

**Customer success story**  
Intermodal Terminal Services

**Industry**  
Transport 

**Construction & Engineering** 

**Location**  
Australia

**Greentree product suite**  
Financials  
Distribution  
Job Costing  
Workflow  
eBusiness  
Human Resources  
Greentree IQ\*

# GREENTREE WILL DO NICELY, SAYS INTERMODAL

Greentree has triumphed over some big names to win some of its newest customers – although in one case we were the only choice.

“Our Managing Director knew Greentree from a previous business venture,” explains David Raphael, General Manager, Finance and Systems for the Intermodal Terminal Services Group. “We didn’t see the point in wasting time looking at other systems because we already knew Greentree could do a great job.”

ITS specialises in the design, construction, management and operation of passenger, intermodal and bulk rail lines and terminals. It has built a group of four integrated businesses providing services to the rail industry, which included acquiring several disparate business systems that it now wants to consolidate. It’s looking forward to eliminating time-consuming manual data transfers between its various systems, and giving its unit managers better access to information instead of waiting for month-end reports.

“We’ve got a national footprint in Australia, and since inception we have experienced



**David Raphael**, General Manager, Finance & Systems  
Intermodal Terminal Services Group

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continued growth which is expected to continue in the forthcoming years,” David says. “We expect Greentree will deliver outstanding group-wide financial reporting and provide effective management of the business today and into the future.”



The Intermodal Terminal Services Group specialises in the design, construction and management of intermodal and bulk commodity rail lines and terminals.

[www.intermodalts.com.au](http://www.intermodalts.com.au)

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Individually and collectively, our partners have earned their stripes transforming thousands of businesses with Greentree software. The demands are complex, but our partners relish the challenge of making business better.

[www.greentree.com/partners](http://www.greentree.com/partners)



We have one obsession: building the best business software. Greentree is today’s ultimate business painkiller and multivitamin, that in 10 years time will still be the best performing business software.

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