

# Workshop Software Finds SaaS Success with Mertech Consulting Services

## HIGHLIGHTS

- Integration with several third-party apps, such as Xero, Quickbooks, Sage and Repco
- Easy-to-use, mobile UI. Perfect for mechanics-on-the-go
- Massive increase in subscribers in just one month

***"I SEE A BRIGHT FUTURE FOR THE NEW WORKSHOP SOFTWARE," CONTINUED JAMES MITCHELL. "WITH THE TOOLS WE HAVE DEVELOPED AND PLAN TO EXPAND ON, WE ARE EXCITED TO BUILD OUR ECOSYSTEM BY INTEGRATING WITH MORE PARTNERS ON A GLOBAL SCALE."***

James Mitchell  
Managing Director  
Workshop Software Pty. Ltd.

## Background

Workshop Software, based in Australia, is a subsidiary of Autosoft. For over 30 years, Autosoft sold Windows-based software for large auto dealerships to manage parts, service, sales, and accounting functions. Workshop Software was established to address the non-dealership automotive service shops that lacked the right software tools to run their business efficiently.

## Business Challenge

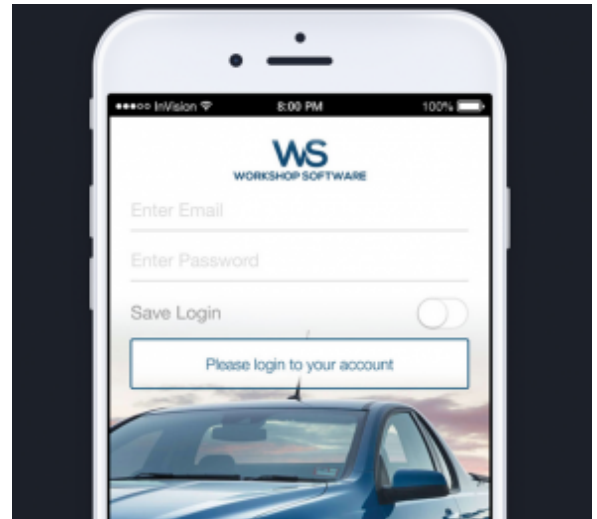
Workshop Software was aware that thousands of small mechanical workshops did not need or want to pay for a full-feature dealership software package. Recognizing that the future was in cloud computing, Workshop Software wanted to provide a low cost Software-as-a-Service (SaaS) platform that allowed mechanical workshops to streamline operations and improve profits. These small business owners needed a tool that was simple to use and easy to learn. Because most shop employees do not work at a desk, it was critical for the application to be mobile friendly. It also had to have an intuitive design that provided the best user experience.

Workshop Software was also looking for a solution that could integrate with other third party applications, such as the popular Xero accounting package and Repco, the Australian division of NAPA Auto Parts. For small business owners, integration with these third parties was important for productivity and efficiency. It was Workshop Software's goal to provide a tool that automated almost all of their day-to-day management so that workshop owners can focus on growing their business and making profits.

## Solution: Mertech Transformative Consulting Services

Workshop Software turned to Mertech Services for their technical expertise in modernizing SaaS platforms. After evaluating Workshop's previous application and carefully considering their new requirements, Mertech implemented a complete re-architecture of the SaaS platform. Mertech used many open source software stacks and cloud-based technologies that provided the best feature set and reduced costs for the application.

First, Mertech rewrote Workshop Software's application, previously written in Visual DataFlex (VDF), to Ruby on Rails. This enabled integration with the Xero accounting package, MYOB accounting package, QuickBooks accounting package and Chargify for subscription



Workshop Software on iOS

processing. Another key integration implemented was with parts supplier Repco, which was widely used by many Australian mechanical workshops. Easy and fast integration with these key providers and suppliers provided a huge time and cost savings for users by reducing repeat data entry, manual paperwork, and human error.

Mertech also gave the application a design facelift by modernizing the user interface and improving design elements. The design team took time to consider the needs of a shop worker, so heavy emphasis was made on user experience for simplicity and fast lookups. The end result was a feature-rich application that was easy to use and set up, with minimal support and training required for end users.

## Technologies Used

Ruby on Rails, AngularJS, JQuery, Bootstrap, Jasper Reports

## Impact and Future

Since the launch of the SaaS platform, Workshop Software gained more new subscribers in the first month of release than the previous two years in the market. The integration with Xero and MYOB helped them magnify sales through accounting referrals. With the success of the new platform, Workshop Software has bold plans to expand internationally and software expansion through partnerships with major players in the automotive industry.

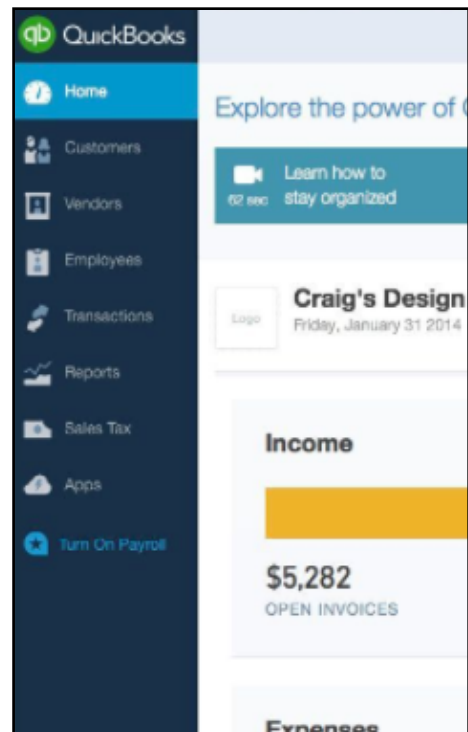
"I see a bright future for the new Workshop Software," continued James Mitchell. "With the tools we have developed and plan to expand on, we are excited to build our ecosystem by integrating with more partners on a global scale."

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QuickBooks Accounting Package Integration