

Company: Melbourne Safety Glass

Solution: Sage Pastel Evolution

Industry: Manufacturer/Retailer

Business Partner: SPIL Software

## See through your business



### Introduction

Melbourne Safety Glass are a Victorian business who have been manufacturing quality glass products for over 15 years.

After considerable growth, Melbourne Safety Glass were looking for a financial software solution that would continue to grow with the business and manage the industry specific processes required for the Glass Manufacturing industry.

Unable to really drill down and uncover ways to improve the business processes, they were looking for a solution that could manage the accounting functions of the business as well as offer detailed reporting and complex process delivery.

### The Challenge

Owning roughly 20% of the Victorian glass and glazing market, and looking to grow Melbourne Safety Glass needed something which would keep them ahead of the curve. After 15 years in business several aspects needed to be addressed if growth was to continue:

- production costs needed to be tracked and minimised
- planning needed to be improved to allow better 'Just In Time' ordering to occur
- pricing structures were complex and needed to be handled more efficiently
- integration with the company's financials was long overdue

What did the company need? 'In a word' said Melbourne Safety Glass' CEO Steve Vasiljevic, 'everything'. It sounded like a tall order, but after a thorough needs analysis the staff at SPIL knew exactly what was required. exactly what was required.

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## Melbourne Safety Glass continued...

### The Solution

Sage Pastel Evolution's robust foundation is developed on Microsofts SQL. This is a powerful platform on which to build their improved business processes and has the ability to cater for up-to 40 concurrent users and more. Sage Pastel Evolution is a true mid-tier business solution that is used through-out the world.

Business Partner, SPIL, then added significant value to the business platform developing an add-on product designed for their customer's needs, and integrated it to Sage Pastel Evolution.

The final solution improved the business intelligence (BI) reporting and decreased the decision making time for management. Further, the seamless link to the production process helped manage the dispatch requirements and track the speed of delivery, one of the major requirements Melbourne Safety Glass had of their new solution.

SPIL's head developer has years of experience working with Sage Pastel solutions and was very clear about the project. *'Once we'd identified exactly what Melbourne Safety Glass wanted to achieve, we simply went away and created it for them. The end result gave the customer an integrated "helicopter view" of production, inventory and financials.*

### The Results

*'There was minimal disruption to our business and we got everything we wanted' reports Neil Walsham, MSG's Operations Manager, with a smile. 'In fact, we caught up on three months' worth of problem orders and invoices in the first month of using the new system. Our production planning is actually happening in normal working hours, and I'm getting more sleep.'*

*Accountant, R Perera mentioned, 'the seamless integration of our inventory from the existing operation module to the Financial module substantially reduced any duplication of work. The process was streamlined from Purchase Orders to goods received docket to booking the supplier invoice. Our invoice process takes care of Cost of Goods Sold and our stocks are online real-time saving time and minimising wastages.'*

The new processes implemented support management to make informed decisions for the business and its future, laying a stable foundation for continued growth.

Sage Pastel Evolution is distributed through Usage Business Solutions Pty Ltd and sold through Business Partners in Australia and New Zealand. Call Usage Business Solutions on 02 9440 7216 or visit [www.usagebusiness.com](http://www.usagebusiness.com)

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