

## Distribution Company Switches from Oracle NetSuite to Acumatica



**THE QUANTUM GROUP**

*“Acumatica’s SaaS solution provided users with access to real-time data across seven companies in three different locations.”*

– Barbara Page, Controller, The Quantum Group

### OVERVIEW

Quality producer of tech-style customized fabrics for use in various commercial and industrial applications.

### SITUATION

The Quantum Group is a producer of high quality, custom-manufactured fabrics which are used in a variety of commercial and industrial applications. Quantum has a complex corporate structure consisting of seven companies in three different physical locations. Managing this corporate structure without excessive software expenses was critical for Quantum’s business.

At the headquarters level, Quantum needed general ledger, receivables, purchase orders, and payables functionality that was performed by several different individuals. The solution had to be accessible from any location without the expense and challenge of installing and maintaining client software.

### PRIOR SOLUTION

Prior to implementing Acumatica, Quantum used NetSuite to manage their financials. NetSuite delivered a web-based solution but didn’t provide Quantum with the control they needed over their costs, support, or user licensing.

“With NetSuite, we had to limit the number of users to keep costs down,” said Barbara Page, Controller at Quantum Group. “In addition, it was difficult to get our questions answered by their customer support team.”

### WHY ACUMATICA?

Quantum recognized the benefits of a webbased SaaS solution—no client software to install, access from all locations, access to real-time data, and no technical resources required. Acumatica provided a SaaS solution that didn’t lock Quantum into a particular solution and provided them with the ability to control the timing of their upgrades.

“Acumatica was a good fit for Quantum because advanced financial features can be shared by multiple users across multiple business locations and corporate entities,” said Matt Marks from M2 Technologies, Inc. Unlike NetSuite, Acumatica does not charge user-based fees so Quantum can involve more people in business process automation.

#### COMPANY

- **Location:** Colfax, NC, US
- **Industry:** Custom fabric manufacturing

#### CHALLENGES - REQUIREMENTS

- Manage financials across seven companies
- Involve multiple users without complex setup and additional fees
- Delegate work assignments and security settings to different users
- Custom reporting requirements

#### KEY RESULTS

- Deployed new system in 30 days—including migrating data from NetSuite
- Managed seven companies across multiple physical locations
- Acumatica SaaS is powered by Amazon Web Services to provide the world’s best cloud infrastructure

## SOLUTION

The Acumatica migration tools made it easy for Acumatica value added reseller, M2 Technologies Inc. to migrate Quantum from NetSuite to Acumatica.

Acumatica's Integration Services includes tools for importing files or building direct connections to other systems using webservices. These tools can be used to reduce the cost of migrations from legacy systems or other web-solutions.

The migration process included exporting entity lists (customer, vendors, chart of accounts) to text files. By using Acumatica's advanced toolset, Quantum configured Acumatica to match their existing business processes. Next, Quantum printed monthly trial balance reports from December 2008. These reports were used to populate Acumatica's general ledger with past balances and activities. For the most recent financial period, Quantum moved all accounts payable and accounts receivable details. With these items complete, Quantum cut over to Acumatica.

## BENEFITS SUMMARY

Using Acumatica, Quantum can automate its operation by quickly adding users to its business processes without installing client software or paying additional license fees. All users access real-time data, features, and reports from anywhere they are located.

Acumatica SaaS is powered by Amazon Web Services Acumatica gave Quantum the control they needed at a price they could afford.

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	SAAS-ONLY SOLUTION	ACUMATICA
<b>Control over price</b>	No	Yes
<b>Control over deployment</b>	No	Yes
<b>Control over upgrades</b>	No	Yes
<b>No client software</b>	No	Yes