

Collier & Miller

When Collier & Miller came to Pronto Software in need of an Enterprise Resource Planning and Business Intelligence solution, both companies set off on a journey to help prepare a single site business for national expansion.

Getting the lay of the land

With over 65 years' experience in manufacturing quality agricultural and industrial equipment, Collier & Miller's dedicated team of highly trained tradespeople and designers are experts in equipment design, construction, maintenance and repairs.

Collier & Miller found their existing ERP system unable to meet their needs. Whether it was maintaining inventory levels or point-of-sale support, they required a system that was intuitive and future-proof.

What's more, with their core activities split across two divisions (manufacturing and sales), the Collier & Miller team wanted a single IT platform that could work across different parts of its operations. And a system that was scalable – to support growth.

Sewing the seeds of success

At the top of Collier & Miller's wish list was a solution that could be put into place from the top level of management down to the warehouse floor. Simply and quickly, at that.

It needed to work seamlessly from the first day of going live, says Collier & Miller Administration Manager, Geoff O'Callaghan: "It was critical Pronto Software could establish us on the system using our own data. It was a huge ask, but from day one that benchmark was met."

Another key requirement for Collier & Miller was to work with an ERP system that could immediately adapt to the fluid nature of the business. Pronto Xi's modular structure was the perfect match.

"We're constantly engineering our business processes with new ideas and aspirations, and with the flexibility Pronto Xi offers we have the option to entertain all of those ideas," said Mr O'Callaghan.

The selected modules included business intelligence, finance, distribution, point-of-sale and project costing.

Reaping the rewards

Mr O'Callaghan says Pronto Xi has become an integral part of Collier & Miller: "It's given us the power to eliminate duplication of data entry, a clearer understanding of the finances – and, perhaps most importantly – made it easier for our staff to sell."

In particular, Pronto Xi Business Intelligence has given Collier & Miller a clear picture of their business performance. Where visibility in the areas of purchase orders, point of sale and project was a major issue, the streamlined workflow using Pronto Xi made it a thing of the past.

- Established in 1946 as an agricultural engineering company
- Services
 agricultural,
 engineering,
 industrial
 and trade
 customers
 with over
 40,000
 products
 and services

With ready access to information such as sales trends and project profitability, staff can make timely and informed decisions and this has translated into a positive impact on the bottom line.

"It's so much easier to manage transactions and discover insights from these sales patterns. We have also noted the monthly sales order totals are often higher now since using Pronto Xi.

With Pronto Xi, the guesswork is taken out of the equation. Our project teams know exactly how the budget is progressing.

We can now work smarter by knowing how to effectively track the profitability of current projects, and apply these learnings to future work, "said Mr O'Callaghan.

Looking ahead, Collier & Miller has big plans to grow its sales services through eCommerce, and plans to use Pronto Xi to drive this initiative: "Pronto Xi is our secret weapon," said Mr O'Callaghan.

- Manufactures agricultural equipment and irrigation machinery
- Expert in fabrication, CNC profile cutting, machining and CNC machining with full CAD/ CAM capability
- Services retail, trade and wholesale customers









Collier & Miller Engineering needed an ERP and BI solution that comprehensively understood the changing needs of its agricultural equipment and services business to support the business into its next phase of growth.



We are an Australian developer of award-winning business management and analytics solutions. Pronto Xi, our Enterprise Resource Planning (ERP) software, integrates accounting, operational and mobile features in a single system - optimising business processes and unlocking actionable insights. That's why for more than 45 years, over 1,500 Australian and global organisations, across a wide range of industries, have trusted Pronto Xi to simplify their most complex challenges.

With headquarters and our Development Centre located in Melbourne. we have support offices and consultants based across Australia, as well as a global network of Resellers and Solution Partners. Specialised departments within Pronto Software have the expertise to assist you with pivotal technology, including Digital Transformation, Cloud and Hosting services and Business Intelligence solutions.

When you choose Pronto Software, you gain a team with deep industry experience, giving us the ability to understand your specific needs and build innovative solutions that drive business growth and revenue.

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