



# Quarterly Focus @ JMME

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Performance analysis • Budgeting & forecasting • Benchmarking

## SuperStream *Are you ready?*

SuperStream is part of the government's new superannuation reform package which is designed to improve the way employers report and pay super contributions.

Deadlines for compliance with the new rules depend on the number of employees. Employers with more than nineteen employees need to be compliant from 1 July 2015 while employers with less than twenty employees have until 1 July 2016.

Over the coming weeks the team at Johnsons MME will be forwarding information to help guide you through the process of becoming SuperStream compliant. In the mean time, if you wish to discuss the impact this may have on your business and options available to ensure you are SuperStream ready, please contact us.

## Asset Management

Looking for an asset management system to regain control of your fixed assets, depreciation and servicing? JMME has the answer. GRAGA Asset Manager Pro is Australia's leading fixed asset management system.

GRAGA originally developed the software for MYOB and in November 2014, re-acquired the on-going development, service, support and sales of the product.

Contact us for more information and product demonstrations.

## See the bigger picture

The new year is well and truly underway bringing with it new opportunities and challenges for you and your business. At Johnsons MME we help you see the bigger picture, offering the technical expertise and quality advice you can rely upon.

JMME has partnered with the leading providers of financial analysis, forecasting and benchmarking software so you can

have the best business tools to help you make the best business decisions.

In this edition, we outline three such tools that can really make a difference to your company's performance – Fathom, Benchmarking.com.au and Castaway. Our team are specialists in the use of these tools and offer local know-how to help you with their utilisation.

## Become an intelligent business

JMME has recently teamed up with Fathom to offer clients access to an in-depth analysis tool to help see exactly how well your business is performing. Fathom can help assess profitability, cashflow, growth and other KPI's in a flexible and customisable suite of reports and dashboards.

Fathom integrates with MYOB, Xero and Quickbooks Online, or data can be imported from an accounting system via Excel.

JMME has been monitoring the progress of Fathom's development and is excited about the possibilities this software provides to help our clients drive their businesses more effectively. Speak to your JMME business manager today about integrating Fathom into your business.



### Performance analysis:

- Uses historical data
- Highlights business trends over time
- Identifies opportunities for improvement
- Helps position your business for growth

## Cloud Accounting Update

A global study conducted by Xero of over 1,600 small businesses shows Australian small businesses are leading the way in the adoption of cloud accounting.

14% of Australian SME's have already made the move to cloud accounting vs 11% globally. The study also showed that a further 46% stated they were looking to convert to the cloud in the next 12 months. This means three out of five Australian SME's are set to manage their accounts in the cloud by this time next year.

The major advantages in the eyes of the Australian SME are mobility of access and real-time syncing. The limitations included perceived security issues, risk of technology failing and internet reliability.

The competition in the Australian cloud accounting software market is reaching new levels, which is great news for small business as we are seeing an influx of innovative, functional solutions at competitive price points.

Our trained advisors are available to discuss how the advantages of cloud accounting can be realised by your business and guide you through any barriers you may face.

### They said it best....

“Someone's sitting in the shade today because someone planted a tree a long time ago.”

- Warren Buffett

## Where does your business stand?



Benchmarking is an important process for gauging business performance allowing you to make realistic and beneficial changes to your business.

JMME's subscription to [benchmarking.com.au](http://benchmarking.com.au) provides access to over forty years' of performance data in over one hundred and twenty industries. This means we can provide you with unique insights into the key drivers of your business' performance.

We go beyond the numbers to deliver a structured and easy to understand report that includes industry statistics,

customisable benchmark data sets for relevant comparisons, KPI feedback and strategies for improvement.

Some common industries include:

- Automotive repairers
- Building contractors
- Hairdressers
- Manufacturers
- Medical specialists
- Plumbers
- Retailers
- Rural merchants
- Travel agencies

### Benchmarking:

- Focuses on best practice
- Pools shared information
- Encourages continual improvements
- Helps understand industry trends

## What does your future business look like?



Budgeting and forecasting is often seen as a thorn in the side by business owners.

To assist with this process, JMME has staff who are experts in using the Castaway financial forecasting software.

This software provides a fully integrated profit and loss, balance sheet and cashflow forecast, greatly minimising the risk posed by input or formula errors that are present in most Excel spreadsheets.

With the added ability to import actual data, we can offer you a flexible management tool that can be regularly called upon to provide the up-to-date information you need to make important business decisions with confidence.

### Forecasting assists with:

- Preparing for the future
- Learning from the past
- Identifying cost savings
- Timing capital expenditure
  - Applying for finance

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