

capital

Financial and business management software
and support services



Robust financial
management and
relevant timely
information is
the backbone for
growing a strong
healthy business.

Welcome to Capital IT

“Capital IT is all about listening, respect, courtesy and pro-activity. We’ll be up-front, open and honest, deliver rewarding outcomes and build a strong sense of rapport.”

Capital IT implement and support financial and business management software, particularly Greentree and the long-established CBA software, in New Zealand and Australia.

Our services include expert short term temping support for both Greentree and CBA software when staff are absent or extra help is needed.

Experience Capital IT

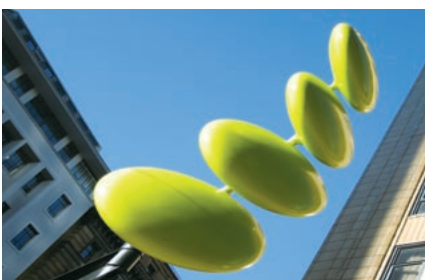
We’ve always believed that looking after clients’ financial and business management systems should be done to a high standard, in an open and honest way, by a team of enthusiastic and proactive business partners. By keeping our clients’ businesses running smoothly, everyday, we ensure they fully realise their productivity potential.

That takes a 100% commitment to their success and their changing needs. The products we recommend, supply and support do that. They are best of breed. Our support services – from help desk

to temping and training - provide that added edge.

Beginning Capital IT

Capital IT began when Managing Director Chris Healey purchased the Greentree/CBA business unit from Datacom Systems in 2007. Datacom was Greentree’s largest distribution partner in the lower North Island and had been selling and supporting the Greentree business management software since 1998. Today, Senior Consultant Clare Pringle runs the company with Chris and Capital IT supports well over 50 Greentree and CBA customers – mainly small to medium-sized enterprises, although other clients include Government departments, Crown Entities, Schools and Industry Associations.



Capital IT People

EXPERIENCE

Our consultants have decades of combined experience in the implementation and support of Greentree and CBA systems as well as other ERP systems including Great Plains, Epicor and Chairman Financials and Distribution.



Chris Healey – Director

Chris has been hands-on providing IT implementation and support services his entire career. He has over 20 years experience in the accounting software industry – in sales, support and implementation – across a range of industry standard applications. Chris became a Greentree and CBA accredited consultant in 1990.

Clare Pringle – Senior Consultant

Clare Pringle has been providing business information implementation and support services and project management to diverse organisations since 1996. Clare's expertise includes supporting Great Plains, Epicor and Chairman Financials/Distribution applications.

Capital IT Services

Capital IT provides:

- Business Consultancy
- Software Customisation
- Software Implementation
- Project Management
- Training
- Support
- Temping Services

We work hard to ensure our clients get the most from the business and financial tools we supply and support.

PROACTIVITY

We pride ourselves on being long-term business partners. Our role is to ensure our clients maximise their productivity and gain a strong return on the investment they make with us.

COLLABORATION

We work alongside IT departments and the staff responsible for IT services, tailoring our solutions to the particular needs of each client, and advising on and implementing leading edge solutions.

BUSINESS CONTINUITY

We ensure minimal disruption and the highest levels of workflow continuity, with both on-site and remote customer support. We offer Helpdesk support via email, telephone and face-to-face assistance. Our operator temping service is particularly useful when there are staff shortages – sickness or holiday leave.

TRAINING

Our comprehensive training programmes and seminars empower all users to make the most of the solutions we provide. They are customised to individual businesses and their staff.

Capital IT Expectations

WE DELIVER

- User-friendly cost effective financial and business solutions
- Solutions proven across a range of industries
- New Zealand based software packages that satisfy your statutory obligations and responsibilities
- Flexible design and seamless integration with common desktop tools
- Modular solutions customised to your business as it grows
- User-friendly windows environment
- Real-time transaction updates
- Assurance of data integrity
- Powerful analytical reporting through Excel
- Quick and easy access to key information in the format you require
- Drill-down and drill-across capability enabling quick access to source transactions
- Accurate business performance measurement and information
- No additional annual database licensing costs from date of purchase.



CLIENT STORY

“We knew what we wanted and we got it”.

Paul Whitham, Financial Controller, Mana Coach Services

Mana Coach Services were referred to Capital IT when looking for the Greentree accounting system. Paul Whitham had been with the company 9 months and it was time to review.

“We knew what we wanted in accounting terms so there was no need for a big needs analysis process”, says Paul. “There was an initial chat and they [Capital IT] were pretty switched on.”

Clare Pringle, Senior Consultant at Capital IT, was able to give Mana a live demonstration of what Greentree could do for them – on the spot. “This made it very easy for us to weigh it up”.

According to Paul, Mana Coach Services is a simple operation that needed good reporting and flexibility. They looked at three vendors and Greentree stood out, as did Capital IT’s experience and product knowledge. “They and the system came out well on top.”

After a second presentation to the board and CEO the company went into an internal process comparing their incumbent system to Greentree to see if it could be retained – it couldn’t.

From commissioning the system, implementation to go live took under two months. “Capital IT knew its product and they listened to what we were asking



for. The others missed the point”, explains Paul. “One listened but came back with something quite different, while another had a very laid-back approach.”

