

VISIBILITY IS KEY: G W Scott & Associates



<http://www.gwscott.co.nz/>

“There has been a big impact on WIP and cash flow. The DBR system allows us to predict what our billing is going to be half way through the month instead of a week after the end of the month.” – Graham Scott, BBS, CA Director

About G W Scott & Associates

G W Scott & Associates are chartered accountants based in Cambridge. In our industry there is increasing pressure to lower our prices; leading some of our competitors to outsource their processing offshore, where labor rates are extremely low. Clients expect to pay the minimum amount of tax and be safe from IRD audits. Accounting work is also very seasonal, which means a huge influx of work around financial year end and inconsistent cash flow.

Challenges

Accounting work is very seasonal. When the tax year finishes, on March 31st, we get a huge influx of work. Because of this we had huge amount of work in progress (WIP) and often had cash flow problems at the start of the tax season. It was a constant battle to know what job to work on next. The oldest job, the urgent job or the one you started and have just received the missing information? All attempts we have made to schedule work or train our clients to bring it in when we wanted failed miserably.

*“The impact that installing DBR had on my business, and the subsequent installation of Autopilot, made me want to work with ViAGO more and learn more about the TOC tools, and their applications. This is why I attended the [Black Belt in Thinking Boot Camp](#), and have now progressed to deliver the course.” – **Graham Scott, BBS, CA Director***

How Product/Service Helped

With DBR we can give clients reliable due dates, we have visibility on where each job is. We can fit in urgent and unexpected jobs easily. Our WIP is dramatically reduced, staff stress levels are down, and we feel in control of the situation. We are now completing more work earlier in the season.

Results, Return on Investment and Future Plans

We are in the process of using the extra capacity we have uncovered to grow the coaching and business development side of our practice.