OLYMPUS

CLOUDZONE ONE

CASE STUDY

Dictation Distributors has achieved greater visibility into the entire business operation since implementing JCurve ERP Cloud. Accurate Reporting has allowed the management to report on any metric in real time

"Reports you can get are amazing"

Dawn Riley - Managing Director - Dictation Distributors

Right Solution

Dawn did what most people looking for accounting and stock systems do – she Googled cloud-based accounting and stock systems and started researching. A few systems were reviewed, some in New Zealand and some from overseas. Amongst the shortlist, JCurve seemed to fit the bill so some extra discovery was done to make sure it met all the basic requirements and some 'wish list items'.

Initially Dawn discussed the JCurve solution with an Australian-based provider, but quickly realised the benefits to be had by working with a NZ based company. Her initial meeting with David from CloudZone One cemented her decision as she felt that not only did the product offer the detailed information she was looking for, but just as importantly the team at CloudZone One could implement it. In her own words, "I was impressed with the in-depth knowledge that David and his team have and it quickly became very apparent that JCurve would provide not only what we were looking for but a whole lot more". One of the main features that Dawn was looking for was the ability for her resellers, especially the camera stores who work over the weekend, to access 'live' stock information. This is a feature not normally offered with JCurve but CloudZone One handled its implementation into her solution.

In addition, the company has a complex pricing structure which required a matrix of prices to cover the different levels of reseller and end-user discounts. CloudZone One implemented this structure which has enabled Dawn's staff to enter orders without constant cross checking on pricing.

About

Dictation Distributors

Dictation Distributors is the sole NZ importer and distributor of Olympus digital voice products and currently provides the logistics (distribution) for Olympus Camera products through an established network of resellers throughout the country. The company also supplies several Government Departments and agencies and more recently has moved towards direct marketing for the Olympus Smartphone App. Company founder and Managing Director, Dawn Riley has been running Dictation Distributors since 1986 – 32 years!

The Problem

Dictation Distributors' business was suffering from a lack of management information, so it was hard to get a total view of the business. Detailed reporting wasn't available in the solution they were using and offered limited financial, stock management customer sales reports. The system was very accountancy based and didn't provide enough detailed sales information. It also struggled with the diverse product range and the need to accommodate several pricing structures for the diverse customer base. Being server based, it became problematic when Dawn wanted to move to a Cloud based solution.

These issues were inhibiting the flow of information and restricted staff access, so action needed to be taken.

Results

The benefits have been huge – as a business owner, Dawn gets totally up-to-date (real-time) accurate data about everything. "I can always see where I am, both financially and in sales. The reports you can get off the system are amazing, I can literally design a report to extract any information I need be it by individual customer, stock groups or sales groups. And, I've never seen a system that can provide a backdated Stock Valuation Report – on our last system we always had to remember to run the Stock Valuation report at month-end before we processed any orders. On JCurve, every day is just another day you can punch forward orders or backdate those that you forgot to process – its great".

Implementation Process

Dictation Distributors followed the CloudZone One Guided Implementation Methology

JCurve Solution

- JCurve Financials

- Advanced Inventory

- B2B Customer Centre

Project Statistics

- Project Start Date: 1st June 2015

- Go Live: 1st August 2015

Next Steps

- Continued Business Growth

- eCommerce