

## MYOB Advanced

Client Anexa Vet Services | Industry Professional Services  
Location New Zealand | Product MYOB Advanced



### Anexa Vet Services: connecting 13 clinics with MYOB Advanced

With 13 clinics across the Waikato region, Anexa Vet Services (Anexa) is focused on animal welfare. Anexa helps farming clients evaluate their businesses and optimise animal production, with improved animal health and customised management systems. For pets, there's veterinary care, grooming and puppy schooling. MYOB Advanced gave this multifaceted business the connection between financial and practice management systems it needed.



## Problem

### 'Non-existent' integration slows things down

Busy and growing, Anexa needed more detailed analysis than its existing systems were offering. The company was working around a complete lack of integration between management systems for their 13 separate clinics, and four distinct areas of the business. Its varied operations included support for animal health on dairy, dry stock cattle, sheep, goats and lifestyle farms, traditional veterinary clinics, puppy schools, grooming service, the supply of animal health products, and a research division.

The Anexa team knew they needed better information break-downs and more detailed analysis than their existing manual data management was delivering, especially when assessing business cases. The team also needed to be able to better analyse each of their clinics and business arms.

"Our different revenue streams have different business needs, and we have different capacities for each clinic," says Commercial Manager Matt Kibble. "We didn't have the adequate break-downs. What we needed was a more detailed level of analysis."

Upgrading their financial system would also create opportunities for more efficient work flows and business processes.

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## Solution

### Best fit for this four-legged business

Anexa began by looking around at the ERP options available, examining Xero and Sage, alongside MYOB products.

The MYOB business partner's willingness to demonstrate the MYOB Advanced product gave Anexa a clear understanding of the value it could offer. "That was critical," says Matt. "You need it, to know if a solution can do what you've got in your mind."

Anexa was looking for a best-fit solution that would be future-proofed. MYOB Advanced could do that, while delivering on the immediate need of more integration between the finance and their vet systems.

The implementation went smoothly, without "any hold-ups," says Matt, which he attributes to the partner's excellent preparation. "They were pretty open about what the risks might be and they were able to commit to the workload that was required to get the ERP up and running. They helped us understand what was involved so we were prepared for the disruption. They provided templates for migrating the data, and I've had some experience in data migration, so we worked well together."

**"You need to know if a solution can do what you've got in your mind."**

## Outcome

### Anexa gets its paws on the data it needed

After go-live, Anexa began seeing improvements right away. “We’ve seen some pretty massive processing efficiencies around data input,” says Matt.

The new system is delivering the efficiency and visibility Matt was looking for. Their financial data is also now more accurate.

“We’ve got 13 geographic locations and recently added two more cost segments, and that amounts to a lot of splitting out costs across each of the clinics. Even though we’re getting more detail for each one, we’re actually saving time,” he explains.

In addition to the availability of standard reports, Matt is enjoying working with Advanced reporting tools to build the report packages his team needs.

“We’re seeing the potential for developing more in-depth reporting out of MYOB Advanced,” Matt says. “There’s a lot of scope in terms of flexibility too, when creating these reporting packages.”

So what’s next for Anexa? The company is focussed on delivering quality services with good value, with an eye on longer-term strategies, especially as more compliance pressures are set to come into play. Advanced is certainly supporting the day-to-day business needs, and allowing immediate access to accurate data Anexa needs to deliver on its long term goals.

**“We’ve got 13 geographic locations and now, even though we’re getting more detail for each individual clinic, we’re actually saving time.”**

Before	After
+ No integration meant little company-wide oversight	+ Integration between systems creates efficiencies
+ Unable to drill down into the data	+ Complete data insight for visibility and accuracy
+ Business cases built on gut feel	+ Better oversight across locations and business segments
+ Too much time spent generating reports	+ Reporting capabilities to meet current and future planning needs