

## ALWAYS MOVING FORWARD:

# HOW STEELINE CANBERRA EMBRACED PROGRESS TO IMPROVE BUSINESS-WIDE EFFICIENCY

A Micronet user for over 10 years, Steeline Canberra decided to transition their entire operations to HARMONiQ after seeing initial success at one of their sites. Updating to the latest ERP capabilities has seen them achieve a new level of efficiency and cost control.

CRT Building Products has been manufacturing and supplying building materials to the building industry in the ACT for close to 60 years and more recently the Western Sydney markets. They specialise in timber and steel, roof trusses and frames, flooring systems and various types of steel roll-form products, including roofing sheets, gutters and cladding.

In 2005, they joined the national Steeline group, launching Steeline Canberra. It was at this point they first became familiar with Micronet.

Unsatisfied with their existing platform and looking for an option that would specifically cater to the steel manufacturing side of the business, Steeline Canberra took the advice of other Steeline businesses who were utilising Micronet and made the switch.

A few years later, they were one of the first businesses to implement Micronet's newer offering, HARMONiQ, in their Sydney location. And in 2023, after much success in Sydney and almost 10 years using Micronet, they decided to transition the Canberra operations to HARMONiQ as well.

For Administrative Manager Michael Turner, the move was a no-brainer.

*"Our experience with HARMONiQ in our Sydney operation was probably the driver. We knew how to make it work. It seemed like a turnkey update for us."*

## MAKING THE MOVE

Michael acknowledges that while they were happy with Micronet and it had achieved what they needed it to, it was restrictive. The fact that Micronet had grown and moved forward by creating HARMONiQ was a big green flag for Steeline Canberra.

*"By developing a new software package like HARMONiQ, they'd gone forward rather than just sitting on their laurels and having an old system," says Michael.*

He describes Micronet and HARMONiQ as chalk and cheese, identifying that the strength of HARMONiQ lies in its flexibility, ease of operations and ability to extract more accurate information.

*"The ability to customise some of the requirements that certain customers might want is a strength overall."*

*“This is probably my sixth software conversion in this company. And I would say this has been by far the best and most efficient way we’ve ever done it. It’s been very, very well received by our team.”*

**– Michael Turner**

## BUSINESS-TRANSFORMING BENEFITS

While their experience with Micronet had been consistently positive, there were some clear benefits Steeline Canberra saw once the HARMONiQ transition was completed.



HARMONiQ has proven to be very compatible with roll-form manufacturing, thanks to its ability to draw down into material details, including lengths, girths, colours and more.



With an often travelling and remotely located Managing Director, HARMONiQ has enabled Steeline Canberra to utilise dashboard and control desk features to ensure real-time information is available to their MD from anywhere.



Steeline Canberra has integrated HARMONiQ into both their machines and their tablet system inside their factory, which has allowed them to become an almost entirely completely paperless operation.



System integration has enabled extra benefits, including SMS communication with customers and managing delivery arrangements through the software as well. It has reduced the need for double entry, therefore reducing the risks of manual entry errors.

*“We’ve found HARMONiQ to be highly efficient for us,” says Michael. “We can teach someone to use it fairly quickly, and it’s easy to rectify any mistakes – the beauty of it is its flexibility.”*

## MORE POSSIBILITIES TO COME

There’s plenty more that HARMONiQ can do, and Steeline Canberra are keen to continue to explore and implement features that will improve the way they operate.

*“We’re looking at different pricing structures. HARMONiQ enables us to establish a set pricing structure for individual customers,” says Michael. “We’ve previously used a grouping discount structure as well, and we’re looking to go more direct with that.”*

Steeline Canberra are also considering using HARMONiQ on the timber side of the business. In the past, they have struggled to find a platform that could be used for both steel and timber manufacturing but now HARMONiQ has the capability and flexibility to do both. They are considering consolidating the two sides of the business in the future.

The longstanding relationship between HARMONiQ and Steeline Canberra has resulted in mutual respect and understanding, and a desire for better outcomes for everyone involved.

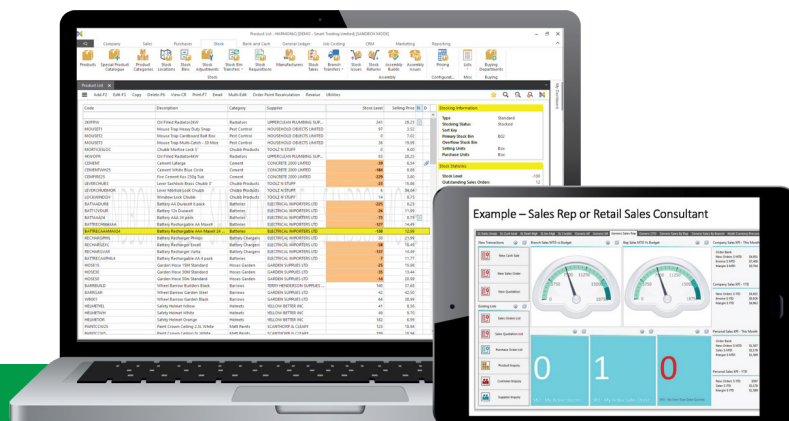
*“They understand us,” says Michael. “We have a mutually beneficial relationship, and we now work together to achieve a good result.”*

*“HARMONiQ is giving us so much more [than other platforms].  
It’s a good package for an entity like us.”*

*– Michael Turner*

## Keep up with modern demands of business with the next generation of Micronet.

For full details or a no-obligation  
demo of HARMONiQ, contact us



Let’s see where HARMONiQ can take you, get in touch below:



+61 2 9542 2000



hello@micronet.com.au