MYOB Greentree

Client Ross Roof Group | **Location** NZ | **Product** MYOB Greentree
Industry Wholesale & Distribution; Manufacturing

ERP puts a sound roof over many heads

Ross Roof Group (RRG) has been synonymous with roofing since the 1940s. Today, it exports its metal roofing systems to 80 countries worldwide under the brands Tilcor and Metrotile, and produces millions of roofing tiles a year.

"When you have growth you obviously have more paperwork, which can be quite daunting when you have limited human resources," says RRG's Commercial Manager, George Khoury. "You don't necessarily want to keep taking on people to handle the growth – you want to use systems that can automate processes."

RRG's MYOB Greentree ERP system had been in place for several years when the company's structure changed to accommodate rapid growth. Several extra companies were incorporated to distribute its products internationally across different regions.

"Rather than create multiple companies with the associated multiple data entry issues, we collaborated with our Greentree Partner to adapt Greentree's Distribution module to meet our needs," George says. "We now have single data entry and visibility across all the companies in the group. It works very well."

"We have single data entry and visibility across all the companies in the group."

Problem

Archaic system, data worries

RRG's legacy system was past its use-by date. Multiple data entry led to inaccuracies and the system couldn't handle the rapidly growing inventory.

"We were encountering serious issues with the volume of orders and APs, plus consolidating the financial information from our different companies." George recalls. "There was too much paperwork from the approval of sales orders and invoices, and automating processes became a top priority."

An integrated ERP system was clearly a must, but RRG also knew it needed to fill some special requirements to get the level of inventory control it needed between its manufacturing plant and its warehouse. The Greentree Partner was able to adapt the system to meet RRG's demands.

"There was too much paperwork, and automating processes became a top priority."

Solution

Seamless workflow across the organisation

RRG's manufacturing process is a 24-hour operation. Orders placed in MYOB Greentree's Manufacturing module are visible on screens all around the factory, enabling receipts to be entered as soon as orders are filled and eliminating delays in filling out paperwork.

The integrated Manufacturing and Supply Chain functions handle millions of items. Orders are processed from Sales to Manufacturing at a press of a button. Endeavour's customisation within the Distribution module enables simultaneous updating of three separate databases.

"This saves us a lot of time and effort, eliminating the risk of human error," says George.

Outcome

A clearer view for everyone

MYOB Greentree Workflow gives live visibility across the company, especially for purchasing and credit control. RRG's approval process is now handled electronically through Workflow, replacing a slow paper trail.

"Our Operations Manager used to get a stack of paperwork each month, which would take him hours and hours to approve," George says. "That's not required anymore because he approves POs as they come in." The addition of eDocs has brought further efficiencies, enabling purchase orders and invoices to be scraped into the system.

"We've saved about five days' work a month on the month-end process and cut paperwork by around 70%," George says. Greentree IQ * enables RRG's managers to create reports to see whatever they want at a glance.

"There are multiple ways we can slice and dice the data," says George. "It allows us to make more informed decisions about ordering of raw materials, which is a major cost centre. All our factory orders are also entered into Greentree and read by IQ, which formats them so we can determine what's needed to fill an order."

IQ gives management a crystal-clear view of sales performance, and its drill-down capability saves hours of work in compiling specific reports. Another big plus is that despite its workload more than doubling in recent years, RRG has not needed to take on more staff.

RRG sees only further steady growth on the horizon and has more plans for its Greentree system.

"We're focused on developing forecasting for overseas markets and getting more use out of the CRM and Job Costing systems," George concludes. "We're aiming to finish up with a full supply chain scenario where a quote gets done, sent out and turned into a job costing order.

"We're confident we can achieve this because every day, Greentree enables us to work smarter, not harder."

"We've saved about five days' work a month on the month-end process and cut paperwork by around 70%."

*Powered by QlikView

Before	After
+ System unable to handle rapid growth	+ Single-point data entry across companies
+ Slow approval processes	+ Paperwork slashed
+ Too much paperwork	+ Electronic approval process
+ Lack of cross-company visibility	+ Live data visibility
+ Inventory management not up to scratch	+ Integrated manufacturing and distribution
	+ Staff levels held despite extra workload

myob