



CASE STUDY

Active Safety has achieved operational efficiencies by moving their business to the Cloud with NetSuite and CloudZone One



“NetSuite Grows as we do”

Matt Cutler - Director Active Safety

Overview

Active Safety is a rapidly expanding New Zealand business that transitioned its business systems to NetSuite to allow the business to continue its expansion.

NetSuite provides Accounting, Ecommerce, Customer Relationship Management (CRM), Professional Services Automation (PSA) and Human Capital Management (HCM) all in one online cloud based system.

About Active Safety

Active Safety is a New Zealand-owned company supplying a range of protective clothing and safety products. They stock over 10,000 products in personal protective equipment and work gear, selling both B2B and B2C. Active Safety also provides expert advice on the best safety solutions for companies.

The Problem

The existing technology was out of date, it needed to be faster and smarter and take advantage of recent advances in technology and application integration. Active Safety also needed smarter and more efficient internal processes. They were using a system that wasn't cloud-based and it was essential that the new solution was. The existing system meant that Active Safety couldn't easily grow the business at a speed that they wanted to.





Right Solution

Active Safety did lots of research amongst several solution providers, giving them clear criteria of what was needed. They created a shortlist of suitable software – and NetSuite ticked all the boxes. Active Safety took their time making a final decision, not wanting to rush into what was a huge business decision. After weighing up the pros and cons of the shortlisted solutions, Active Safety eventually selected NetSuite from CloudZone One. The decision was mainly made on the fact that NetSuite delivered on almost all the boxes that could be ticked! Active Safety's Managing Director, Matt Cutler knew that the perfect software didn't exist, but NetSuite was close. He was confident that it would deliver on all their key criteria. CloudZone One offered the best implementation plan and "seemed to know what they were talking about"!

Matt says "we took a few leaps of faith – we were moving to an unknown product and provider and we were slightly concerned about not holding the IP – moving to the cloud was a risk. However, having done it and seen the benefits, we feel our data and business is safe and secure".

Results

Active Safety has seen a noticeable improvement in business process efficiency with the company working faster and smarter. NetSuite is managing their inventory and sales operation more efficiently and the platform is driving greater operational control in the Sales Process by use of the new CRM system. They know that their technology solution is up to date and "is one of the best technology decisions we've made" says Matt. "NetSuite grows as we do – it's open source and we can customise it which means we can run our business the way we want to"

"We transitioned easily from the old software to the new over a Christmas break and then we integrated equally easily to an e-commerce website – this had been a challenge before implementing NetSuite and working with CloudZone One".

Implementation Process

Active Safety followed the CloudZone One Managed Implementation Methodology

NetSuite Solution

- NetSuite Mid Market Edition
- Advanced Inventory
- B2C eCommerce Solution

Project Statistics

- Project Start Date: 1st September 2015
- Go Live: 4th January 2016

Next Steps

- B2B eCommerce offering
- Continued Business Growth
- Greater Automation in Hire & Service Operation