

P R O F E S S I O N A L

Pest Manager

Feb/Mar 03

\$6.60

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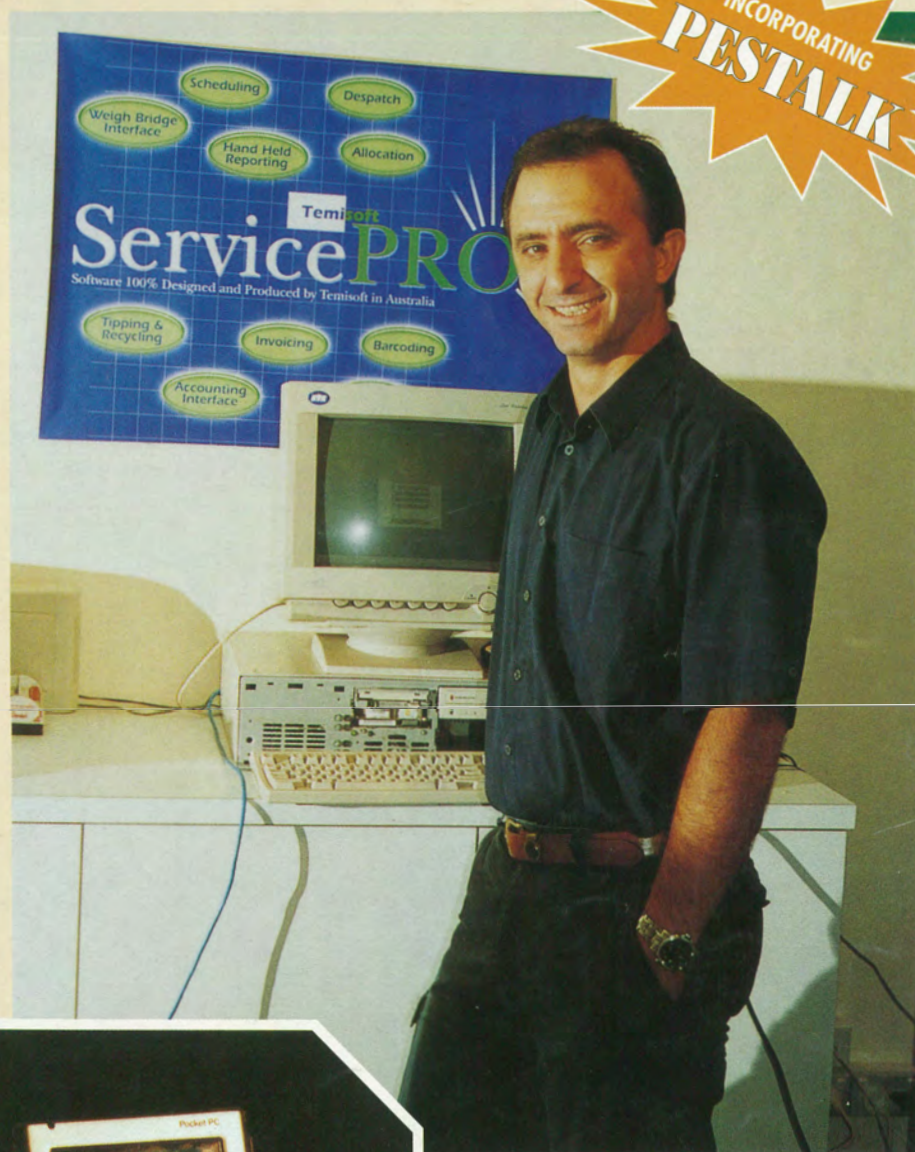
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**Small
businesses
to benefit
from
EZY solutions**

Small businesses to benefit from EZY solutions

For many if not most small pest management businesses, shelling out thousands of dollars on computers and computer software can often be hard to justify.

On the other hand, an inability or unwillingness to invest in state-of-the-art reporting, inspection and scheduling tools can mean being left behind in the "professionalism stakes" and falling behind the competition in terms of time efficiency.

A solution to improving small pest management business efficiency has, fortunately, been found and is being promoted by specialist business software developer, Temisoft.

Founder and managing director of Temisoft (that's not termisoft but Temisoft, without the 'r'), Kevork Temisgian, hit on the idea for a small business version of his ServicePRO software while sitting in his sponsor display booth between sessions at last year's AEPMA conference in Caloundra.

"By mid way through the second day of the conference, I had been inundated by pest managers – mainly the smaller operators – telling me they really liked what I was doing with ServicePRO but that, as a multi-user program, it was out of their league and, in many cases, provided

more than they really needed," Mr Temisgian said.

"Why couldn't I come up with a less expensive, simpler solution based on the same ideas?" they asked.

"So, when the marshals came round to herd us into the conference room, I stood – actually, sat – my ground and spent my time, instead, thinking how we could make this happen for the guys and girls with small businesses.

"I was probably not all that popular with the organisers, who wanted everyone, sponsors included, to clear the display hall and sit in on the conference.

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Kevork Temisgian: Shelling out thousands of dollars on computers and computer software can often be hard to justify.

"I just hope they realise I was working on something which could be of major help to many of their members.

"Later, when we arrived home, I got to work with my team and came up with EZYSchedule and its just-released partner, EZYReports - the perfect answers to pest managers' needs for on-the-job, pocket computer based reporting, scheduling, job costing and quoting.

"Importantly, we were able to package all this together, as an introductory offer, for little more than \$1,000," he said.

Mr Temisgian said EZYSchedule has been developed in full consultation with small pest management companies.

