

# Nothing escapes insulation company job cost process

In businesses all over the world, computers capture every detail about millions of customer transactions every second of every day. Greentree's modular approach to the integration of systems ensures that every transaction is recorded only once and can be accessed, shared, analysed, reported and viewed by authorised users anywhere at any time.

**B**ut when multiple disparate systems can't talk to each other and you're relying on mere mortals to recall the details about some transactions then chances are charges will get forgotten.

This was exactly the situation at Colbeck and Gunton (C & G) a Marine and Industrial Insulation company, who were struggling with a disconnected system which relied a lot upon super-human memory to recall all the costs associated with any given customer transaction. As Alexis Heffernan, Administration Manager at C & G explained, "we didn't really know if we were recovering all the costs associated with a customer's job so we weren't entirely happy about the accuracy of our job costing process."

Alexis says the key priorities for a new system were improving the accuracy and integrity of job costing by factoring out reliance on selective human

memory when it came to recalling all the costs associated with jobs.

## Super-integration = the luxury of knowing every cost is accounted for

Alexis says there were no linkages in the old system which meant the business was relying heavily on linking Excel spreadsheets to perform a number of key business activities such as job costing, inventory and purchasing which were all manual processes.

Manual processes inherently require human intervention to complete tasks and this is where Greentree's integration has made a huge difference for C & G according to Alexis. "The simplicity of being able to call all costs into a job or report is outstanding and we no longer rely on someone's memory – nothing gets missed."

## Greentree's open data formats make company restructure "pretty easy"

To make life even more interesting Alexis says they recently went through a company re-structure and this really tested the flexibility and adaptability of Greentree. She says "Greentree handled the transition of data from the old to the new structure surprisingly well – it was pretty easy and went without too much fuss."

## Confidence in the integrity of the decision making process

Quotes are based on the recorded historical actual costs from previously completed jobs, so when costs are forgotten or hidden management can only work with what they have, which may not be the full picture. Given that job costing is a key business activity at C & G it has a direct impact on competitiveness and profitability and this is another

### CHALLENGE >

Colbeck and Gunton needed to improve the integrity of the business decision making process by factoring out reliance on memory to recall job related costs.

### SOLUTION >

Greentree Financials plus Job Costing, Inventory and Payroll.

### RESULT >

Greentree's integrated environment has ensured that every job related cost is captured and this has significantly improved the quality and integrity of the decision making process.



**CUSTOMER**  
Colbeck & Gunton



**INDUSTRY**  
Construction  
–Marine &  
Industrial Insulation



**LOCATION**  
Tasmania, Australia



**GREENTREE  
PRODUCT SUITE**  
Greentree  
Financials, Job Cost,  
Payroll & Inventory

“Greentree’s integration and the accuracy that it brings to multiple-processes is really valuable to us – management know that every decision is based on every job cost and that’s very reassuring.”

*Alexis Heffernan, Administration Manager – Colbeck and Gunton*

area in which Greentree has made a real difference.

Management and staff responsible for costing jobs are now confident that the decisions they’re making are based upon a complete set of information about previously completed jobs. The integrity of the job cost process has greatly improved.

The local Greentree partner worked closely with Colbeck and Gunton to implement Greentree and Alexis says they continue to provide very good ongoing support which is often hard to come by these days. The next phase will be to get Greentree Quoting up and running and Alexis is looking forward to demonstrating to management more of Greentree’s broad and deep business advantage.



#### ABOUT COLBECK AND GUNTON PTY LTD

Colbeck and Gunton was established in 1978 as a specialist contractor for the supply and installation of thermal and acoustic insulation systems for industrial and commercial clients. Over 28 years of operation, the company developed into other areas of marine insulation and passive fire protection systems to international maritime standards.

For more information: [www.gunton.com.au](http://www.gunton.com.au)

#### ABOUT GREENTREE

Greentree International specialises in developing highly effective business management software solutions. The Greentree product has been developed by the authors of CBA, arguably the most successful business software package for small to medium sized businesses in Australia and New Zealand.

In choosing Greentree you are selecting a business system that will truly empower your organisation today and grow with you into the future. The Greentree Partner Network provides a highly skilled local support team that will ensure you achieve tangible business benefits. Greentree has also been recently recognised as a global ‘Rising Star’ by MIS magazine Australia.

For more information visit: [www.greentree.com](http://www.greentree.com)

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