



Company Profile



"ACCPAC 2001 Technical Excellence Award Winner"
"ACCPAC 2002 Fiscal Year Top 5 Sales Australia Pacific"
"ACCPAC 2002 March Year Top 5 Sales Australia Pacific"
"ACCPAC 2002 International Premier Partner"
"ACCPAC 2002 Strategic Sales Achievement Award Winner"

Our Mission

To consistently and professionally implement and advise on “State of the Art” business technology solutions that exceed client expectations.

Company Profile

Phoenix Business Systems commenced business in 1999 and is an IT company specialising in accounting systems, data analysis and reporting, application development and e-business. Phoenix has over 100 corporate clients in Sydney, Melbourne, Perth, Queensland and Asia. We have offices in Sydney, Melbourne and Brisbane.

Phoenix Business Systems has won a host of ACCPAC awards for technical excellence. All Phoenix staff are appropriately qualified - this includes Microsoft, accounting and ACCPAC.

Phoenix Business Systems has experience in a broad range of industries but has special skills or extended experience in the following areas.

- Information technology companies;
- Professional bodies;
- Order and distribution systems (including production and warehousing);
- Hospitality;
- Insurance and finance;
- Non-profit organisations – especially charities;
- Federal and State Government.

Staff at Phoenix are skilled in the following specific areas:

- Crystal Reports writing and training;
- Crystal Enterprise implementation;
- E-business;
- Visual Basic and C++ programming;
- Microsoft, Pervasive and IBM databases;
- Business process mapping;
- Novell and Windows NT Server and networks;
- MS Terminal Server and Citrix;
- Microsoft SQL server.

Phoenix Business Systems is a premier ACCPAC Solution Provider, an accredited ACCPAC Development Partner and a Crystal Reports Trainer and Developer.

Available Services

Phoenix Business Systems has an extensive range of ACCPAC support services including:

- A dedicated free call ACCPAC Help Desk, staffed 9.00am – 6.00pm.
- Remote support using pcAnywhere or Terminal Services for clients who are outside the Sydney/Melbourne metropolitan area.
- On-site consulting services.
- Software development.
- Customisation of ACCPAC.
- Site reviews.
- Pre-implementation planning studies.
- Project management and issues resolution.

Please check our website www.pbs.net.au to find out more detailed information on our support services as well as brochure downloads.

Our Vision

To be recognised as Australia's premier ACCPAC Solution Provider.

Our Commitment

Just as important as the selection of your business system is the selection of your provider. Even the most sophisticated systems are dependant on implementation and ongoing support. It is for this reason that Phoenix Business Systems employs over 75% of company personnel in implementation and support roles.

The commitment of Phoenix Business Systems to the client is focused in six key areas:

- To work with the client in establishing their software needs;
- To provide the best possible solution based on the defined needs;
- To successfully implement the system in terms of functionality, time and financial constraints;
- To provide outstanding levels of service and after sales support tailored to the clients needs;
- To keep the client aware of the latest development with information technology;
- To provide professionally delivered technical innovation in terms of after sales development and customisation.