"All the functions in EZYSchedule are the ones that pest managers tell us they use daily," he said.

"Importantly, it covers or handles everything from scheduling, despatching, allocation, job sheets and billing to contact management. It also allows them to quickly and easily share critical information within their business while maintaining control over who has access to what."

Reminder feature

One of the features pest managers asked for in EZYSchedule was a built in reminder generator.

"We had a recent convert call us to say he had just come back from a Christmas break and, that night, using EZYSchedule, had knocked out 200 reminders to his customers in an hour or so," Mr Temisgian said. ▷

PROFESSIONAL INSECT CONTROL SYSTEMS

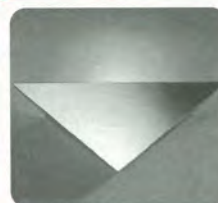
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◁ "It's the same with the other little things that count, like thank you letters at the end of each job. They are now so simple."

Mr Temisgian said Temisoft does not recommend using EZYSchedule for small business in multi-user environments.

"That is not to say that it doesn't work. It's just that EZYSchedule is purpose designed for small business in single user environments.

Reporting partner

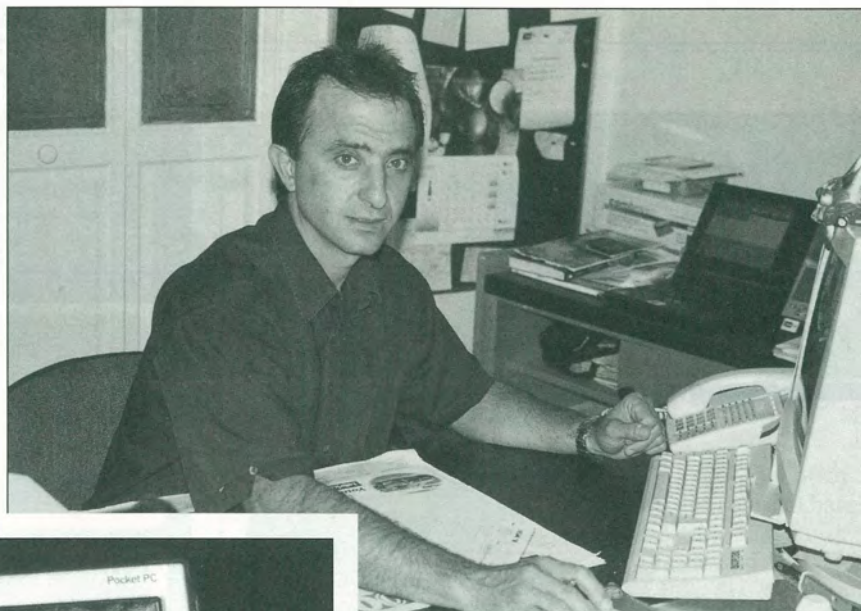
Mr Temisgian pointed out that, unlike other software packages, EZYReports is not tied to any one reporting form or format.

"EZYReports inbuilt flexibility means it doesn't matter whether a pest manager opts for the RSA or Rapid Solutions reporting formats or chooses to design his own forms, because they'll all work," he said.

"In the end, it comes down to personal and business preference.

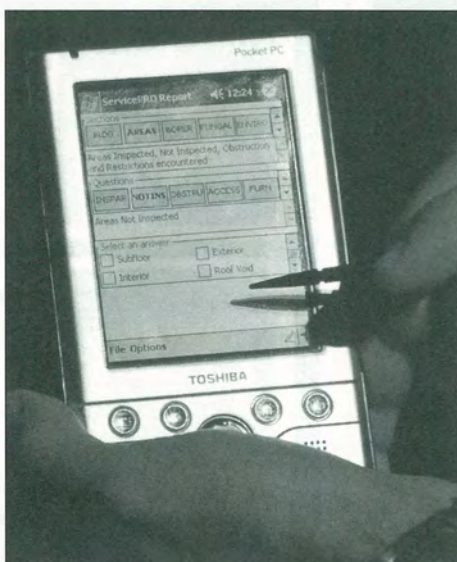
"However, while EZYReports works with any insurance company reporting format, Temisoft does not provide insurance company paperwork, which means pest managers must obtain the required paperwork from their insurance provider."

Mr Temisgian said if a pest manager's business grows to the point where it needs to upgrade from EZYSchedule to ServicePRO/PLUS, all customer information, job histo-



Kevork Temisgian: unlike other software packages, EZYReports is not tied to any one reporting form or format.

Left: Solutions to pest business administration in the palm of the hand.



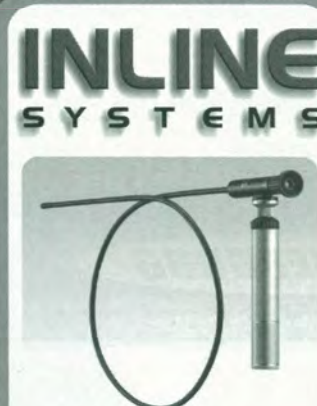
ries, invoicing etc will come across easily.

"And we will even trade in the purchase value of EZYSchedule when you upgrade," Mr Temisgian said.


Inquiries about Temisoft's EZYReports and EZYSchedule should be directed to Kevork Temisgian on

*Mr Temisgian said:
"EZYSchedule has been developed in full consultation with small pest management companies. All the functions in EZYSchedule are the ones that pest managers tell us they use daily."*

phone (02) 9487 8188, fax (02) 9487 8199, or via Temisoft's email: shedule4u@temisoft.com



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