Client and Enterprise partner details

www.xpo.co.nz

www.verdegroun.co.nz



AUSTRALIA

Call 1300 555 110
Email exo@myob.com.au
Web www.myob.com.au/enterprise

NEW ZEALAND

Call 0800 696 239
Email exo@myob.co.nz
Web www.myob.co.nz/enterprise