



IMS Gets Cool with Penguin Air

Client Profile: Penguin Air

Penguin Air are heating /cooling specialists and a Daiken super dealership.

Offering a range of sustainable and green products, Penguin Air value green business practices in-house as well.

IMS has reduced the waste output of Penguin Air significantly since its implementation. With ten staff including seven tradies on the road, IMS makes sure that jobs are managed efficiently and billed correctly every time.

Increase your billable hours with IMS

The suspicion that your billable hours are not as much as they should be haunts many business owners. Let's face it, that alone can make or break you!

Tracking hours is a difficult process for any service-based business. Attempting to recall hours at the end of the working day or worse still at the end of the week, inevitably results in inaccuracy. More often than not, a very conservative estimate of chargeable hours ends up costing your business.

For Penguin Air, the implementation of IMS has resulted in at least 25% revenue increase due solely to more accuracy in tracking billable hours.

Although according to Theresa Doohan, productivity was not the only motivating factor for implementing IMS. The business organisational process for Penguin Air had become difficult to manage on a day-to-day basis. More and more time was being invested in paperwork when time in business development and strategy was being lost.

Barb Sauvarin, business manager for Penguin Air, sums it up; "IMS got us organised". No more loose job cards and pieces of paper, everything is automated and organised. Business process for Penguin Air... it's a breeze.

IMS goes green

The current trend for many companies is to make the shift towards a greener approach to business practice. Penguin Air is no exception. Offering renewable and sustainable options for their clients, they believe that in-house business practice should reflect their green approach.

IMS plays a large role in moving towards a paperless office. A fully automated system ensures that staff can receive jobs, log hours and order stock all online. Back ups are made off site and the need for the print out of documentation is only occasional.

Saving a tree or two every year by using IMS is certainly a step forward in responsible business practice. However, the benefits of accessing your entire business online, being able to check orders, cash flow, stock and staff at the click of a button has more advantages than just being green! Reduced phone bills are just one!

Many IMS users remark on the significant reduction on overall fuel costs due to the efficiency of staff interaction out on the road. Paperwork no longer has to be collected at the start or end of each day. Jobs can also be planned geographically and staff tracked to specific locations. Making informed and cost effective decisions about job sequence and staffing saved one IMS user 20% of fuel over one year! Great for the environment, sensational for your bottom line!

What Penguin Air say:

- ✔ “25% increase in billable hours due to IMS”
- ✔ “Built by a tradie for tradies”
- ✔ “IMS got us organised”
- ✔ “Always up to date”
- ✔ “I-Man’s support is invaluable, couldn’t fault it”

“Built by a tradie for tradies”

That’s what Theresa from Penguin Air says. She’s right! The key reason why IMS works so well is that Guy Arrowsmith the director of I-MAN, has a background in the trade. He has worked first hand as a electrician and knows the needs of the industry from the perspective of employee and employer.

IMS works alongside you, tracking your business processes so you don’t have to stress about it. “Taking the time to implement IMS to its full potential is the key”, says Theresa. If you invest in the initial outlay and take the time to train up staff and link it into your existing accounting packages, IMS will change your business process and allow you to do what you do best....

CONTACT US FOR
MORE INFORMATION

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