

## Successful Transition to NetSuite ERP from QuickBooks



Changing over a company's system from QuickBooks to NetSuite ERP offers several benefits to the business. Our clients have recognized that an ERP is far more helpful in increasing efficiency. NetSuite was chosen because of its easy-to-use interface and ready support from Arista Consulting. In this document, we'll take a quick look at a recent transition we helped take part in. Our client is a well-established business in Fort Worth, Texas, running twenty-three (23) divergent companies in several industries. The client realized that to allocate resources efficiently, they needed an ERP.

### The Problem

The client's issues stemmed from several overlapping problems that impacted the business's overall efficiency. All of the client's businesses were running QuickBooks. While this might seem like a good decision, each instance of the software was isolated. This isolation resulted in complicated accounting decisions with no clear answer. It also mired decision-making because of a lack of available information. QuickBooks, while a competent accounting software on its own, was not designed to be run in this way. Ideally, this software suits single installations and small businesses that don't need reporting functionality.

QuickBooks's lack of reporting functionality was made worse by a lack of flexibility in the Chart of Accounts. Internal controls were limited (if even present) for many accounting and financial decisions. Designed for a different time, QuickBooks wasn't able to develop ACH payments to vendors. This lack of functionality resulted in slower processing time for incoming invoices and a lousy reputation with suppliers. The slow, paper-based approval process that permeated the AP department slowed vendor payments to a crawl. As a response to this, Arista Consulting suggested the client switch over to NetSuite ERP for a better, more integrated (and automated) system.

## The Solution

Arista Consulting first started by examining the existing installations. Each instance of the company's machines was separate, meaning that data was siloed on each location, inaccessible by the rest of the organization. To deal with this, Arista Consulting set up a single instance of NetSuite and allowed each site to connect individually. This "Single Source of Truth" eliminated issues in data siloing and offered the same information to all departments. This linked data brought about immediate benefits. The client could generate consolidated reporting of financial statements. Because all the data was available on NetSuite, it was seamless to put together a Chart of Accounts. Reporting could be done on a per-company level or across the entire organization without needing preparation time.

Report generation didn't stop with Chart of Accounts, however. The client was able to customize the reports generated. By saving searches, they could rerun them at a later date. This saving of search criteria made scheduling monthly and quarterly reports far simpler. These reports could be designed in-house, without interference from any outside source. Internal report generation also had the added benefit of keeping company data secure. There would be no need for a third party to have access to the company data.

Security control was further enhanced by role-based access. This role-based access paradigm comes with NetSuite as a means of controlling data access to departments or businesses. It functions similarly to the user-role system in most operating systems but

distributed across the entire ERP. The client could segregate data and tasks based on which company needed access to specific tables and databases. This isolation led to limited chances for incursion by malicious actors and focused each department on the data that concerned its functioning.

NetSuite is famous for its customization. Arista Consulting helped the client develop a custom dashboard that could allow executives insight into the company's daily working as a whole. With clever planning, the NetSuite implementation allowed leaders in each department to keep track of daily tasks and expectations. The business could start planning and setting goals from the top and expect those details to be automatically updated and passed on to those that required it.

Integrating APXPRESS into the system allowed for far more efficient processing of vendor invoices. There was no paper-based trail to follow and no chance of invoices being misfiled, misplaced, or sent to the wrong department. This streamlining removed the need for paper invoicing altogether. Vendor invoices could be read from an email and automatically processed in a fraction of the time. The company's AP database could also be updated as soon as data became available, removing any chance of human error.

## Client Benefits

At the start of the implementation, the client expected that NetSuite with APXPRESS would aid their business functions and make them more efficient. The benefits the client achieved after implementation was far more than they expected:

- Faster account balancing and processing of invoices
- Better internal controls for business processes, increasing efficiency
- Cloud deployment making for remote access to data at each site
- Enterprise-level security needed for a large business
- Consolidated books and a “Single Source of Truth” for all subsidiaries
- Real-time customer invoicing, sent from a centralized server, so all relevant records are kept up to date
- Role-based access meant increased security in the event of a breach
- Inquiries and reports generated on-demand with high levels of granularity
- Supplier payments processed efficiently and payments sent via ACH transfer directly to electronic accounts
- Customer payments became easier through direct integration with CardKnox
- APXPRESS improved efficiency in the accounts payable department by removing a paper-based system and automating most of the processes involved

## Timeline for Implementation

Arista Consulting helped the client plan and introduce NetSuite with APXPRESS into each subsidiary. Records show that implementation went from start to finish in sixty (60) days. Calculations put customer resource involvement (including training, UAT, and Cutover) at 30%. Additionally, we managed to migrate two (2) years of financial accounting history across the subsidiaries.

## About Arista Consulting

Arista Consulting LLC is in the business of providing IT consulting services, located in Michigan, USA. We offer Digital Transformation solutions for Small and Medium Businesses (SMBs), that help digitize and automate enterprise functions with an objective of improving productivity and reducing cost. Being an ERP service provider for last 6 years and consulting global customer for 2 decades, we plan to expand the service offering by adding NetSuite as strategic partner for Cloud ERP. If you're interested in exploring a cloud ERP solution, check out [Arista Consulting](#) today, and let's advise you on the best way forward.



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