

# MYOB Advanced

Client Royce Cross Group (RCG) | Location Australia  
Product MYOB Advanced | Industry Importing, Distribution



## Integration and oversight for Royce Cross Group

Royce Cross Group (RCG) is made up of three complementary companies, importing and supplying electric motors, gearboxes, electrical accessories and power transmission products, which were running on three disparate systems. This led to a lack of oversight and days of manual work each month. MYOB Advanced delivers on the needs of these separate entities, with the top-down oversight RCG needs.

### Problem

#### Too many errors, too much manual work

What began as a family-owned business importing electric motors, is now a multipronged organisation offering an extensive range of electrical and engineering products, shipping Australia wide.

As William McFarlane of RCG explains, because they were three individual companies, they had three systems and three different ways of doing things.

“We do a lot of inter-company purchasing and we needed to decrease time spent on purchase orders. We needed a programme that could incorporate all three companies.” he says.

Individual AccountRight Premier accounts for each of the companies was the short-term solution. While they were happy with the system, they still sorely needed that single system. A lot of that time was taken up with managing data that had been entered three different ways, to get consolidated reporting across the group. “I could easily take up half a day on data.” says William.

Inventory management was often inaccurate, with staff working around the complicated system by selling items as ‘misc’ rather than creating a purchase order.

**“Quite honestly, I used to spend half my day doing inter-company stuff. We needed a programme that could incorporate all three companies.”**

### Solution

#### Three entities, one system

RCG’s management team investigated a number of solutions, including Sybiz, which was too expensive, and still didn’t offer the kinds of individual company reporting they needed. MYOB Advanced, says William, was one of the few that could manage multiple entities – a must-have for RCG.

William explains, “We have the same physical location, but three companies still have their own accounts payable, receivable, expenses and customers, and we needed a programme that could keep each unit independent, and easily manage inter-company transactions.”

As the company evolved, the separate entities began to sell each other’s products – growing the group’s sales, and offering a more seamless experience to clients. That made business sense, but managing it in the back end had always been a headache, which MYOB Advanced could solve, saving time and money. “Inter-company payments and transactions have been made a lot easier, accounts are set up as the same, rather than having different codes.” says William.

The RCG financial reporting was also a critical element, which he says would be made much easier by Advanced. “We can run financial reports out of all three companies and do a comparative profit-loss sheet, stake-holdings between group – it gives us the big picture view.” he elaborates.

William says the MYOB Business partner was “fantastic,” especially when it came to migrating the 55,000 items over to the new system. They also created customised reporting that would combine all three entities.

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## Outcome

### Simplicity streamlines operations

For RCG, the biggest benefit they've seen is simplicity. Now, with the three entities operating under one system, what would have generated complicated layers of paperwork is completed automatically in the system.

The previous longwinded sales and returns process is simply "no longer an issue with Advanced." and rather than spending half-days generating reports, William says they happen almost at the touch of a button.

"They're so much quicker: reports link back to the transaction history by customer. You can export things to Excel to manipulate them if you need to and reimport the data easily – all good things.

"We can see, in one screen, returns, credits, sales, invoices – it makes it so much easier to keep track of purchase history." he adds.

The system's flexibility has also paid dividends. William explains that his team loves being able to customise how you read reports on screen, and import processes when updating information.

He has customised the programme to accommodate multiple branches, which lets him simplify transactions. "You're able to look at an individual document to see which branch you're working in. It's made it so much easier for the accounts team and saved a lot time."

William says he loves that the system can handle multiple currencies, email sales orders and purchase orders from within Advanced.

That is echoed by his team, who all say they're "extremely happy with the way the system works."

"We have a couple of people where tech is not their forte, but they're able to use Advanced reasonably well," enthuses William. "We're extremely pleased with the programme. We're able to work as one team with one set of principles. It's very good to be able to do our own customisations."

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Before	After
+ Lack of easy oversight over three entities	+ All entities managed individually, but in one system
+ Consolidated reporting extremely time consuming	+ Simple reporting saves hours each week
+ Error-filled inventory information	+ Products easy to track, reducing inventory errors
+ No easy way to manage inter-company transactions	+ Inter-company transactions managed automatically.