

CASE STUDY

CLIENT:	DSK Engineering
INDUSTRY:	Job & Project Based Businesses
LOCATION:	New Zealand
PRODUCT SUITE:	EXO Business
MYOB ENTERPRISE PARTNER:	Helm Business Information Systems

Overview

DSK Engineering Limited has been operating in the light to medium fabrication sector for approximately 15 years, and currently employs a staff of about 40.

The Hastings-based firm has machining and sheet metal capabilities, and after many years specialising in the food, wine and processing industry – working with several notable brands – the company expanded into the forestry sector.

A successful partnership

The company installed MYOB EXO about two years ago, following a recommendation from Enterprise Business Partner, Dean Tiffen of Helm Business Information Systems.

DSK Engineering managing director, Shane Kerrisk, says the company had been looking to upgrade its systems as it had outgrown the NZA Gold system that was in place.

“Helm was very responsive, got things sorted in a timely manner, and was easily able to meet our requirements,” he says.

Managing growth

When we had the software installed, we had recently experienced a period of huge growth, and the installation of MYOB EXO provided us with more control in managing a number of jobs, says Shane.

“If we didn’t have the software, we would have really struggled and invoicing would have been horrendous.”

“The company is heading into another growth phase, and we are looking forward to seeing what else the software can do for us,” says Shane.

“As with any program, you become familiar with the aspects you use, but there is a hell of a lot more we can utilise.”

Easy to use software

“The software has been really good,” says Shane, “and integrated easily with existing systems.”

“We had quite a few issues with invoicing before we installed the software – mostly late or inaccurate invoicing, caused by wrong hours or wrong jobs – even blank fields,” he says.

“MYOB has made a big difference and really improved that aspect of the business.”

Shane attributes the improvements to the fact that MYOB EXO is easy to use.

“It’s so easy to input information, and be able to see at a glance where you are at.”

“We have six licences for the program and all our staff are very happy with it,” he says.

Customised to suit

Shane says the company had Helm tailor the reporting function in MYOB EXO to include extra reports – particularly dashboard-style reports – which provide users with an overview of how the business is functioning.

“The report customisation has provided us with a range of indicators that let us know how the business is performing,” he says.

“We can look at where a job is at, and if it is falling

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behind then we now have the opportunity to fix the problem, rather than waiting until the end of the job and trying to figure out what went wrong.”

Real time information

The company has noticed huge time savings in the administration side of the business, as MYOB EXO has made it much easier – and faster – to enter data.

“We used to employ two administration staff – one full time and one part time,” says Shane.

“We are now down to one staff member and that is partly due to the software.”

Improved managerial processes

“We have found that our use of MYOB EXO has also given us more managerial control over a variety of different processes within the business,” says Shane.

“For example, decision-making processes are now much easier, because with MYOB EXO, the information you are seeing is live,” he says.

“You can make decisions much more quickly because all the information is right there. It really speeds everything up.”

Client and Enterprise partner details

www.dskengineers.com

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