

DISTRIBUTION COMPANY SWITCHES FROM NETSUITE TO ACUMATICA

The Quantum Group

www.quantum5280.com

COMPANY

- Founded: 1985
- Location: Colfax, NC, USA
- Industry: Custom fabric manufacturing
- Structure: Seven companies in three locations
- Overview: Quality producer of tech-style customized fabrics for use in various commercial and industrial applications.

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

- Eliminated SaaS vendor lock-in by switching from NetSuite
- Deployed new system in 30 days— including migrating data from NetSuite
- Managed seven companies across multiple physical locations
- Operates in Tier I datacenter using Windows Azure and SQL Azure



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

Barbara Page • Controller, The Quantum Group

BUSINESS CHALLENGE

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.

EXISTING 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 web-based 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 in to a particular solution or service provider 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.

MIGRATION TOOLS

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 web-services. 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



The Quantum Group develops and manufactures specialty yarns and woven fabrics for unique seating and other product applications.

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.

MICROSOFT WINDOWS AZURE



Quantum's SaaS solution is deployed on the Microsoft Azure cloud. By running on Azure, Quantum benefits from built in disaster recovery features without worrying about managing operating systems, hardware, and other datacenter complexities.

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 gave Quantum the control they needed at a price they could afford.

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

Barbara Page
Controller, The Quantum Group

	SAAS-ONLY SOLUTION	ACUMATICA
Control over price	No	Yes
Control over deployment	No	Yes
Control over upgrades	No	Yes
Control over support	No	Yes