



Timberline contributes to Juniper's Vision and Growth

For growing Queensland property developer Juniper Group, the secret to business software success has been a combination of Sage Timberline Office and solution provider Enabling...

Commencing operations in 1992, the Juniper Group has grown to be one of Australia's most successful property development companies. They enjoy a reputation for delivering excellent quality with a strong focus on developing premium locations.

The Group's steady growth has seen it build a \$1 billion plus portfolio that spans the spectrum from world-class tourism resorts and residential properties to strategic landholdings and commercial developments. This stretches along Queensland's eastern seaboard from Port Douglas in the tropical north to the Gold Coast in Queensland's south east.

Combining excellence in architecture and construction with a visionary interpretation of Australian style and ideals, the Juniper Group has developed a unique following in the marketplace. Clients trust the Juniper instinct in site selection and are rewarded by a superior quality of life experience, underpinned by solid investment potential.

Growth And Success

To deliver such growth and success requires a service provider who can deliver and support a system that can effectively manage all areas of a complex business. Juniper has relied on Sage solution provider Enabling for over 10 years, with a core application platform built on the industry leading product, Sage Timberline.

According to Greg Drummond, Business Improvement Manager for Juniper, "We regularly evaluate the range of systems and applications available for the construction and property management industry. We find that Timberline meets more of our needs than anything else out there and it does this in a way where all the modules and functions are fully integrated."

All In One Solution

Juniper employs seventy people working across twelve offices. Every employee's role is dependent in some way on Sage Timberline. The development team

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utilises the system to manage projects and job costings, where some projects can be as long as eight years. The property management team uses the property management features to monitor and manage a range of retail and residential properties.

All the different modules and functions of Timberline are integrated into the accounting module, giving Juniper a comprehensive and integrated solution that allows them to manage and monitor all aspects of their business. The Accounting module automates the entire building and property development process, by integrating the operational side of the business with financial management. It allows a complete view of the business from payroll, GL, purchasing, job costing, contractors and cash management.

Knowledge Is Power

After the success of the Timberline implementation, Juniper's discussed additional needs with Enabling, around reporting and better keeping track of enquiries, prospective customers and managing the sales

process. This resulted in implementing Sage CRM for sales and marketing and Insight, Sage's business intelligence tool. Enabling provided the know how to integrate these additions to the core Timberline applications.

"We noticed immediate improvements in our reporting capabilities with Insights, where reports that use to take hours are now completed in seconds", says Drummond. The new reporting system has saved hours of time as well as giving management more timely information".

About Enabling

Enabling is a professional services organisation, specialising in the design, implementation and ongoing support of industry leading business solutions. Offering an extensive product range Enabling is able to deliver software solutions that are specific to their customer's needs and requirements.



CASE STUDY

> Juniper Group



AT A GLANCE

Business Objective

> A system capable of managing the steadily-growing property development group's many business requirements.

Solution

> Sage Timberline Office deployed by Enabling.

Business Benefits

> A comprehensive and integrated solution that allows Juniper to manage and monitor all aspects of the group's business.



FOR MORE INFORMATION

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