

Customer success story

Pacific Marine Batteries

Industry

Manufacturing

Marine

Location

Australia

Greentree product suite

Financial Management

Distribution

Manufacturing

Job Cost

CRM Basics

PACIFIC MARINE BATTERIES PROPELLED BY GREENTREE

Pacific Marine Batteries decided it needed a new accounting system, as its incumbent system, Platinum, was outdated, had limited support and was a mass of add-ons. Financial controller Kenneth Andersen decided the company needed an integrated solution to simplify the finance team's job.

Andersen considered a number of alternatives to replace the old system; the main contenders were SAP Business One, Sage and Greentree. Greentree won out, not least because it offered an integrated manufacturing module – one feature that Andersen had decided was crucial before he went looking for a replacement.

The manufacturing module means that whenever Pacific Marine Batteries does a production run, Greentree automatically removes the material used

from the system. And because it is fully integrated, it also automatically updates the general ledgers and other dependants.

Greentree also appealed because it seemed more accessible and more flexible, Andersen says. "The fact it had HR [payroll] and Fixed Assets readily available also counted for a lot", as did the ease of creating information for reporting purposes.

Close tracking capabilities

Because all the accounting functions are integrated and because Pacific Marine Batteries uses the job-costing module, Andersen is able to track a transaction or cost and drill down to the initial entries, regardless of which module it was created in. This allows the company to track project costs and see exactly where they originate. Previously, the finance team had to generate reports.



"Greentree won against SAP Business One and Sage, not least because it offered an integrated manufacturing module – one feature we had decided was crucial before looking for our replacement software."

Kenneth Andersen, Financial Controller,
Pacific Marine Batteries



"I like the online update of any information I want," Andersen says. Greentree's cross-functionality pulls all linked data together, so staff are able to get a progress report for any process or sales order regardless of which department the resources are coming from. "But you can still report department-wide, if you choose, which is good – it gives you another angle to look at," he says.

Pacific Marine Batteries also uses the customer relationship management (CRM) module to do its quotations; previously it had to use an add-on to

do this, which meant fiddling around. Creating a quotation is now quick, simple and integrated.

The company has seven users in the finance area and another eight or so in distribution/stores/manufacturing, and Andersen says they have all adapted to Greentree easily.

It's easy to use, and so logical.

Pacific Marine Batteries now has simpler processes, and can easily access its stored information. Greentree is propelling the company into the future.

we³



Pacific Marine Batteries is the sole supplier of the main system battery for each of the six Collins-class submarines owned by the Royal Australian Navy. Weighing around 440 tons, each battery takes up to a year to manufacture. Initially set up by Pacific Dunlop in 1991, the company is now in private hands. It employs about 30 staff in the Adelaide factory, with another 12 in the office, and has one of the most modern facilities of its kind in the world. Although part of an extremely hazardous industry, the company won a South Australian WorkCover award for excellence and innovation in safety. Pacific Marine Batteries enjoys ISO 9001, ISO 14001 and OHS AS4801 accreditation.

www.pmbatteries.com.au

PARTNERS IN PRIME

Our partners are rare gems with unique, unparalleled skills. Individually and collectively, they've earned their stripes transforming thousands of businesses with Greentree software. They have a deep understanding of business needs. The demands are complex, but our partners relish the challenge of making business better. And when you use one Greentree partner, you gain the knowledge of them all. Everyone benefits from tapping into this vast pool of intelligence.

www.greentree.com/partners



We are unashamed technology and business buffs; fanatics; addicts. Call us what you will, we have one obsession: building the best business software. Greentree is today's ultimate business painkiller and multivitamin, that in 10 years time will still be the best performing business software.

www.greentree.com

**PACIFIC MARINE BATTERIES
PRIMED FOR BUSINESS**