



APA Case Study

Treloar Transport Solutions

“Immediate ongoing time and cost savings with no upfront costs”

Tony Milham, General Manager of leading Civil Engineering and Contracting business in northern Tasmania, Treloar Transport, sees time spent processing accounts payable (AP) go from 65 to 70 hours per month down to 3 hours per month after implementation of cloud based Dataline APA+ with a MYOB integration.

An award winning business

Treloar Transport is an award winning family owned business which has been involved in all facets of construction, civil contracting, earthmoving and quarrying in Tasmania since 1978. They provide wet plant and equipment hire across Northern Tasmania for Road Maintenance, Council and State Growth Road Works, whilst also completing contract works for local bodies.

Taming the paper tiger

One of the main problems faced by newly appointed General Manager, Tony Milham, was streamlining the company's accounting processes, especially ordering and paying suppliers.

The situation at Treloar wasn't different from many busy small to medium sized businesses struggling to manage their accounts payables (AP). In addition, their business comprises multiple business units and other complexities.

“No matter what anyone says, you still have to deal with paper.” Said Mr. Milham “It's all over the place – invoices arrive in the mail.

They come attached to goods. Even so-called electronic invoices in PDF format need to be printed so they can be processed and stored. And we process many hundreds of invoices per month. They're from a wide range of suppliers. It's a complex and time consuming job.”

Processing the accounts payable was a significant cost to Treloar Transport.

“Every month, one of our 3 days a week, part time accounts staff was taking at least 2 weeks to check and get all of our invoices into MYOB, have them approved by management and then filed away. Plus, if we needed to find an invoice later on, it meant going through our filing system.”

It's all about the numbers

Treloar contacted Dataline seeking a solution to their AP problem. “Sure, we knew there were scanning options out there. We looked a number of those both outsourced and in-house. A lot of them were just too basic for our needs and many of the higher end products came with eye-watering setup and license costs. Some of them had some type of links to MYOB but they seemed like an afterthought”.

“I was impressed that the first thing Dataline asked me was about my accounting software.”

Dataline demonstrated their product to us and worked with us to explore what could be done with their product and how it could be adapted to our business.”

“What appealed to us was that Dataline seemed to approach the AP process from an accounting point of view.

They wanted to make sure invoice information ended up in MYOB as perfectly as possible, not just scanning of invoices. I suppose looking back at it, we threw particularly thorny, older MYOB environment into Dataline's lap. They managed to get it all up and running smoothly while we trialed it at no cost to us.”

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For Treloar, the only change that was needed to their day to day operations was they now forward all invoices to Dataline.

"I'm amazed at the way Dataline processes what we send them. The images of the invoices and the data extracted from them has been 100% accurate the entire time we've been using them.

They even match supplier invoices automatically against our MYOB information and highlight duplicate and incorrect invoices."

What struck us about using Dataline was most of our monthly accounts payable workload just disappeared.....and we didn't have to spend any money.

Apart from learning how to use their very straightforward portal, there was no real time spent. No templates to setup – our suppliers didn't have to make any changes either.

End result: "What took 65 to 70 hours a month now takes to 3 hours"

At the end of the day, business is all about numbers. What we've received from Dataline adds up for us. Previously at Treloar it was taking our three days a week accounts payable person at least 2 weeks every month to process."

"We're now processing our accounts payable in about 3 hours each month. We were told we'd save time but weren't expecting results like these."

"The costs savings floored us. It also didn't cost us a cent up front to achieve them."

Additional benefits: Scaling back the paper crush and further advantages to full MYOB integration

Tony Milham can see further ways to improve his operation. "Storing of invoices has been a big problem for a business like ours. That thorny issue goes away with Dataline.

Not only can we see copies of invoices online, but we can search by supplier, who they were sent for approval and even when they were entered into MYOB by Dataline. It's a full audit trail, not just image storage. We plan to extend this by including other documents such as purchase orders with the invoices we send to Dataline for scanning and storage."

"There's also some other advantages that come from such a comprehensive connection to MYOB. We have multiple business units and support for this is backed into the system".

"Additionally, our accounts are now up to date at any time of the month. Having real time reporting is a powerful tool in business planning and allows changes in direction or strategy mid-month to either make savings or take advantage of savings!"

As the business moves forward and continues to grow Dataline can upscale as the demand grows and allows the introduction of department heads authorising spending.

"I guess one of the comforting thoughts regarding Dataline is that we have rolled out a system that has future proofed our business in both process and costs."



Dataline APA PLUS
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