



Building an even better business

A case study

willdoo^{IT}



The Company

BOM Building Supplies is a family-owned, rapidly growing business based in Minto, NSW. Owners and founders, Jessie and Ashleigh Mileto started as a carpentry business and as their business network grew, recognised a need for competitively priced and quality timber products. BOM Building Supplies was established to fill this need.



The Journey

As Ashleigh relates, “TIMMSanywhere has been a vital part of the business from its earliest days. We’re a brand-new timber merchant and before we opened, we talked with a lot of similar businesses and a lot of software suppliers while doing our research”.

“We settled on TIMMSanywhere, and it’s been up and running since April 2021, but we would have started talking with the team about 18 months before that. The growth has been so rapid. We opened our first factory in December 2020, and we’ve already had to forfeit that lease because we outgrew the space. We’ve moved into an old Bunnings site and right now are in the middle of planning our next expansion, which will involve us bringing new products to the market. TIMMSanywhere keeps up with our growth. A cloud-based system was ideal for the move and has been even more useful since”.

The Challenge

What systems did you use previously?

BOM Building Supplies were using Xero as their primary business solution and printed picking slips for their warehouse and delivery.

What were the issues, challenges or pain points you had when starting to consider a new ERP system?

As a rapidly growing business, BOM recognised a need for better control of their business and turned to more advanced technology to help them with this growth. Their initial primary needs were:

- Inventory Control – the ability to monitor and manage their stock levels from timber to hardware
- Customer Credit Control – the ability to monitor and manage their cash flow
- Sales Process – the ability to keep up with customers and their changing needs
- Purchase – the ability to track products that are on the way, forecast needs, and supplier pricing
- Accounting – a modern accounting package that is part of the system, and could tie in other areas of the business

The Solution

Why did BOM Building Supplies decide to choose TIMMSanywhere?

Recognition that TIMMSanywhere was the best suited software to meet on-going needs and to manage their rapid growth.

Two of the key factors in the choice were the support received while researching and the options the program offered. BOM found it to be the most flexible package, one that can grow and adapt to the changes that may happen in their business, particularly because they plan to grow in what is offered as well as in size and productivity. The modular aspect was particularly attractive as BOM could invest in and implement just what was needed at the company's start but would have ready access to expanded functions in the future.

What was our solution? What apps did we implement/develop/modify and why?

BOM Timber started with only Sales, Purchasing, Inventory and Accounting which formed the foundation of their system. With TIMMSanywhere and its library of functionalities, BOM Timber was able to start with practically no modifications. They eventually included the CRM and Website, which are still works in progress on their part.





The Result

Did TIMMSanywhere and the WilldoolT solution solve your challenges and assist in accomplishing your objectives?

Prior to implementing TIMMSanywhere, BOM Building Supplies struggled with the manual processing burden, had limited ability to accurately report, high overheads and inaccuracy of managing documentation.

WilldoolT's TIMMSanywhere solution has streamlined processes for BOM Building Supplies by providing a single source of truth that allows BOM management to have greater control and visibility of their inventory, capital and cashflow management.

- Enhanced quality of data
- Flexibility to meet their evolving needs
- Efficiency in their sales process, helping customers to quickly turn around their order
- Tracking and planning their purchases assisted with capital investment which in turn helped with their cashflow

What was your experience of working with the team at WilldoolT?

"When you're building a business, you want support that you can trust," says Ashleigh. "I had a week where two key staff resigned to chase other opportunities and our TIMMSanywhere person picked up the phone and asked, 'Ash, what do you need? What can I help you with?' I would have probably had a heart attack without them that week."

Are there any additional facts, or figures that you can share?

The growth of the company from an initial 4 users to now 12 users is a testimony to the growth of BOM Timber. Their stockholding has grown tremendously over the past 24 months ; an indicator of a healthy and growing business.

"We are a rapidly growing business. The need to manage and control our stock movements were the primary drivers that made us realise the need for a suitable ERP solution, and TIMMSanywhere stood out as an all-in-one solution that could meet the uniqueness of our business and to manage our timber stock. The team at WilldoolT have worked very closely with BOM Building Supplies to deliver this solution for us and have proven its flexibility through its ability to meet our changing needs right from the start. We believe that this decision to invest in TIMMSanywhere (and our business) is the right one to secure the long-term future of our business. "

Ashleigh Mileto, Business Owner, BOM Building Supplies

Are you looking for technology solutions to grow your business? [Contact us today!](#)



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