

# CASE STUDY

## CONSTRUCTION & INDUSTRIAL THREADED FASTENERS



### ABOUT COMPANY

The Company is an independent and family-owned fastener distributor specializing in Industrial, commercial construction and agricultural sectors of the market. By building the business around quality relationships with both the customers and suppliers, the company bring the best fasteners, tools, pipe hangers and related products to the market where they are needed most.



FLORIDA,  
UNITED STATES



WHOLESALE BUILDING  
MATERIAL

### APPLICATION REPLACED

- DOS based System
- Excel



### NETSUITE SOLUTION

- NetSuite ERP
- NetSuite CRM
- NetSuite Advanced Inventory Management



## THE CHALLENGES

- ↳ DOS-based system for the last 30 years.
- ↳ No month-end closing.
- ↳ Manual Inventory Tracking, No visibility on Demands and Reorder points.  
No Real-time visibility of Inventory,
- ↳ Poor Customer Relationships without CRM
- ↳ No visibility in the warehouse without WMS.
- ↳ No controls, Approvals, alerts & Reminders.
- ↳ No visibility on AR & AP aging, Credit limit, and overdue balances
- ↳ No real-time reports and visibility of Data for making informed decisions.

## THE SOLUTIONS

- ✓ NetSuite ERP was Implemented as a single Integrated ERP for all operations (Order Management, Purchase Management, Inventory Management, Accounting, Financials)
- ✓ NetSuite Month End Checklist feature helped to avoid a lot of manual work involved in month-end close.
- ✓ Advanced Inventory Management module helped in tracking complete inventory in real-time across multiple warehouses.
- ✓ It also helped in demand planning using auto calculate Reorder points and keeping the optimal inventory level in warehouses.
- ✓ NetSuite CRM Which is seamlessly integrated with Inventory & Accounting helped in improving Customer relationships & Customer Service.
- ✓ NetSuite Advanced Inventory Management helped in managing Bins in warehouses and Inventory levels by each Bin location.
- ✓ Customer 360 & Vendor 360 dashboard helped in complete visibility about customers & vendors.
- ✓ AR Aging & AP aging reports give complete visibility on open Invoices & vendor Bills and due balances.
- ✓ SuiteCloud platform allowed them to put controls, auto-reminders & alerts, and set up approval workflows based on their needs.
- ✓ NetSuite 300+ pre-built reports & saved searches helped in real-time visibility across departments and complete Business. Also, the Built-In BI & Analytics tool further helped in additional reporting requirements.