

Customer success story
NECA WA

Industry
Professional Services 

Education and Training 

Location
Australia

Greentree product suite
Financial Management
Supply Chain & Distribution
Human Resources & Payroll

WIRED FOR PEAK PERFORMANCE

Greentree's total integration will charge up NECA's financial management.

NECA WA knew that it needed to change its ERP system, to better handle a complex structure of business entities.

Its existing system only offered basic financial and reporting capabilities, augmented by various sub-systems and spreadsheets. There was too much manual reporting and no live visibility.

"It didn't allow for consolidation and extracting information across the entities," says Corporate Finance Manager Hannes Boshoff. "We needed a single, integrated system."

A consultant came back with three options, including Greentree.

"The other systems we looked at were very boxed and closed," says Finance Manager Jackie Horner. "Greentree just seemed very open – you could see the advantages to it going forward. It was all about the future."

"We were also impressed with The Greentree Partner's reputation and Greentree's customer references," Hannes adds. "We have a happy relationship with The Greentree Partner; they're the experts and they've guided us well."

Training the techs

The Western Australia branch of The National Electrical and Communications Association (NECA) provides tailored business service, assistance and information to over 800 electrical and communications contracting companies throughout Western Australia.

NECA WA assists members with information and advice on workplace relations, occupational health and safety, management, education and training, human resources and technology. It consists of five separate legal entities handling training for hundreds of apprentices over three different campuses, along with legal services and administration.



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Hannes Boshoff, Corporate Finance Manager
NECA WA

While financial management was central to NECA's requirements, it also wanted HR & Payroll and purchasing, and further down the track, a dashboard for managers to access the system.

Lighting up the future

Greentree's live visibility and reporting capabilities quickly made a big difference.

"It doesn't matter where you are in the month; you can bring up the reports and look at the results as they are," says Hannes. "Also the previous system couldn't handle the cost centre reporting – we have quite a number of cost centres across all the entities, so they're all consistent now. We can allocate costs correctly to the cost centres where they belong."

Shutdown eliminated

A two-day shutdown every month of primary accounting processes is now also a thing of the past.



"At the beginning of each month, we used to have to close down Cashbook, Debtors and Creditors for up to two days, in order to finish off the accounts for the month before," Jackie explains. "This was to ensure we didn't get any of the following month's transactions mixed in the month-end reports. Of course we then had to spend a lot of time catching up."

That shutdown is no longer necessary because Greentree displays posting dates, allowing the finance section to keep working while doing the monthly reconciliations.

"We've cut down a lot on data entry time, and in general we're looking at more accuracy and consistency across all the companies," Jackie says.

"Greentree is going to bring big improvements to our reporting process," Hannes concludes. "We're feeling very positive about the future."

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The National Electrical and Communications Association (NECA) is the peak national organisation that represents the interests of electrical and communications contractors. NECA Western Australia (WA) represents individual firms and companies in Western Australia, particularly those business that sell, install, service and repair electrical and communication products and services.

www.wa.neca.asn.au

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