

# CLOUD SOFTWARE HELPS HEALTH PRODUCTS DISTRIBUTOR GO GLOBAL AND MANAGE GROWTH

## Youngevity

[www.youngevity.com](http://www.youngevity.com)

### COMPANY

- Founded: 1997
- Location: Chula Vista, CA, USA
- Industry: Health products distributor
- Overview: Markets and distributes health and nutritional products via a member network

### CHALLENGES - REQUIREMENTS

- Replace QuickBooks with an integrated solution to manage sales orders, warehouses, and inventory
- Replace the Access database with reliable inventory management
- Manage global expansion with multiple currencies and consolidation
- Reduce software costs by taking advantage of Cloud technology

### KEY RESULTS

- Reduced order processing to save the equivalent of a full-time data processing employee
- Integrated with Youngevity's Genealogy System to deliver integrated accounting, inventory, and order processing
- Provided multi-currency and access from anywhere to support international expansion into the Philippines and several other countries



**“Acumatica saved us time and money processing over 4,500 orders per day. Since it's Cloud-based, Acumatica can support our double and triple digit growth rates.”**

Chris Nelson (CPA) • CFO, Youngevity

### BUSINESS CHALLENGE

Youngevity makes and distributes health and nutritional products through a vast member network. With 400 products, thousands of orders per day, and over 100,000 customers, Youngevity needed to automate its accounting and distribution processes.

Youngevity has six warehouses located around the world and needed a system to deliver a centralized view of several product lines.

### SOFTWARE HISTORY AND EXISTING SOLUTION

Prior to Acumatica, Youngevity was using QuickBooks to manage its financials and an Access database for inventory. But QuickBooks did not provide a consolidation solution, out-of-the-box inventory management, multiple currencies, nor APIs to connect to Youngevity's Genealogy System that manages client orders and relationships.

Instead of adding different modules and patches to QuickBooks, Youngevity decided that it was time to upgrade to an integrated accounting and inventory solution that could grow on demand.



Youngevity markets and distributes health and promotional products.

#### WHY ACUMATICA?

Youngevity looked at several traditional solutions such as SAP, Epicor, Microsoft Dynamics GP, Microsoft Dynamics NAV, Escalate, and a few others. Acumatica was the best solution because it offered the benefits of Cloud software along with an API that could easily connect with their existing Genealogy System.

Youngevity discovered that Acumatica was built on a solid architecture and wasn't burdened with numerous patches and client software that makes maintaining old technology difficult. When changes are needed, the system can be adapted using the customization tools.

Acumatica's pricing model is built for a growing company like Youngevity. New users can easily be added without worrying about redistributing licenses.

#### AUTOMATED ACCOUNTING AND INVENTORY

QuickBooks and the Microsoft Access Database solution were not able to accurately manage over 400 products and 10,000 SKUs. As a result, inventory reports were not trusted and a full-time employee was required to manage the data.



Youngevity streamlined global sales, inventory, and accounting processes using Acumatica.

Acumatica helped Youngevity link their Genealogy System with integrated accounting and inventory management. The person previously responsible for order entry was free to take on additional responsibilities required to manage Youngevity's growth.

Acumatica's multi-currency capabilities and ease of access position Youngevity to expand business globally. Youngevity is already in the Philippines and is expanding into five new European and Asian countries in 2011. By 2012, global expansion will include countries in Africa, and in 2013, South America. Acumatica's features support a global supply chain with six warehouses and operations in New Zealand.

#### INTEGRATION TOOLS

As a web-based solution, Acumatica provides Youngevity with global access to inventory across multiple warehouses without the hassle of VPN or other client software. Adaptable integration tools give Youngevity the option to import data in real-time or import files in batch mode.

#### FRESH, MODERN SOFTWARE

Acumatica provided Youngevity with a single integrated solution that was easy to integrate with on-premise systems.

**“By automating with Acumatica we were able to reassign personnel from routine data management to growth opportunities.”**

Chris Nelson (CPA)  
CFO, Youngevity

	LEGACY SOFTWARE	QUICKBOOKS	ACUMATICA CLOUD ERP
Real-time dashboards	No	No	Yes
Access from anywhere via browser	No	No	Yes
Integrated sales, inventory, accounting	No	No	Yes
Centralize worldwide operations	No	No	Yes
Unlimited user pricing	No	No	Yes
Savings on software maintenance	No	No	Yes