

Fusion5 and NetSuite: A winning combination

NetSuite, the world's leading vendor of cloud computing business management software, is supported in New Zealand by Fusion5, the business application professionals. "NetSuite is unique from traditional ERPs where vendors take complex on-premise solutions and host them to disguise it as 'cloud'," says Lisa Nicks, senior account manager at Fusion5. "NetSuite has been developed as a pure cloud-based solution. As such, all the features and benefits are optimised to operate in a web-based environment. This means that you don't have to worry about back-ups, upgrades or even power-outages. NetSuite guarantees 99.5 percent uptime, so you can manage your business and not your software."

Fusion5 offers full implemen-

tation and business consulting services. "We analyse and understand current process and tailor Netsuite to each customer's specific business need, improving current process at the same time while taking advantage of the full capabilities of NetSuite. We also offer full training and ongoing



NetSuite provides critical, enterprise-wide applications from a single, cloud-based interface.

support and development services," says Nicks.

With NetSuite, adding additional users or capabilities is quick and easy. "You can open up the system to vendors and customers so they can check their own accounts, sales history and delivery details," says Nicks. "And, because NetSuite is browser-based, you can log on from anywhere in the world and see real-time data in your own personalised format."

NetSuite is also delivered with role-based dashboards and KPIs that deliver a snapshot of your business, so you can drill down and manage your business at your fingertips."

Fusion5, with more than 90 people, has a track record of



helping businesses of all sizes take advantages of the many benefits of NetSuite. "There are some 500 NetSuite installations across New Zealand and Australia," concludes Nicks.

"It is one of the fastest growing applications anywhere. In fact, Gartner Dataquest recently released figures showing that NetSuite has joined the ranks of North America's top 10 ERP vendors by revenue, sharply contrasting with the results of the traditional on-premise vendors. Our background in best practice business consulting with the capabilities of NetSuite can combine to give you the edge to succeed in an increasingly competitive economic environment."

NetSuite powers PhotoArts to significant growth



"Before we implemented NetSuite," says Rod Meharry, a partner at PhotoArts, a Rotorua-based company specialising in manufacturing and distributing events signage and high quality portable display products, "we had four different systems – accounting, customer contact, production and spreadsheets – and none of them talked to each other. Every time we wanted a report we would have to ask our office manager to

pull the data, collate it and run a report. It was a nightmare. Now, after 18 months of using NetSuite, we believe that this is the last piece of management software that we would ever need."

"We can all see at a glance everything we need to know and all in real-time," says Meharry. "It makes decision making so much faster. And the sales team loves the fast and easy operations. They can send a quote, get the order,

create a delivery docket and send the invoice all with just a few clicks. Customers tell us they can't believe how fast our service is. We have significantly increased our total turnover since we acquired NetSuite and have not had to add any more staff. It is that good."

"NetSuite has helped us save hours and hours every month just sending out invoices," concludes Meharry. "We used to send out hundreds of invoices in envelopes

with stamps at the end of the month. Now we can do all of that with a single click of the mouse. And when we receive payment, we automatically send a customised 'thank you' email. Again, our customers are always impressed. Even our accountant can't believe it when we can produce an instant balance – with real-time data – with just a click. NetSuite has given us the means to grow the business as fast as we can."

NetSuite enables overseas expansion for Lighting Pacific

"Very simply, we couldn't have grown as fast or as extensively as we have without NetSuite," says Ross Peden, operations director at Pacific Lighting, suppliers of the highest quality lighting products to designers, architects, retailers and lighting installers.

"In the past two years we have grown from three staff to 15 and have significantly increased the international sales and supply aspects of the business. We now have to work in US dollars, Australian dollars, pounds sterling and, of course, New Zealand dollars. We have to adjust for differ-

ent GST and tax rates. Plus we have staff and facilities in Australia. Having a powerful, scalable, multi-currency-capable browser-based financial package gives us the flexibility and security to grow as fast and as far as we want."

As a director as well as operations manager, Ross doesn't have the time or inclination to provide IT support. "My time is valuable and with NetSuite I can focus on running the business instead of dealing with computer issues. Having all of our data and processes on-line means that we didn't have to worry about setting up a

VPN (virtual private network) to communicate with our Australian business development manager.

"We can add additional users – including suppliers and clients, regardless of where they are – quickly and easily. We can set up their accounts so they only see the information that pertains to them. And we never have to worry about back-ups or power outages as the whole solution is supported off-site. All we have to do is log on."

"NetSuite is a powerful tool," concludes Peden, "and we are

confident that it can support us regardless of how much we expand. NetSuite gives us the information we need – in real-time – to compete successfully overseas as well as in New Zealand."

CONTACT FUSION5:

Lisa Nicks
09 379 0525
lisa.nicks@fusion5.co.nz
www.netsuite.com