



September 2007

COMPUTER SOFTWARE CASE STUDY – GARDNER SMITH and RIVERLAND OILSEEDS

“It’s the industry knowledge & support that really counts”



After a detailed evaluation of the commodity trading software available, Gardner Smith Group, Sydney, Australia, selected SMARTsoft™ from dbcSMARTsoftware for its Riverland Oilseeds business. Gardner Smith have business interests in commodity trading (tallow exports, vegetable oil imports), oilseed processing, bulk liquid storage, handling and transportation, bio fuels and recycling.

Project Sponsor and GS Director, Mr. Peter Shearman said, “our immediate need was for a trading solution with manufacturing capability for our expanding Riverland business. After a lengthy selection process, SMARTsoft from dbcSMARTsoftware was the unanimous choice of our management team. We were influenced by its broad use in the Australian agribusiness trading sector, the high degree of fit to our business requirements and feedback from our industry contacts. Longer term we were interested in possible application to our other trading businesses”.

dbc’s SMARTsoft has been implemented across 3 Riverland oilseed crushing plants in Australia in Victoria, SA and WA. The sites operate direct weighbridge facilities, crush oilseed and produce and distribute both crude and refined oils for the domestic and export markets.

Project Manager and GS Business Systems Manager Mr. John Whittingham worked with dbc staff throughout the 9 month project.

“Choosing the correct solution is half the battle in implementing a new system. Then it is all about identifying the business processes, configuring the software to match, and testing the proposed solution. This process required clear communication between our project team and the vendor. This is where dbc excelled. They were always available to assist us and the industry knowledge they displayed was outstanding. Support is too small a word for the job they did.”

“It took planning and hard work but we transitioned to SMARTsoft smoothly, we were on time and within our budget. Our users are happy, no one wants the old system back and we are confident we will overcome any issues. We’ve forged a genuine partnership with dbc and would recommend both the product and the team.”

dbc’s SMARTsoft® can be customised to suit just about any business who trade commodities and buy, process or sell raw materials. Core programs include contracting, logistics, risk management and financial modules for payables, receivables, and GL management.

For more information, please contact your dbc sales representative on 800 361 2114 (Nth America) or +617 3309 3200 (International), or visit our website at www.dbcSMARTsoftware.com