

# CASE STUDY

CLIENT:	Automotive Engine Reconditioners
INDUSTRY:	Automotive
LOCATION:	New Zealand
PRODUCT SUITE:	EXO Business
MYOB ENTERPRISE PARTNER:	Focus Technology Group

## Overview

Automotive Engine Reconditioners Limited are an Invercargill-based retail and trade company, specialising in engineering, mags and tyres.

The business carries out a lot of work on performance engines and is well established in the lower South Island's tourism industry.

## Growing with the business

Automotive Engine Reconditioners has been using MYOB EXO Business since they began ten years ago.

Owner, Cindy Kennedy, says over the years the business has grown – in terms of work and staff – and the software has not only kept up, but lead the way in some areas.

"We use Job Costing full-on, it has definitely helped shape our business," says Cindy. "Everything is so straightforward, we just go from one step to the next, with no paper trail."

## Simplicity

Before opening Automotive Engine Reconditioners, Cindy had never used other software and was surprised with the simplicity of MYOB EXO Job Costing.

"We had a few teething problems at the start," she says. "But after doing quite a bit of training, we now find it incredibly easy to use."

Cindy says a lot of her staff weren't too sure of using the software to start with, being more used to tools than computers.

"But once you have that initial training your away," she says. "Now when we have an upgrade, we only need a hour of training and we are comfortable with it."

## Support

It's not just the simplicity that has kept the business using MYOB EXO Business for the past ten years, but the support they receive as well from the team at Focus Technology Group, an MYOB Enterprise Solutions Partner.

One of Cindy's favourite parts of using the software is how it is adapted for her business.

"When we find a fault with the software, or something isn't working how we want it too, it is always logged by support staff," she says.

"Instead of forgetting about us, Focus Technology always come back with a solution," she says. "All businesses want different things from the same software, so it's nice when an answer is provided which simplifies your business, and works for you personally."

## Benefits

The integration of everything from quoting to invoicing is one of the biggest benefits of MYOB EXO Job Costing for Cindy's business.

"My accounting reports at the end of the month have been made so much simpler," she says. "Now I just have to look over them briefly and send them off – the lack of paperwork is brilliant."

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For a busy business that can process up to 300 creditors a month, having no double handling makes life a lot easier.

“Using EXO Job Costing has not only saved me time,” Cindy says, “but my accounting fees have dropped considerably as well – something no business owner is going to complain about.”

## Enterprise partner details

[www.focustechnologygroup.com](http://www.focustechnologygroup.com)



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