

Media Release

FOR IMMEDIATE RELEASE

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Toyota Motor Corporation launches Greentree for new Australian R&D centre

Toyota Technical Centre Asia Pacific Australia Pty Ltd, the new R&D centre for Toyota Motor Corporation Japan, has introduced the for its launch. After a year long establishment phase of planning and intensive engineer training, the Toyota Technical Centre became fully operational on 1st January 2005.

Toyota Motor Corporation announced in June 2003 the major global investment in automotive engineering design through the creation of a new Technical Design Centre for the Asia Pacific region. Toyota Technical Centre boasts a new state of the art design centre in Melbourne employing approximately 100 people by 2006 and housing some of the most creative automotive design engineers in Australia. Toyota Motor Corporation has about 13,400 people involved in R&D.

Kim Crosher, Manager Accounting and Finance, looked at 10 different systems targeted at mid-sized businesses to replace their temporary 'off the shelf' accounting package. Greentree was included in the initial review and was short listed to the final two alongside SAP.

"We had a thorough selection process to review our business needs and delivered detailed criteria for the approval of our Australian and Japanese management. Greentree was a 90% fit for what we wanted to achieve. There is a need for some modification specifically for our processes, which appears easy to develop. We believe Greentree is the answer for us," said Kim.

The Greentree implementation project is split into two phases with Greentree's Accounts Payable, Accounts Receivable, General Ledger, Fixed Assets and the Job Costing modules live from 1st January 2005 and the Payroll for Greentree and Greentree's full CRM suite planned for 1st July 2005. Initially over 50 Toyota engineers will add their own timesheets to the Greentree system, plus there will be over 20 staff from the management and finance teams accessing the Greentree Financial and Job Costing modules.

Toyota Technical Centre has recognised a range of features of Greentree that they consider will give them the most benefits. "We want to automate our processes across the board with Greentree, making our business seamless. Greentree will give us good quality information for better management decisions,

currently this is too limited. Our other goals include improving month-end processing and our requisition process. Overall we want to automate our workload and get rid of time consuming paperwork, especially with regards to raising purchase orders and paying invoices."

To meet the anticipated implementation deadline the Melbourne-based Greentree Business Partner, Star Accounting Solutions, worked closely with the Toyota team to deliver a flexible service offering. "It has been really good working with the Greentree team; they have been flexible and helpful when meeting our needs. So far the overall Greentree experience has been really positive."

Richard Downing, Managing Director of Star Accounting Solutions, said it was pleasing to see the Greentree solution beat off the competition and for Toyota to see the immediate business benefits. "Greentree gives the best balance of flexibility and control. In selecting a vendor partner, Star chose Greentree because of its Australian market focus, progressive development methodology, ease of installation and most importantly, its realistic pricing. Greentree's modular configuration and licensing model allow an SME to purchase precisely the solution required with a dramatically lower investment."

Greentree presents a real-time, modular, integrated business management suite, purpose-built and well-matched for any Australasian midsize business. Windows-based, Greentree has seamless integration with Microsoft Office, delivering comprehensive functionality on a robust and reliable operating environment. Greentree's core suites are Financial Management, Distribution, Job Costing, Customer Relationship Management and Service Management, Supply Chain Management, E-Commerce, Manufacturing and HR Management & Payroll for Greentree.

Ends

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Editor's Notes

Greentree International

Greentree International is an Australasian software company that specialises in developing effective financial and business management software for medium sized enterprises. For over 20 years, through a widespread, dedicated Greentree Business Partner Network, their products have been chosen by and successfully enhanced the operations of more than 10,000 organisations in Australia and New Zealand. For more information on Greentree visit: www.greentree.com

Toyota Technical Centre Asia Pacific Australia Pty Ltd

Toyota Technical Centre was formed in June 2003 as the Australian arm of Toyota's new Asia Pacific Technical Design Centre. The new state of the art design centre in Melbourne employs over 100 people and will be a key contributor to the development of innovative vehicle designs for Toyota's global regional markets, while also involved in fine tuning models for the particular needs of Asia and Australia.

For more information on Toyota Technical Centre visit: www.toyotadesign.com.au

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