



Success stories

**Fluid Systems Pty Ltd
(Respirico)**

Advanced medical equipment
for respiratory conditions

The beginning

Fluid Systems was established in South Australia by Greg Pitman, a Bachelor of Engineering (Mechanical) graduate of Adelaide University.

**Technical expertise
and customer service**

Fluid Systems is the SA market leader for home and hospital respiratory equipment. The company is a distributor of branded equipment such as Resmed and Philips. The capability to innovate and design engineered products is an aspect the business is looking to explore.

Fluid Systems has developed the expertise to safely handle gaseous oxygen under pressure and deliver 'just in time' to its customers.

**Entrepreneurs'
Programme**

George Siapantas CFO of Fluid Systems described the EP engagement "The application to join the program was simple and the entire 12-month engagement was very straightforward from our side. We met regularly with our business facilitator and identified areas where we thought we could improve business efficiency.

One of our ideas was to invest in new ERP systems which enabled us to reduce stocks of oxygen and improve delivery scheduling to customers. We commissioned a local Adelaide company to develop the software for us and AusIndustry paid 50% of the eligible costs up to \$20,000."

Future growth

Greg Pitman MD describes the outcomes for the business "The new software enabled us to improve our business efficiency and in turn we have been able to make further investments in plant and

equipment, plus adding six new staff. Our business continues to grow. The business grant was welcome, but we also benefited from and enjoyed working with the EP business facilitators.

"investment in new ERP software has enabled us to reduce stocks and improve distribution efficiencies"

A rewarding partnership

Dr Michael Williams, Business Facilitator from Delivery Partner Business SA added "Fluid Systems has been a great partner; increased sales, new business accounts, business investment and jobs created.

The EP grant contribution was spent with a local Adelaide software supplier, so overall there has been a very significant dollar multiplier return on grant investment"