

Dematec Automation Pty Ltd Australia

Dematec is a continually evolving company that develops control and automation solutions for a wide range of applications across many industries. These include automotive, manufacturing, agriculture, water resources, R&D and defence.

The company has a strong focus towards innovation and continuous improvement while delivering cost effective solutions.

Headquartered in Adelaide, the 20 year old enterprise has successfully undertaken projects around Australia as well as in China, Taiwan, the UK, the USA, Saudi Arabia, Malaysia, New Zealand and South Africa

Background

A long term MYOB user, Dematec had, in 2008, reached a point in its growth and development where access to additional IT tools was considered mandatory.

As managing director David Hart notes, “we were enjoying business expansion in the order of 25 percent per annum. And it was blindingly clear that running the business as we had been was not going to be sustainable. It would have been just too limiting.

“Overall, we needed far better control over the many things that contribute to the ‘bottom line’. And to achieve that, it was essential for us to have ready and quick access to a whole range of key operating data to help in our decision making.”

“For example, we needed to know very specifically where we were profitable. Where we needed to improve efficiencies. And where we needed to enhance our estimation techniques.”

“Back then, we did some of this using multiple Excel spreadsheets. This often saw the double and triple entry of the same data. A very time consuming and error prone way of doing things.”



“On the specific job front, we also needed a lot more critical information. Like having a totally up to the moment view on budget versus actual costs. And much better labour tracking to more accurately allocate labour costs between jobs and overheads. The inevitable direct versus indirect costs challenge.”

“Equally, we recognised that effective IT could help us give our engineering team a far easier purchasing system. While at the same time giving senior management a much enhanced level of the reporting on the overall business.”

A range of requirements that saw Dematec investigate the adoption of new computer tools.

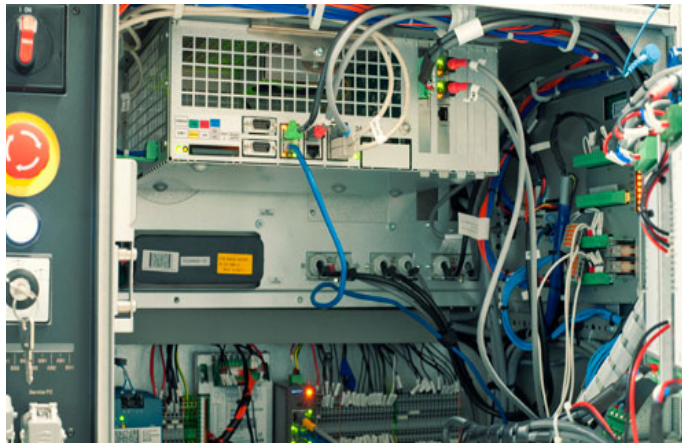
CASE STUDY

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Partnering with Epitome and Ostendo

After a review of several options, Dematec chose to use the Ostendo range of software solutions supplied by Epitome.

Implementation was phased. And now after some 18 months of operation, Mr Hart suggests that, "in general terms, the use of Ostendo has helped pretty much right across the company.



"It has put us in a much better position and has enabled us to sustain our continued growth.

"Personally, as MD, it has been of very definite assistance."

Outcomes

- Helped facilitate sustained company growth.
- Delivered tools and reports to enable senior executives to better manage the 'bottom line'.
- Enhanced, up to date reporting on jobs.
- Much improved job tracking.
- Equally improved labour tracking and cost allocation.
- Simplified purchasing.
- Streamlined data entry which eliminates errors and increases staff productivity.

Future Directions

In conceding that Ostendo has powerfully assisted the Dematec business, Mr Hart notes that there are many capabilities of the system that are not being used.

He suggests that the demands of running a business on a day-to-day basis, typically limits the time available to investigate additional IT applications.

Although he adds that this is certainly on the company's agenda.

Postscript

"Without effective IT it's impossible to sustain continued business growth."

Mr David Hart, Managing Director, Dematec Automation Pty Ltd.

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