

Case Study: System Built Homes/ EMAC Systems Pty Ltd



Company Profile

System Built Homes/EMAC Systems (SBH/EMAC) has operated since 1968 throughout South Australia, Victoria, Queensland, New South Wales and the Northern Territory.

As a fully accredited, proudly South Australian company, SBH/EMAC prides itself on offering a wide range of quality, exceptional value home designs.

With 40 years experience in helping people achieve their chosen lifestyle, SBH/EMAC has an enviable industry reputation, putting client satisfaction at the top of its priorities.

Major clients include local, state and federal government bodies, as well as national and multi-national companies. The company also has a strong presence in the general retail transportable building market place.

Business Challenges

SBH/EMAC's main Enterprise Resource Planning (ERP) system was essentially used for estimating, with other systems used to handle purchasing, works in progress and administration. None of the systems were designed to meet the company's needs.

SBH/EMAC had disparate and legacy systems that were impacting on the company's ability to efficiently process jobs. Little integration in the ERP systems resulted in greater operational and maintenance costs and the inability to create a fully leveraged collaborative environment.

With the current ERP systems proving inflexible, SBH/EMAC found it had to structure its work flows around their systems.

Operating with basic invoicing facilities, it was recognised that SBH/EMAC could benefit from more advanced integration of General Ledger, Cash Management and Financial Reporting modules in their ERP systems.

Due to cost considerations, SBH/EMAC couldn't consider upgrading to its current solution provider's next level of system, meaning it had to persevere with the existing software solution or find a more appropriate solution.

Company:

System Built Homes/
EMAC Systems Pty Ltd

Industry:

Building/construction

The Issue:

Operating with disparate systems was compromising the company's Enterprise Resource Planning solution. SBH/EMAC was unable to upgrade to its solution provider's next system, meaning it was stuck with an inflexible system essentially only used for estimating.

The Solution:

Gcorp was implemented due to its ability to adapt and accommodate SBH/EMAC's established operating procedures and work flows.

“Gcorp is a user-friendly system and the support from Graycorp is of the highest standard, something we value greatly.”



Dale Wiles
General Manager
System Built Homes /
EMAC Systems

The Solution

After evaluating several ERP solutions and being unwilling to upgrade with its existing provider, SBH/EMAC chose to implement Graycorp's Gcorp Manufacturing Solution.

An intuitive and easy to use ERP solution, Gcorp allows SBH/EMAC to handle its entire workflow from order to dispatch – and everything in between – in a single system.

From within Gcorp, SBH/EMAC's staff have access to real-time business critical information allowing them to manage:

- Bills of material
- Job costing
- Sales quotations and orders
- Picking slips
- General ledger
- Accounts payable and receivable

Gcorp operates on a proven platform and allows seamless integration of SBH/EMAC's data with popular Microsoft applications such as Excel and Word.

Complete yet scalable, Gcorp provides SBH/EMAC with a clear upgrade path for the future as the business grows.

Peace of mind is also provided, with the Gcorp help desk offering system support with prompt response times and remote offsite support.

The Outcomes

The benefits to SBH/EMAC following the successful implementation of Graycorp's Gcorp Manufacturing suite have been wide and varied:

- Processes are now automated across multiple disciplines within SBH/EMAC's workflow. This has resulted in quicker and easier access to the right information and the elimination of redundant data entry.
- SBH/EMAC benefits from the re-use and leverage of existing information.
- With greater access to real time information, SBH/EMAC has experienced improved supplier and customer relationships. Better decisions about the company's current position can now be made based on real time information.
- SBH/EMAC has experienced improved job tracking via access to real time information, the ability to export highly usable information and pre-defined reports.
- Gcorp has allowed SBH/EMAC to follow its preferred work flow:
 - Estimating
 - Contract
 - Purchasing
 - Drafting
 - Administering
- Advanced reporting features have enabled SBH/EMAC to quickly and easily satisfy Housing Industry Association requirements.
- Gcorp has proven to be a cost effective solution that has enabled SBH/EMAC to improve its competitive edge without increasing system operating costs.

About Graycorp

Graycorp works with food and beverage, distribution and manufacturing companies offering a fully integrated software solution that provides the business tools to support informed decision making and achieve optimum business results. The Graycorp team offers clients a unique blend of direct commercial experience in distribution and manufacturing consulting, business software development and client support.

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