

Testimonials to TARI^{®1} Invoice Analysis Relevant to the Pacio Business Health Check Service

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“Movement of profitability analysis to the invoice level provides management with on-line tools for benchmarking and productivity control. Combined with an appropriate IT solution (TEA) it lets management identify poor as well as outstanding performance at the time of invoicing.” **Fin Director of a major consulting group in respect of a wholesale/retail chain with \$12 billion in sales and 70,000 employees.**

“Direct link between price, overheads and productivity is evident from invoice analysis that confirms previous recommendations that the company can boost its productivity and gain profit .” **Senior Manager with Microsoft**

“...it gives great input for managerial decision, for creating a sales plan with more specific indicators for the sales department, making it possible to focus on the sales more likely to reach given objectives.” **Internet Service Provider**

“I was staggered by the first part of the work, when comparing two invoices of a large commercial job and a private house, I got a result, that wholesale was better than retail, making more profit even at considerable discounts on the volume of sales.

The given work showed how far my working activity in the company has not been effective. Many things which were earlier considered useless (such as weekly and accumulative reports) became clearer to me as to their purposeful use.” **CEO Engineering Divn of Plastic Building and Heating Products**

“... I am working as a Finance and Administration manager. This module was devoted to the part of finance I thought I know best of all. But this module opened my eyes to other sides of cost accounting. From my everyday business life the subject is very interesting to be able to see, how sometimes seemingly small decision could influence the total performance of big companies.” **Multi National Cosmetic distribution**

¹ TARI[®] is a management methodology invented and developed by Accounting Professor, Dr Keith Cleland, and his IT partner Trevor Watters, Pacio co-founders. It forms part of the Pacio Integrated Business Suite - PIBS.

“... I clearly understood the importance of Management Accounting process, its main tools and forms. In my personal opinion it is of crucial importance that I discovered a new tool for my company – invoice analysis. Being a director of one of the key areas in our business I was badly in need of this knowledge.” **Director: Food products - Importing and Distribution**

“I consider TARI® an important tool for improving profitability. It has great importance for me and for the company, because it gives clear vision of connection between pricing and productivity. Today the company will look at the process of pricing from the new angle. For me personally, the concept gives a new angle of vision on making decisions.” **Manager, Shipchandlers Group**

“Benefits from this concept are difficult to overestimate. For me, an economist by education, the TARI® was an absolute revelation. It became clear that reporting mechanism of Company is not perfect and should be improved. My recommendations to management concerning quotation of services and improving reporting mechanism are now being applied in practice.” **Deputy Finance Director, Shipping and Trucking Transport**

I put this report into our ERP system and took a look at the live data for current period of time. I've noted that it has long tail of 'null' invoices. I corrected our rating system to cut off that long tail and you cannot believe how surprised I was! I can immediately increase my profit for 12%. This is amazing how fast I got the results and how small was my actions to do that. I can already see which parts of the company I can apply the method.” **CEO, Search Engine Organisation (IT) Company**

“I believe Keith's work will one day be regarded as a landmark contribution to business owners and managers around the world...and I hope you will find the success that I have found, by applying his concepts to your organization.” **Ronen Day, Chartered Engineer, MBA (LBS), MD, Fine Tubes Ltd, UK, previously senior consultant with PA Consulting Group, a leading international management consultancy.**

“I have prepared budgets for the past 13 years using the Top Down Approach... TARI® has been unveiled to me. What a game changer. Cant wait for the next budget cycle. Thank you.” **Alwyn Dzinamarira ACCA (UK), CPA, CGA, RPAcc(Z)**

“My whole banking career revolved around Financial Analysis and lending. TARI® was an amazing discovery. I also got new knowledge of how to interpret financial statements which books, school or my working experience failed to instil in my head.

Financial Consultants and business people need TARI® more than anything to transform and turnaround their operations and processes.” **Managing Director of a South African Bank**

“Through the urging of a client, we were invited to a presentation by Dr Keith Cleland. At his presentation Dr Cleland spoke about the concept of TARI. The concept struck a cord and as a result we decided to use this simple tool in the practice.

Our results using TARI have already improved the average hourly rate from \$98 to \$135. It is so simple yet has had such a profound impact. Every fee we raise and quote we prepare now has a TARI of \$135 per hour. The most relevant aspect is we have been successful with every quote and have not had one query on our fees.

There is however one negative. I have asked myself why I didn't use this technique years ago. Approximately 17 years ago Dr Cleland spent two days with me assessing my practice and discussed the concept. I didn't implement it because I thought I knew better. How wrong I was. That one decision has cost a fortune.

Thank you, Dr Cleland.” **John Bennetts CPA, Gold Coast, Queensland, Australia.**

“I am delighted to provide you with evidence of the benefits obtained and to strongly endorse TARI®.

A good example of the benefits flowing is shown through two retailers with three shops each turning over about \$4 million and when we took over, each losing between \$50,000 and \$150,000 a year.

Following a split in the family, two shops were taken over by one part of the family and the remaining shop held by the other part of the family. While we remained as accountants for both, only the family holding the single shop adopted TARI®.

Within two years that shop produced a profit of \$200,000 per annum and has continued to increase. The other two shops continued to experience losses of up to \$100,000 per annum. The difference in results was largely due to the information generated through TARI®.

Definitely a win-win situation.” **Richard Vincent, FCA, Robert M.C. Brown Vincent Partners, Sydney 2067, Australia.**

“I can certainly see that there would be some doubters in believing that a simple management of a few key indicators can cause a major turnaround in business, but as I have mentioned to you, this has been achieved in the past and is a daily part of my practice...

There are many cases I can relate which range from corner stores to workshops making elevators and coal train wagons all of which are thriving on the simple aspects of TARI®.”

Paul M Cooper, CPA, Brisbane 4110, Australia.

“I wonder how we ever coped before TARI® became available...it has been a boon to our practice”. **D.E. Harris, FCPA, Harris Boscia P/L, Melbourne 3130, Australia.**

“When we first suggested to this client that we could help, he made it very plain that as we knew nothing about jewelry, he didn't think we could! However, he agreed to participate. Some months later, to our complete surprise, he stands up at a client seminar and sings our praises!

In response to your request, we asked him for his comments. He said he liked having a yardstick by which to gauge performance on a weekly basis. The information gained has assisted in developing product mix, formulating pricing policy, obtaining feedback on the effectiveness of marketing activities and given him a better understanding of the cycles impacting the business.” **Poole & Partners, Mooloolaba, Qld., Australia.**