BigAir

CUSTOMER:
BigAir

INDUSTRY:
Information Media and Telecommunications Services

LOCATION:
Sydney, Australia

PRODUCT:
Sage 300 ERP

"Enabling has been very responsive to our issues and quick in solving any problems that have emerged. They went to a lot of time and effort ensuring the system was set up properly, particularly in the crucial area of importing the data from MYOB. Obviously, if you setup everything correctly in the first place, then it makes it much easier and smoother to move forward"

MATT CARTER — FINANCIAL CONTROLLER FOR BIGAIR

THE SCENARIO
When BigAir began as a small business of four people working in a small office in Surry Hills in Sydney, they purchased MYOB to handle their accounting requirements. But since then the company has grown tremendously, where it listed on the Australian Stock Exchange in 2006 and raised $AUD 7.5 million in capital. They now have fixed wireless base stations in Sydney, Melbourne, Brisbane, Perth, the Gold Coast and Adelaide, with short term expansion plans for other cities.

Their revenue is subscription based where organisations subscribe to the network services and infrastructure provided by BigAir.

THE REQUIREMENT
Consolidating monthly financial statements and reporting is integral to operations at BigAir and MYOB was unable to meet their demands. In addition, they needed an appropriate fixed asset management module to track and financially manage their key assets and infrastructure.

Matt Carter, Financial Controller for BigAir, says, "MYOB does not have a fixed asset module and could not handle consolidations; we had to do a manual consolidation of our financial statements across the two companies in the group. It would take three weeks at the end of every month, using Excel spreadsheets, to consolidate the Group".

THE SOLUTION
To address their needs, BigAir bought and implemented Sage 300 ERP solution for five users, which included the following modules:

- General Ledger
- Accounts Payable
- Accounts Receivable – they use a stand-alone debtors and billing system called Smile, but enter monthly movements into Accpac 300 ERP AR.
- Purchase Orders
- Inter-Entity
- Norming Asset Manager

ABOUT BIGAIR
Founded in 2002 BigAir (ASX:BGL) has experienced tremendous year-on-year growth to become the largest fixed wireless broadband network provider in Australia's metropolitan areas. To cope with this extra-ordinary growth and ensure further expansion, they needed to upgrade from their original MYOB accounting system. They went looking for a robust ERP solution that could manage their core accounting and business processes.

BigAir owns and operates Australia's largest metropolitan fixed WiMAX* broadband network. The Australian business market comprises nearly one million businesses and BigAir's network provides near blanket coverage across its six largest cities. BigAir sells broadband and data services directly to business customers and also partners with other IT service companies who have existing relationships with business customers in order to deliver BigAir's high speed, cost effective WiMAX* broadband solutions.

ABOUT ENABLING
Enabling is the recognised leader in the provision and support of business management applications throughout Australia and New Zealand, especially in the areas of technical and development expertise, solution design and long-term customer service. With offices in Melbourne, Sydney, Brisbane, Perth Auckland and Wellington, we have both strength in numbers and depth of expertise to support organisations of all sizes and with a multitude of requirements.

ABOUT SAGE

Sage is a global provider of end-to-end business management solutions covering areas including accounting, supply chain, point of sale, EDI, web store, manufacturing, construction, property management, business intelligence, CRM and hosting services. The offering meets the unique requirements of mid-market Australian and New Zealand businesses. Sage's solutions cover a wide range of business disciplines to enhance a customer's competitive edge and provide seamless integration across its internationally recognised and award-winning solutions. In addition, these solutions are designed to be comprehensive, scalable and cost-effective, ensuring that as a customer's business grows or needs change, so do the solutions.

PRODUCT CHOICES

- Sage 300 ERP

Important to the success of implementing the new system was selecting a technology partner who had considerable experience and expertise in the solution, that understood the issues that BigAir were looking to address, and had an extensive customer base.

They chose Enabling as their technology partner for the implementation project. Carter comments, "Enabling have been very responsive to our issues and quick in solving any problems that have emerged. They went to a lot of time and effort ensuring the system was set up properly, particularly in the crucial area of importing the data from MYOB. Obviously, if you setup everything correctly in the first place, then it makes it much easier and smoother to move forward".

After bedding down the system and becoming familiar with it, the accounting department at BigAir has been exploring ways of gaining greater utility out of it and trying out new features.

THE RESULTS

All the information about their equipment, infrastructure and fixed assets is now stored in one place. Where it used to take up to three weeks to consolidate their financial statements across two companies, they can do it now within a week. As well as reducing the administrative burden on the accounts department, the biggest benefit to this is having timely information about the financial performance of the company.

Using the new system also meant consolidating financial statements was much quicker and as a result, reduced expenses and improved equipment maintenance. Big Air can reduce new and unnecessary equipment purchases, and more accurately calculate taxes based on depreciation schedules.

Carter says, "Compared to other accounting packages Sage 300 ERP stacks up quite well. It's fast, reliable and very suitable for organisations our size. We look forward to gaining greater utility out of the solution in the future, where the very practical advice from Enabling will be of tremendous assistance."

"At the moment we are looking to make greater use of the Norming Fixed Asset Management module, particular in terms of its scanning features. Once again Enabling's expertise and experience is proving invaluable. They have an extensive range of customers who have exploited the benefits of these features."

MATT CARTER – FINANCIAL CONTROLLER FOR BIGAIR

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