

AroFlo
Your online power tool



CASE STUDY

Melbourne Commercial Installation



CASE STUDY: MCI



Faster Invoicing

FROM ONCE A
MONTH TO ONCE A
WEEK

Increased Productivity

WITH MORE
BILLABLE HOURS
THAN EVER
BEFORE.

Less Paperwork

WITH TIME SPENT
COMPILING AND
SCHEDULING JOBS
DOWN BY 80%

Instant Timesheeting

REDUCES MANUAL
DATA ENTRY TO
ALMOST ZERO.

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SUMMARY

Sometimes the first choice you make turns out to be the best one. For David O'Callaghan and the team at Melbourne Commercial Installation (MCI), that choice was AroFlo.

The objective was simple, grow the business and establish a leading edge in the supply and installation of top-quality cabinetry and commercial furniture.

But to get there David and the team needed to streamline the process of accepting, scheduling and invoicing jobs, something they just weren't getting from their old school pen and paper method.

BUSINESS PROFILE

What they do: Manufacturing and installation of office furniture and commercial and domestic cabinetry.

Who they help: A range of clients including other manufacturers needing timely professional services that fit organisational constraints.

With AroFlo since: 2018

Located in: Melbourne, Victoria

Industry: Joinery/Cabinet making.

Number of employees: 10 - 15

CHALLENGE

The pressure of growing a small business while still bringing in enough work to keep the doors open was a feeling that David knew all too well.

Before AroFlo, his working life was spent with the phone glued to his ear, always managing the many parts of his business that needed constant attention.

Jobs were scheduled by hand on a whiteboard, which David carried a photo of so he could keep track of where his team was at any given time.

But the amount of work on the whiteboard continued to grow and the need for a more efficient solution became more pressing with each new job added.

What MCI needed more than anything was a system that took the burden of background operations off its workers, letting them finally focus on growth and new opportunities.

MCI | MELBOURNE
COMMERCIAL
INSTALLATION



“AroFlo is the perfect place for a services-based business to start making their transformation from old school to the digital age.”

David O’Callaghan — MCI

SOLUTION

AroFlo was the perfect fit for MCI, a comprehensive cloud-based system that completely automated the processes that had once taken David and the team hours of labour to complete.

With a full calendar and scheduling system accessible from anywhere via both the Field and Office components of AroFlo, David could now instantly check where his team was and what they were working on.

A fully integrated timesheet, payroll and invoicing system let both David and his employees create fully detailed documents and even push the resulting financial details over to their accounting package automatically.

This was all achieved with remote guidance from AroFlo’s training team and constant support throughout the implementation process.



RESULTS

For MCI, the results speak for themselves. Now David has all the time he needs to focus on growing his business without worrying about its day-to-day running.

And grow they have, with MCI moving from a \$300,000 a year company to a \$1.8 million a year company in the space of the three years they’ve spent with AroFlo.

Invoices are now completed weekly instead of monthly and a decrease in time spent filling out timesheets and paperwork means a marked increase in overall billable hours.

But for David and the team, the most valuable thing about AroFlo is that they finally have a job management software solution that’s capable of growing with them, wherever they decide to go next.

“AroFlo has provided the capability to schedule multiple complex jobs, something we couldn’t have done previously with the pen and paper methods we were using.”

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**READY TO TRANSFORM
YOUR BUSINESS?**



Book a demo

Need to see AroFlo in action?
Let us show you how AroFlo can get
your life and business back on track.

sales@aroflo.com



Questions? Call us

Our expert team is here to help.

1300 794 818



Learn more

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