



Success stories

## Kynection

“One System to manage your business – People, Equipment, Fleet.”



## Advanced software integration aims to achieve One System for growth, compliance, knowledge, teams and assets.

Through a focus on knowledge and continual learning Kynection’s primary aim is to help customers reap the benefits of increased efficiency in their processes through customised integration solutions in the transport, logistics and workforce mobility markets.

## Enabling smart decision making in dynamic work environments

Headquartered in Melbourne with customers across Australia and New Zealand Kynection has been investing heavily to transform from being a proprietary software distributor and implementor by developing its own unique “One System for Growth” approach.

A challenge for many business today is that they can no longer grow effectively with a standalone accounting system, especially on the operational side. An Enterprise Resource Planning system (ERP) that provides a good financial and operational solution is now a fundamental need, but the cost of transferring to a new single platform is often not viable or affordable for SME’s. Therefore, a preference to maintaining some existing systems and applying a more incremental approach to building a business system has underpinned Kynection’s approach with its customers.

It does this by working closely with clients to choose the best “fit-for-purpose” software products to suit their business and seamlessly integrating these to provide a One System Approach that “eliminates the clutter which can result from dis-integrated systems”.

In addition, Kynection has been very active in developing collaborative relationships with key software brands allowing it to customise and co-develop software to meet Australian requirements and enable seamless interfacing with both niche and mainstream packages i.e. Upvise, Sage, Xero, MYOB, etc.

With support from Paul de Bruin, Growth Facilitator with the “Entrepreneurs’ Programme,” Kynection has been able to develop a stronger focus on key objectives and accelerate the development of its systems and commercialisation strategies.

“Operations Excellence is important to us. The Entrepreneur’s Programme has helped us do a proper review of the business operations, clarify and set Action items and significantly change the business.” (Bala Thirupathi CFO - Champion Fiscal and Advisory)

## Moving forward with IIOT.

Kynection has also been leveraging its best-in-class knowhow in IIoT technologies such as Video Telematics and Active Asset Tracking to add further value for its customers in areas such as transport, product logistics, and in-field plant and equipment assets. Integration of various IOT devices with its customised software solutions have enabled Kynection to provide a truly “One System” approach.