

# CASE STUDY

CLIENT:	Scott Machinery
INDUSTRY:	Import, Wholesale and Distribution
LOCATION:	New Zealand
PRODUCT SUITE:	EXO Business
MYOB ENTERPRISE PARTNER:	MicroBusiness Systems (MBS)

## Overview

Scott Machinery is a leading New Zealand supplier of engineering machinery and accessories.

The company purchases globally and sells direct to the engineering and manufacturing sector within New Zealand.

Established in 1989, Scott Machinery has been using MYOB EXO Business, The Finance and Job Cost Modules since early 2006.

## Centralised business processes

General manager Christian Scott says the main requirement of their software was that it could centralise their business processes.

"We had islands of information with our previous system," says Christian. "Our stock ledger was handled by our old DOS accounting system, we had a separate customer marketing database, separate stock pricing spreadsheets and another system to track sold machines. We wanted one system that would maintain all of this information centrally."

"We also wanted a system that could adapt to our sales process – in particular to quickly generate a detailed quotation complete with product logos, images, text and tables. Also, that it would have CRM capabilities, so we could handle and prioritise the sales process once our quotations had been delivered to a customer."

## Website integration

One of the key benefits of MYOB EXO – Business Finance and Job Cost is its integration with the company's website. "MYOB EXO takes care of all the core stuff that our company requires, such as foreign currency, costing shipments and serial numbers," says Scott, "but the most useful aspect of the software is how it manages our quoting system and website."

"On our website ([www.scottmachinery.co.nz](http://www.scottmachinery.co.nz)) all of the stock grouping categories – New, Used, Computer Controlled (CNC) and Accessories – are managed by the primary stock group field, with the sub-groupings, such as lathes, mills and saws, based on the secondary stock group."

"MYOB EXO manages pricing and reseller pricing, with all images, text and tables stored in the SQL database. The detailed quotations our customers receive are based on a similar system to the website."

## Training and customisation

Christchurch-based MYOB Enterprise Partner MBS assisted Scott Machinery in the installation and training of MYOB EXO. Christian says the customisation process was very straight-forward, with staff now able to make full use of the functions designed to make day-to-day operations easier.

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“You get out of a system what you put into it,” says Christian. “Before we installed the software, we tidied up all the data to be imported, such as stock, stock groupings, stock coding, our supplier and customer lists, and general ledger codes. Once this was done, it was an easy job for MBS to import this data into our new MYOB EXO system.”

“MBS then gave us all general user training, with additional training for our accounts manager, Helene. We were also all trained to use the report writing software Clarity, so we can create or edit custom reports. In addition, we also received SQL database training so we can manipulate data directly at the database source if required.”

“The answers to most questions reside in MYOB EXO now – for example, we can quickly and easily find out how long a client has had their Leadwell CNC lathe, what options it was supplied with, and who did the operator training. In fact, any question from anywhere in the sales process should be able to be answered from MYOB EXO.”

“The whole system is great – very flexible and adaptable.”

## Client and Enterprise partner details

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

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



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