



CASE STUDY

From WorkflowMAX to Gojee: How Joyquip Turned Inventory Issues into Success

With WorkflowMAX retiring soon, Andrew Joyce had to look for a new business management tool to keep his operations running. He found that, and more, with Gojee.



Gojee is much better to use than WorkflowMAX in the pricing and quoting and obviously inventory."

- Andrew Joyce, Joyquip

The Client



Meet Joyquip - a company that specialises in fuel automation co-owned by Andrew Joyce and his business partner, Manuel. They help businesses that use fuel to manage and automate their fuel storage and usage more efficiently.

It's a thriving business, but they needed a reliable job management tool. They used WorkflowMAX, but it lacked a critical feature their business needed - an inventory system.

The Problem

Ad hoc Inventory

Andrew often found himself running back and forth between work sites, checking if they had enough parts to complete projects.



We weren't managing at all. It was totally undisciplined," Andrew recalls.

The absence of an effective inventory system led to inconsistent stock levels, with Joyquip frequently running out of key parts or overstocking.

This chaotic approach caused delays and customer dissatisfaction.



"We were running out of stuff and made that, oh, crap, let's buy some," Andrew describes their previous method of buying parts.

The Solution

Gojee's Flexibility and Inventory Control

When WorkflowMAX announced changes, Andrew knew they needed to find something better. The choice became clear when they found Gojee, which offered the flexibility and inventory control they needed.

"The fact that it had connectivity to Xero and had inventory control," Andrew notes, was a significant reason for their switch.

Once they switched to Gojee, things started to change for the better. Inventory management became organised, with real-time stock updates and detailed supplier catalogues. This helped them reduce overhead costs and prevent stock-outs.

"Managing the inventory closely is going to be the secret of success of this business." Andrew noted

They no longer had to guess if they had enough parts; they could simply check Gojee and know exactly what was available.



Implementation and Support

Transitioning to Gojee was smooth, with straightforward onboarding and responsive customer support.

“It's good that the guys are very responsive,” Andrew appreciates the prompt and helpful responses from Gojee's support team, making the integration seamless.

The Impact

This smooth transition allowed Joyquip to focus on their clients' needs instead of worrying about software issues.

Quoting and pricing also became much easier. With Gojee, Andrew said,

“It could be up to ten times faster” depending on the complexity of the quote.

This speed allowed Joyquip to respond to customers quickly, improving their chances of winning new business.

The flexibility to compare supplier prices and track high-ticket items through serial numbers provided Joyquip with the control they needed to keep their operations running smoothly.



Key Benefits



Here are some of the key benefits Joyquip experienced with Gojee:

- **Streamlined Inventory Management:** They no longer had to buy items last minute, deal with overstocking, and were able to determine best prices with different suppliers.
- **All Around Efficiency:** An inventory system helped reduce overhead costs and ensured jobs ran smoothly.
- **Faster Quoting:** Quoting became faster and more accurate, allowing Joyquip to focus on winning new business.
- **Seamless Xero Integration:** Gojee's tight integration with Xero made tracking client and financial data easier.
- **Responsive Customer Support:** The Gojee team provided excellent support and made onboarding easier.



Advice to Other Businesses

Andrew's advice to other businesses considering a switch is simple:

If you're convinced that you need inventory control, then dollar for dollar, I reckon Gojee's an excellent system to put in place."



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Choosing a flexible job management system with robust inventory features can make a significant difference to a business.

If you're advising clients on finding a replacement for WorkflowMAX, Gojee offers a reliable alternative that brings a lot of value to their dollar.

TALK TO OUR TEAM

gojee