



TRIPLED REVENUE, SAVED 500 HOURS

Here's how Vital Accounts helped SMW Earthmoving owner, Sam to grow his company and his team.



KEY STATS



Increased Revenue by \$600k in 12 months to **\$1.8million**



Transitioned from manual paper docketts to Docketbook. Integrated with Hubdoc, Xero and Xero Me App to streamline operations, and ensure all costs are captured and tracked in real time.



Reduced monthly invoice processing time from DAYS to HOURS saving 500+ hours on admin per year



Sam is now a confident business owner, growing steadily and has valuable time back to enjoy his life!



Since coming onboard with Vital Accounts it has allowed me to expand my business and the amount of workers I employ. Being a expanding business they have been able to educate me and inform me on different matters which I would have otherwise been unaware or unsure of.

- Sam

THE COMPANY

SMW Earthmoving is owned and operated by Sam. Sam and his crew install cable and conduit Infrastructure for the rail network using excavators and machinery. Sam is a top bloke and well regarded in the industry for his hard work, but spent all of his time on the tools, unable to grow the business and team to take on more work.

THE PROBLEM

Sam's admin and accounts processes' weren't suited to his teams output. He was spending more than 12 hours per week just on processing contractor invoices and allowances, not to mention end of month and ATO compliance. He was constantly caught up on the phone with crew as they would text and call reporting the days work. Processing more than 350 of these messages each month just wasn't sustainable.

Sam knew his time was better spent elsewhere, and was in need of experienced and reliable bookkeepers, who were willing to expand with his company. and was referred to Vital Accounts by his accountant who said "if you want gun bookkeepers these are your guys" .

THE SOLUTION

After a review of Sam's operational and admin process the VA team identified the need for a range of internal growth strategies, and implemented Docketbook, a cloud based platform for digital proof of work and delivery between businesses.

Hubdoc, Xero and Xero Me were integrated to track and all oncosts and staff allowances. No more manual texts, photos or calls. Now Sam can focus on new business.

THE RESULTS

Sam's operations and admin have been automated and streamlined, allowing him to work on growing his team and increasing his business. Getting him off the books by reducing admin by 12 hours + per week, also got Sam off the tools.

Revenue has grown 3x times, an increase of \$600k in only 12 months, (now annual revenue of \$1.8mil) his team has grown from 3 to 15 to support this, and Sam is now a proud business owner instead of sole trader with a few subbies.

We are now mapping out a system to track all his assets and machines to see what is being charged out to the client and what isn't to make sure a machine doesn't get missed.

WANT TO SAVE 200 – 400 HOURS ON YOUR ADMIN AND GET YOUR LIFE BACK?

Book your free consultation today and see how the team at Vital Accounts can reduce your weekly admin by 4-8 hours per week, and save you \$\$ today.



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