



Greentree's ease of management excels at Millers

To the residents of Sydney, Brisbane, the Gold Coast and Melbourne, Millers Self Storage is a familiar sight. The orange logo with the pad-

lock serves as a reminder that people continually need temporary space to store office and household goods.



Since its foundation in 1978, Millers has grown to be the largest and most well known owner/operator of self-storage facilities in Australia, operating 22 sites throughout the Sydney metropolitan area as well as 7 other sites covering Brisbane, the Gold Coast and Melbourne.

From a financial perspective, this presents a challenge as these 29 sites together with the sites dedicated to wine storage and administration, amount to a total of 31 cost centres. Millers had been a long-standing user

of Greentree International's CBA financial management suite but Y2K had forced Millers to assess its software situation and determine whether it would continue to use a newer version of CBA or look further afield for a package that would dovetail with the company's Space Control system, which is written in Microsoft Access.

The provision of temporary storage facilities is a highly specialised business with Miller's Space Control system driving the company's on-site allocation, invoice production and debt management in each storage facility. Having the financial system interface with the Space Control system was of prime importance as Millers was keen to overcome the labour-intensive and time-consuming monthly task of manually extracting invoice details from the Space Control system and transfer-

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Millers reviewed five financial management systems including the SAP system operated by its US parent. It settled on Greentree because, in addition to being developed as the next-generation successor to the character-based CBA 2000 accounting suite, Greentree's ability to interrogate and manipulate financial data in Microsoft Excel would provide Millers with a simple means of incorporating its accounts receivable data from the Space Control system. Another factor that weighed heavily in Greentree's favour was its ability to manage cost centres - vital for Millers with 31 to control.

Millers chose January 2000 to convert its CBA system to Greentree. While some might think that a date with such potential complications could prove a difficult choice for converting financial management systems, Millers had run a test system on Greentree for three months and was convinced that with Greentree's data migration

facilities, the transition would be painless. It was, with the modules implemented being General Ledger, Accounts Payable and Cash Management.

Richard Appleby, Finance Director at Millers, speaks highly of Greentree: "We wanted a system that would make it easy for us to manage development costs and track individual items. Greentree does this easily.

The feature that has had the greatest impact at Millers is its Excel capability. Previously, the process of moving the data in the Space Control system into the former financial system has taken the finance department the best part of two days each month. Now, using Greentree, it's a simple process of transferring the data from the Space Control system into Excel and importing it into Greentree.

Looking ahead, Appleby sees Greentree's Excel capability as offering further benefits. "You can, for instance, use this feature to reconcile your bank state-

ments. It's a simple matter of downloading the statements electronically, converting them into Excel and then marking the lines off electronically."

ABOUT MILLERS SELF STORAGE

In operation since 1978, Millers has grown to be the largest owner/operator of self-storage facilities in Australia, operating 22 sites throughout the Sydney metropolitan area as well as seven other sites covering Brisbane, the Gold Coast and Melbourne.

ABOUT GREENTREE

Greentree International specialises in developing highly effective business management software solutions. The Greentree product has been developed by the authors of CBA, arguably the most successful business software package for small to medium sized businesses in Australia and New Zealand.

In choosing Greentree you are selecting a business system that will truly empower your organisation today and grow with you into the future. The Greentree Partner Network provides a highly skilled local support team that will ensure you achieve tangible business benefits. Greentree has also been recently recognised as a global 'Rising Star' by MIS magazine Australia.

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