

# CASE STUDY

CLIENT:	Brownies Mattress Direct
INDUSTRY:	Manufacturing, Wholesale
LOCATION:	New Zealand
PRODUCT SUITE:	EXO Business
MYOB ENTERPRISE PARTNER:	MicroBusiness Systems Ltd

## Overview

Brownies Mattress Direct is a manufacturer of beds and retailer of beds, bedding and bedroom furniture.

Established in 1939 by the current owner's grandfather, Brownies Mattress Direct is now a well-recognised name in the national market, with retail branches located in Christchurch, Wellington, Lower Hutt, Invercargill, Nelson and Blenheim.

Brownies Mattress Direct currently uses MYOB EXO Business and MYOB Employer Services to manage their business.

## Easy to learn

Brownies Mattress Direct has been using MYOB software since 1993, having upgraded from Computer Based Accounting (CBA), which was Disk Operating System (DOS) based, to a Windows application.

Company accountant Glyn Kininmonth says one of the most useful features of the software is its ease of use. "Our current software is relatively easy to learn and use," says Glyn.

"We have twenty two staff now using the software, so its ease of use has been a real asset."

## MYOB Partner support

Brownies Mattress Direct has had a number of customisations added to their software recently, and Glyn says the support she has received from MYOB Enterprise Solutions Partner MBS has been invaluable.

"I have found Ranae at MBS to be extremely helpful," says Glyn. "She is very good at showing me how I can do things for myself on an ongoing basis."

## Inventory module

MYOB Exo Business is designed for growing and mid-sized businesses, and offers a fully integrated financial and business management system, including reporting and inventory control.

Glyn says one of the other significant benefits of using MYOB Exo Business has been the accuracy in stock inventory and transactions that the programme offers.

"My overall impression of the software has been very good, but if I had to choose one aspect that really works for Brownies Mattress Direct, it would be the Inventory module," says Glyn.

"The latest piece of customised software written for us by Alex of MBS is a great time saving tool."

Previously the sales team had to double-handle sales information, inputting the same data at the point of sale and then at their Christchurch based supplier. However, Glyn says the new inventory tool has streamlined this process.

"The module is designed so that sales orders are entered by the branch, and after that the information is automatically populated into Christchurch. This has not only saved us valuable time, but has also improved our inventory control, resulting in very accurate stocktakes."

# CASE STUDY

## Client and Enterprise partner details

[www.browniesdirect.co.nz](http://www.browniesdirect.co.nz)

[www.mbs.co.nz](http://www.mbs.co.nz)



### AUSTRALIA

Call 1300 555 110  
Email [exo@myob.com.au](mailto:exo@myob.com.au)  
Web [www.myob.com.au/enterprise](http://www.myob.com.au/enterprise)

### NEW ZEALAND

Call 0800 696 239  
Email [exo@myob.co.nz](mailto:exo@myob.co.nz)  
Web [www.myob.co.nz/enterprise](http://www.myob.co.nz/enterprise)