Reference List

Client	Industry	Challenge	Phoenix Solution	Contact
Ceanet Pty Ltd	Information Technology	Rapidly growing IT company requiring improved reporting and invoicing	Upgraded ACCPAC. Installed new Inventory, Sales Order, Fixed Assets, EFT, management reports and Microsoft Terminal Server for Tasmania and Brisbane offices.	Anita Zeaiter Financial Accountant Ph: 02 9232 3699
Western Plaza Corporation	Hospitality	Installing an Inventory and Fixed Assets system in 9 hotels across Australia.	Installed ACCPAC in all hotels and PBS have written a VB program to interface the POS in each hotel and update sales and inventory daily. Specialised suites of reports were written. Fixed assets software was installed.	Klaus Richter, Finance Director Ph: 08 9316 2921
Australian Crime Commission	Government	Replace an ageing legacy systems with poor reporting and poor time attribution capabilities ERP system comprising core financials, assets, payroll and HRM along with time and billing.	Implement ACCPAC ERP system comprising core financials, assets, payroll and HRM along with time and billing. Developed many add-ons e.g. purchasing approval, time card approval	Michael Curran Financial Accountant Ph: 03 8636 7288
Saunders Business Cards	Printing	Replace an ageing Unix based accounting system with a modern year 2000 compliant system.	Installed ACCPAC and interfaced with a custom written production system.	Colin Bungate Financial Controller Ph: 02 9680 6211
SAS Institute Australia Pty Ltd	Information Technology	Implement a new accounting system for the Australian finance department of the world largest privately owned software company. Implemented and assisted with the implementation of ACCPAC in all Asian Pacific offices.	Install ACCPAC accounting and inventory system (including fixed assets, cashbook, code changer, F9, custom add-ons and customised crystal reports) in Australia and 10 Asian Countries including Hong Kong, Singapore, Malaysia and India.	Kerry Siu Financial Controller – Asia Pacific Ph: 02 9428 0529
First American Title Insurance Company of Australia Pty Ltd	Insurance	Improve invoicing functionality and reporting for a rapidly growing Australian insurance company according to strict new insurance audit guidelines.	Develop a major customized ACCPAC module, using the ACCPAC software development kit (SDK) that generates invoices, credit notes, updates supplier's invoices and provides detailed sales reporting.	Richard Galilee Chief Information Officer Ph: 02 8235 4433
Korbond Industries	Distribution, Importing, Manufacture	Implement an EDI solution that would interface with ACCPAC for both the Australian and UK operations.	Wrote a customized EDI solution that loaded the GE EDI files into ACCPAC as sales orders and check the inventory quantities.	Peter Truda Director Ph: 02 8765 0052
Universities Admissions Centre	Education	Support a medium sized quasi government body with many support and technical challenges and requiring an overhaul of systems.	Removed Peresoft cashbook, implemented asset management module and electronic funds transfer, automated departmental budgeting process.	Trevor Saunders Financial Controller Ph: 02 9752 0750

Biography of Key Consulting Staff

Name	Position	Yrs Exp.	Products Used	Examples of Clients	Educational Qualifications	Comments
Steven Rider	Director	10	ACCPAC, Crystal Reports	Australian Crime Commission, QLD Dept. of Tourism, Sport and Racing, Office of State Revenue QLD, Nortel Networks, Cue Design, Melbourne Business School, Falls Creek Ski Resort, QLD Bulk Handling	Bachelor of Business, Master of Commerce, CPA, ACCPAC Certified Consultant	Implemented over 100 corporate systems (60 ACCPAC sites) in SQL, databases. Crystal Reports trainer & system design.
Mike Tatam	Senior Consultant	12	ACCPAC, Crystal Reports	Interlink Roads, Saunders Business Cards, Omnilab, University Admissions Centre, BD Bulb Farm	Bachelor of Arts, FCPA, ACCPAC Certified Consultant	Strong crystal reports and accounting skills. Consulted on at least 50 corporate clients.
Dory Zidon	Senior Software Architect	12	C++, XML, Visual Basic, MS-SQL, Crystal Reports, ASP	SAS Institute Asia, ACCPAC Australia Pacific, Ceanet, First American Title Insurance Company of Australia	Bachelor of Computer Science, MACS	Lead software architect, C++ expert, XML schemas, ASP.Net.
Iman Ghodosi	Professional Services Manager	6	ACCPAC, Citrix, Sapphire, MS Project	NZ Institute of Management, Wartsila Australia, UEE Explosives	ACCPAC Certified Consultant, Master of e-Business, MBA	Ex ACCPAC Australia Pacific Inside Sales, strong project management skills.
Jerome Fink	Senior Consultant	7	ACCPAC, Crystal Reports	Australian Jewish News, Ultraceuticals, Coverforce	CPA, ACCPAC Certified Consultant	Former TAFE teacher, excellent trainer.
Jackie Wong	Senior Analyst Programmer	8	ACCPAC, VB, C++, SQL, ACCPAC SDK, ASP, XML	Standard Chartered Bank, Hong Kong, Telstra, Hang Seng Bank, First American Title Insurance	Bachelor of Science with Honors in Computer Studies, CISSP	Strong development methodology and testing.
Katerina Kostovoska	Systems Engineer	7	C, C++, ACCPAC, Crystal Reports, ACCPAC SDK	ACCPAC International, Network Microsystems,	Bachelor of Computer Science, ACCPAC Certified Consultant	Has programmed extensively in ACCPAC's SDK for over 4 years.
Valerie Giddins	Consultant	1	ACCPAC, Crystal Reports, MYOB	Ultraceuticals, Rubin Group, Yves Saint Laurent	Bachelor of Financial Administration, MBA	Strong financial accounting background, Crystal Reports trainer.

Contact Information

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