CASE STUDY

NETSUITE FOR – PROFESSIONAL SERVICES

ABOUT COMPANY :

The Company is a comprehensive biopharmaceutical consulting organization that provides turnkey Commissioning, Qualification, and Verification (CQV), and Digital Solutions for facilities, utilities, equipment, computerized systems, and labs. While the company was born as a quality and compliance company, over the years they have become a full-service turnkey CQV solution provider through vast greenfield project experience, acquisitions, and partnerships.

United States

Professional Services

QuickBooks, Excel

NetSuite ERP
NetSuite Advanced Financials
NetSuite Project Management
NetSuite Resource Allocation
NetSuite Job Costing

⟫ THE CHALLENGES

↻ Disparate systems, Multiple sources of truth. Leads and opportunities are tracked in Excel

↻ It takes months in closing Month End Activities.

↻ Project, Task, and Resource Management in Excel. Revenue Leak, Manual Efforts.
There was no accurate visibility on Project Profitability, Resource utilization, Billable Time, etc.

↻ No real-time reports and visibility of Data for making informed decisions.

↻ Manual Budgeting & Comparison with Actuals

↻ Manual Employee Expense Management and Approvals over emails and excels

⟫ THE SOLUTIONS

☑ NetSuite ERP was implemented for automating CRM and Accounting.

☑ Advanced Financial Module enabled automating a lot of manual work involved in month-end close which results in quick month-end close within a few days from a few weeks

☑ NetSuite SuiteProjects was implemented to automate the entire project to cash including Project & Task Management, Resource allocation, Timesheets & Approvals, and Invoicing the billable time. This provided complete visibility on Projects, Budgeting, Profitability, Resource Utilization, Resource Availability, etc.

☑ NetSuite Built-in Business Intelligence (BI) tool provided all the reports, KPIs, and Dashboards that are needed for the Management team to take informed decisions.

☑ NetSuite Budget Module enabled the Finance team to set up the annual budget and compare it with actuals to see the variances for taking necessary actions.

☑ NetSuite Employee Expense Management module automated the entire Reimbursement process within system.