This is the sixth system implement Paul Whitham has been involved in and the project ran very well. “It has been delivered to the agreed timeframes and to budget. Their open and honest approach to communication has been good. We are very impressed with Greentree and Capital IT.”

For Mana Coach Services Greentree has been a quantum leap. From just knowing its cash position to being able to plug in KPI’s and forecast revenues on each and every area of the business, even individual bus routes, and compare these to actuals.

“The business is now very much on top of its performance in a forward looking way”, Paul concludes.

OUR COMMITMENTS

- We are committed to helping you achieve your goals; when you have, we will have achieved ours
- We make it easy to do business with us
- You will receive professional, yet friendly and courteous service. You will be respected as a person and never taken for granted
- You’ll find us honest, truthful and “up-front” with you. We will only recommend programs, upgrades and strategies that will benefit your business
- Your investment in our products and programs will always be rewarded with quality design, delivery and support
- Communications will be acknowledged before the end of the next working day
- We strive to develop enduring and mutually beneficial relationships
- You can feel good about referring friends and colleagues to Capital IT because they too will receive our very best
- Your perception of our performance is always the reality.

CLIENT STORY

“We don’t ask why or how any more, but why not”.

Jay Wester, Managing Director, Leap Australasia

Leap changed from CBA to Greentree in 2002. Since then it has added virtually the entire suite of Greentree integrated business management modules. Turnover has doubled in that time, the products and services have changed and the brand has migrated to a new market positioning. Jay Wester, Leap Australasia’s Managing Director, described the company as a nondescript, also ran, plumbing supplies distributor before changing it into an end-to-end water and energy solutions company with offices in New Zealand and Australia.

For Jay there are two key and co-dependent features to a successful business information and management system – the system itself and the IT support. “I rate the support for business information management at 60-70% of the value of the system”, says Jay boldly. He describes it as the power behind its value – the intellectual capital if you like. He claims the support is what enables Leap to adapt and keep moving forward with confidence as a business, because without it – you’re not in control.

The business decisions Leap make are not hamstrung in any way by their back office capability. “For us the world has opened up.”



If the company wants to open a new location, add products or staff, Greentree is robust enough to do that. Capital IT ensures that Leap gets the output levels and productivity they are looking for. “It’s the support that stops it falling down”, says Jay.

Capital IT understands Leap’s business and helps the company plan forward 3 – 5 years ahead. “What particularly impresses me is the experience of Capital IT – unlike the young techo types. They take a holistic view on how the business needs to run and what we want to achieve. They also understand the New Zealand environment – business protocols, tax laws and compliance issues.”

Today Leap has the confidence and freedom to put effort into the front end of the business

– customer development and sales & marketing.

“Greentree together with Capital IT has given us the empowerment to move forward with new powerful and innovative systems that increase productivity and return on our investments.”



Capital IT Clients

Capital IT supports well over 50 Greentree & CBA organisations across New Zealand and Australia including:

Alcohol Liquor Advisory Council
 Booksellers NZ
 Business NZ
 Care NZ
 Charities Commission
 Families Commission
 Fulbright NZ
 Funds Administration NZ
 Hutt International Boys School
 Leap Australasia
 Mana Coach Services
 Medical Council of New Zealand
 New Plymouth Boys High School
 NZ Vice Chancellors Committee
 Newlands College
 Office of the Ombudsman
 Palmerston North Boys High School
 Palmerston North Girls High School
 Port Taranaki
 Resene Paints
 RH Freeman & Co
 Roundabout Distributors
 Ruapehu Alpine Lifts
 Sprott Care
 The ECN Group
 The Wellington Club
 Victoria University Bookshop

Product Overview

“Simple smart thinking that offers total flexibility to grow with your business.”

GREENTREE BUSINESS-BUILDING SOLUTIONS

Greentree business management software is developed in New Zealand specifically for the Australasian mid-market. It's a real-time, modular, integrated business management suite, purpose-built and well matched for any Australasian small to midsize business.

Greentree is also used very successfully by many larger organisations. Suited to a wide range of industries, the program can be easily tailored through customisation.

Windows based, Greentree has seamless integration with Microsoft Office, delivering comprehensive functionality on a robust and reliable operating environment. And because it's developed locally, it's up-to-date with legislative changes in New Zealand and Australia.

GREENTREE PRODUCT SUITES

- Financial Management
- Supply Chain & Distribution
- Job Costing
- Manufacturing
- Workflow
- Customer Relationship Management
- Service & Asset Management
- eBusiness

- Human Resources
- Retail
- Business Intelligence
- Analysis & Reporting
- Mobility & Interoperability

CBA FINANCIAL SOFTWARE

CBA is a well respected financial management application depended on by thousands of organisations across New Zealand and Australia for a decade or more. This popular and enduring system continues to be developed and upgraded.

To learn more about the products we support, visit our website: www.capitalit.co.nz

“Greentree has made us better and smarter at what we do. We now have a multifaceted system, with the flexible structure we need to manage our information, on a modern platform.”

John De Wever, Financial Controller
 Medical Council of New Zealand



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Talk to us at Capital IT

If you're looking for a different relationship than you're currently experiencing, we represent a real alternative. If you're interested in working with a company that has our values, give us a call today and let's arrange to meet and talk in more detail about your needs.

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