

Customer success story

Perigon

Industry

Professional  
Services



Location

Australia

Greentree product suite

Financial Management  
Supply Chain & Distribution  
Job Cost Management  
Workflow  
Human Resources & Payroll  
eReporting  
Webview

# SPARKING BUSINESS GROWTH DEMANDS GREAT ERP

Perigon chooses Greentree with an eye on the future.

“One of our reasons for choosing Greentree was to prepare ourselves to take that next step for growth. There’s work coming that will probably double the size of our business.”

David James is the General Manager at Perigon, an electrical contracting business that specialises in large commercial projects in Queensland and ACT. It’s a relatively new company, but has been responsible for the electrical installations in several residential towers along the Gold Coast, and is also working for companies in Queensland’s gas fields.

The business has quadrupled in size since its inception, and David’s plan is to grow it into an umbrella organisation housing a variety of different companies covering various aspects of electrical contracting.

However, to achieve this, Perigon needed a better business system. Its choice was Greentree, and partner bizlinkIT.

## No visibility

Perigon had been using MYOB for accounting and payroll, but needed job costing and distribution functions for project management.

“Trying to get information out of MYOB was nearly impossible,” says David. “What I wanted was for a project manager in the field to log into the system and determine what his costs were at any time for labour, materials, outstanding purchase orders and so on. I need to be able to monitor them and have some input into the forecasting of their projects.”

“With MYOB we couldn’t see what was happening with purchase orders – whether they’d been receipted or invoiced,” adds Perigon’s Administration Manager, Mel Golding. “We were doing double data entry to keep tab on invoices and on outstanding purchase orders.”



“I knew that Greentree would put the accuracy back into our accounting system.”

David James, General Manager  
Perigon Pty Ltd



Reporting was another problem; the legacy system gave no visibility on the hours booked for a job, which is how contracting works. Guesswork on that aspect is not good enough. Too much time was being spent entering electricians' timesheets into MYOB and again into a separate spreadsheet in order to break down and accurately record the costs.

Perigon decided that tacking other systems onto MYOB was a non-starter. SimPro trade accounting software was considered, but would have required too much manual data entry. A price quoted for Pronto was "horrendous" and SAP's administrative requirements were thought too heavy.

### "We want Greentree!"

Greentree was preferred by David and Mel, both of whom had used it when working for another electrical contractor.

"Everything in Greentree is transparent," says Mel. "With it we can see everything that our project managers in the field are doing. It's real-time, it's easy to use and you can get all the data that you want. Everything I've seen of it is just fantastic."

Mel believes that payroll and purchase order processing time could be halved with Greentree, and the time calculating hours worked could be similarly reduced.

"From what I've seen of Greentree in the past, I know it'll deliver all the detailed reporting that we need," she says.

"I knew that Greentree would put the accuracy back into our accounting system," David says. "This will give accountability to our managers in the field, as well as giving us more accurate information and eliminating that double entry."

One of its business strengths, which Perigon wants to develop further, is working directly with developers, designing electrical systems that are tailored for their needs. Perigon also specialises in "green" energy-efficient systems.

"There's a lot more work coming in, and we'll grow as that grows, so we need Greentree to move with us," says David.

## PERIGON

Perigon Pty Ltd offers a complete range of electrical installation services, including heavy industrial projects and high-rise buildings, along with automation and control systems, design and drafting. In 2013 it was recognised by the National Electrical and Communications Association (NECA) in the Industrial – Large Project category, for its work on the Chinchilla Operations and Production Support Hub, the nerve centre of the Queensland Curtis Liquid Natural Gas project.

[www.perigon.com.au](http://www.perigon.com.au)

## bizlink

bizlinkIT works with hundreds of companies Australia-wide, sharing its knowledge and insight to deliver world class business solutions, innovative resources and professional consulting expertise. It aims to partner closely with business to help their processes to become more streamlined, their decision making to become better informed and ultimately their bottom line to become healthy and future-proofed.

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