

Utility, versatility, innovation, creativity — the complete management solution from Decisive

Keeping tabs on gas

A-Gas Australia is an international blender, re-packer and distributor of specialty gases and chemicals to the refrigeration and insulation foam industries. It has a major focus on environmentally acceptable replacement products for chlorofluorocarbon (CFC) gases and liquids.



Whilst the core business covers the domestic, commercial and industrial airconditioning and heat exchange sectors, refrigeration, blowing agents for insulation foams used in the construction industry and solvents for manufacturing processes, A-Gas is continually expanding and evolving its operations.

The company supplies the hospitality and medical sectors with a wide range of beer gas, balloon gas, propellants for medical inhalers, solvents and lubricants — creating a need for sophisticated systems control, budgeting and distribution record-keeping.

A-Gas turned to Melbourne-based Decisive Solutions Pty. Ltd., a systems consultancy providing software systems solutions throughout Australia, New Zealand and Asia.

Decisive Solutions provides software and supporting service to consolidate, manage and evaluate information flow and provide cost-effective management in challenging and rapidly-changing business environments.

The company was looking for seamless integration to control sales, stocks, distribution, fixed assets and general ledger. Balance sheet, cashflow, profit-and-loss were also important requirements, as was the need to cope with multi-currency

and multi-company situations — A-Gas is a Bristol-based (UK) company with substantial operations in South Africa and Australia.

According to Decisive Solutions consultant Damian Chrystie, product forecasting and budgeting is a vital requirement, along with quantity, sell price, cost price, haulage cost and product rebate details.

“A-Gas has complex requirements for its administrative processes — items such as Forex exposure reporting, profit-and-loss forecasting and budgeting at cost-centres,” Damian explained.

“Our systems have been able to make sense of all these factors and provide reliable cashflow and balance sheet information, including movements.”

The Financial Modelling specialist software system, Mondelio was selected for A-Gas to provide the budgeting/forecasting and analytical reporting capability to ensure continuing success in its changing and expanding business environment.

The system is not currently handling the A-Gas payroll, but could incorporate it with ease.

A-Gas general manager, Scott McQueen, agrees that the solution is a very useful budgeting tool and has, consequently, been adopted right around the group.

“We have found it is so well-tailored to our business — far better than any off-the-shelf generic system we have experienced,” he said.

The platform was very stable and was easy for the lay person to pick up and operate.

“Decisive Solutions have always been quick to respond to any problems and provide solutions efficiently,” Scott said. “We are happy with the coverage of our basic needs and we are always looking for ways to expand the platform’s application in our business.”

He added that the ability to integrate smoothly with other financial and management software systems was a particularly attractive feature.



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