

## Sign Quoting and Business Software Testimonials

Thank you for enquiring about our sign and graphics quoting and business software.

Taking the leap to systemise and optimise your business using software is a great leap forward. We are proud our software product has become so widely accepted in Australia and New Zealand.

The very best way, in our opinion is to not just evaluate by you but ask others. The following are testimonials supplied by our KiM users. Don't just take our word for it, read what they say!

*May we offer a few of our client's comments?*

### AW Signs



#### Sydney, Large Sign Manufacturer approx 30 staff [www.awsigns.com.au](http://www.awsigns.com.au)

*After suffering growing pains for some time we came to the realisation we were not managing our data it was in fact managing us!! KiM provided us with not only an efficient data storage mechanism, it also gave us a structured system able to be tailored to suit our needs. KiM has allowed us to efficiently manage the progress of each project together with the effective management our data. The net result of our implementation of KiM has meant we are better capable of servicing our client's needs in a systemised, timely and professional manner.*

Grant Olufson, A & W Signs Mobile:0417 44 88 39

### DA Signs



#### Wodonga, Medium to Large Sign Manufacturer approx 10 staff

[www.dasigns.com.au](http://www.dasigns.com.au)

**Forget the talk, walk the walk**

*I had spent many an hour researching for some sort of software product that would give my business "DA Signs" an edge with quotations, estimations, resource development, production management etc. I thought to myself that there had to be a better way to compile all of my valuable information & experience into some sort of turnkey system that would allow me to step back or even get out of the drivers seat with out wondering if the business would survive. Then along came "KiM". (Knowledge Information Management)*

*We had met with John a few times at trade shows etc & anyone who knows John would have quickly learnt that if he says "KiM" works, it does.*

*About 18 months ago "DA Signs" decided to purchase the software program Vision from "KiM". At first I had my reservations; my biggest hurdle was always going to be change. How was I going to change my ways after 20 years & was this major investment "KiM" going to work. Since investing into "KiM" our quotation times has halved, our profit margin has increased steadily, production management jobs are flowing through the factory a lot smoother & down time has decreased significantly. Without doubt these are a direct result in the introduction of "KiM"*

*The results will speak for themselves **Thrive, don't just survive***

Darren Andrews Managing Director P: 02 6056 6060

### Art And Soul



#### Sydney, Medium Sign Manufacturer approx 10 staff

[www.artandsoul.com.au](http://www.artandsoul.com.au)

*Since installing KiM we have a much more organized & streamlined workplace. In our situation at Art & Soul we have an overview of all jobs with the installation of a master production job board & we can also check on the progress of any job as we update all jobs on Kim with the entry of completed tasks. Kim has encouraged us to work as a team, all adhering to the one system, instead of working as individuals as previous. The production staff have easily adapted to the job boards, reading their job sheets, completing their jobs and returning all paperwork to the trays, thus discouraging the lack of direction as was noticed before the introduction of Kim.*

*Department heads usually meet once a month where ideas are discussed and our system can be further streamlined.*

*Art & Soul are yet to implement taking a job from conception, i.e. a quote and converting to a completed job, but we are on track. We certainly have a long way to go before we are using Kim to its potential, however if our progress so far is any indicator, installing the Kim system has been the answer - we highly recommend it.*

Joy Skeels Office Administrator 02 9796 1222

**Ultra Signs**



**Melbourne, Small to Medium Sign Manufacturer approx 6 staff**

*As a small business owner I found myself doing everything from sales, quoting, overseeing production, quality control & invoicing. I quickly realised that it would be impossible to grow the business unless I stepped back & truly managed my business. I had been looking for some time for software that would allow me to set up jobs once with all the relative information retained such as, client details, job description, and resources required etc. the job would then simply flow through the workshop step by step to completion without me overseeing every step. It was at the Sydney sign show when I first met John Hadfield, we spoke for some time about his software "KIM" (Knowledge Information Management), and I think within 30 minutes I realised I had found what I was looking for. We installed KIM about 2 years ago & to be honest I struggled at first trying to get my head around a totally new way to run my business, now I couldn't image running my business any other way.*

*My business is now streamlined, able to handle more work, profits are up and most importantly I feel comfortable about leaving the business to run efficiently without me.*

*If you are serious about improving your small, medium or large business & taking pressure off yourself I believe KIM is the answer.*

Jenny and Paul Rice Ultra Signs 03 9708 6622

**Outback Signs**



**Richmond, Sign Manufacturer approx 6 staff [www.outbacksigns.com.au](http://www.outbacksigns.com.au)**

*Kim loves the Outback!*

*Honestly, the best investment in the business I've made to date by far. All the staff are using it, they no longer have to ask me what I want them to do they simply log in and print their own worksheets as required and get on with it. Information about job progress is constantly updated so even if I'm not here the staff can see in an instant where the job is at and advise the client when they ask.*

*Jane loves the simplicity of the on job moving through the various status changes as well as the powerful search capabilities. We intend on getting you out for some more in-depth project type training in the near future, just wanted to get our heads around the basics a little more.*

*I love the fact that I can make changes too, I've tweaked the invoice and quote layouts, modified a few report fields and even chucked a new report onto one of those custom report Pages you set aside for extras.*

*Absolutely loving it. So thanks again.*

Brad Bell Outback Signs 0417 486 483

**MG Signs**



**Newcastle, Small Manufacturer approx 3 staff [www.mgsigns.com.au](http://www.mgsigns.com.au)**

*The effect that KIM has had on our business has been quite obvious, our average monthly turnover is up 39% and our profit is 111% better off. Our production is a lot smoother as anyone in the shed can see all the jobs we have going at any given time and keep them moving, I can track "sales leads" and "quotes sent" easily, allowing us to focus on the work we want and push them into production, I guess the thing is that anything you want to know about our jobs, clients or supplies are all in the same place, KIM saves a lot of wasted time.*

Mick George MG Signs 0412 660 505