



Land Surveys No Problems Just Solutions

Land Surveys

Company Facts

- Location: Perth, Western Australia
- Industry: Professional Services
- Website: www.landsurveys.net.au

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Bruce Baker, *General Manager* | Land Surveys No Problems Just Solutions

Success Highlights

NetSuite Solution and Services

- NetSuite ERP
- Infinet Cloud Payroll

Benefits

- Increased visibility across the business
- Anywhere, anytime access
- Reduced operating costs
- Substantial increase in efficiency
- Fully Integrated system, Financial management, Project management, Job creation, Time tracking, and Payroll

Land Surveys sees huge improvements with NetSuite from Precise Business Solutions

When an organisation partners with Precise Business Solutions, it gets more than a quality ERP product. As surveying services company Land Surveys explains, what you acquire is an integrated software solution that empowers your business.

Of course, the ultimate goal for any company introducing a new ERP system is to streamline operations, reduce operational costs and increase profitability. However, by choosing Precise, companies can form a business partnership that goes above and beyond expectations.

Land Surveys has more than 140 staff members in offices and locations spread throughout Australia. From Perth to Brisbane and Darwin, the group provides comprehensive surveying services, specialising in resources, infrastructure, commercial construction, land development and 3D mapping.

The rapid growth and success of the company has also brought about new challenges. To support all of its operations, Land Surveys needed an integrated business software solution that could be deployed companywide.

A single system solves a complicated problem

Bruce Baker, Land Surveys General Manager, said the company's offices were predominantly found in WA when he joined. As the business grew, it retained its original financial package while building out custom Access-based software for project management.

When these systems failed to communicate with each other, Baker admitted it was time for a change.

"As the company got bigger, it was a matter of choosing a singular system, from front end to back end, for project management, job creation, time tracking and back-end financials."

He added that one of the most serious concerns was how long it took to manually handle the data and transfer it from one system to another. This regularly slowed down end-of-month processes.

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Samantha Rees, Management Accountant at Land Surveys, added that using NetSuite has cut the time it takes to carry out core business processes, such as payroll, by 50 per cent. "From a payroll point of view it was pretty complicated," she explained.

"We have so many remote staff members who would have to send in timesheets that we would have to put into the system. Only once that had been done and checked by the managers could it be processed as payroll."

With a fully integrated system, the company reduced the time it takes to complete this task down to one day.

The cloud: integrated security

Baker explained that of all the ERP systems Land Surveys considered, NetSuite was the only cloud-based solution.

"We concluded that NetSuite ticked all of the boxes for us. This was the perfect business software solution that would enable each part of our business to be incorporated into a single system," he said.

This included providing real-time visibility across the entire business; anywhere, anytime access; and a security matrix that fully met data security requirements.

Baker added that the cloud-based solution also "future-proofed" the company by enabling upgrades and add-ons that will be necessary as the business grows.

"In addition, we won't need to invest in more server hardware, and it gives us the ability to give our widely distributed workers access to the system."

Working with Precise

When it comes to implementing new IT solutions, up-front costs and the length of the installation are typically two of the most pressing concerns.

However, with the right help and support, Land Surveys was able to effectively reach its goals. To meet the deadline, Rees worked round the clock with Precise during the implementation phase.

"The implementer that we had from Precise was extremely professional and an innovative thinker. She had both a strong accounting and IT background, and could look at our problem from both aspects to come up with a solution that was definitely to our benefit," Samantha explained.

"She even proposed solutions we hadn't thought of, and put in as many hours as I did. It's rare to see someone as dedicated as you are to get something up and running."

When Land Surveys completed the implementation of NetSuite, the organisation was thrilled to see it was delivered fully in line with cost estimations and timeline expectations.

In fact, the success of the NetSuite implementation, combined with Land Surveys' continued growth means the company has needed to purchase additional software licences across its workforce.

Building for the future

The relationship between Precise and Land Surveys remains strong, with both companies keen to expand the capabilities of the core NetSuite implementation.

Land Surveys has already introduced a CRM module, which has helped centralise and strengthen key relationships with customers. Tracking new opportunities was previously a manual function, but now the company has full visibility over the entire sales lifecycle.

In addition, the business is exploring ways of improving transparency for its customers. This includes potentially providing external access to project information, allowing stakeholders to monitor the status of initiatives in real time.

Ultimately, as Land Surveys goes from strength to strength, the organisation knows it can rely on a scalable, flexible business solution to underpin its key processes every step of the way.



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