



## CloudConnect™ - NetSuite CNET ChannelOnline Connector

*"NetSuite has worked perfectly for our organization since Explore Consulting integrated it last year. We consider the frontend with CNET, the middle with CloudConnect and the back office with NetSuite to be state-of-the-art, strategic, and very green (paperless) from start to finish. By start to finish I mean from the client requesting a quote, to paying for their transaction and all points in between are done 100% paperless with a high level of security. The Explore subject matter expertise with NetSuite is unmatched and their entire Professional Services team have always acted with a sense of urgency and been committed when service and delivery count."*

*- George Hertzberg, President, GHA Technologies, Inc*

**Background:** GHA Technologies, Inc. is a nationally expanding network, computer reseller and systems integrator with offices nationwide. GHA is listed as the 41st largest private corporation in Arizona. GHA sells HP/Compaq, IBM, Dell, and Cisco among other brands and as well as Internet, bandwidth, security, VoIP, wireless, video and identification technologies. GHA also specializes in mission-critical product procurement and integration services for some of the largest corporate, government, and educational clients in the US. Currently, GHA has over 100 employees with annual sales of approximately \$67 million. GHA.

**Issue:** GHA uses CNET ChannelOnline for initial order entry from their sales representatives. Orders created in CNET were previously exported to an Excel spreadsheet and a series of bookkeepers would then re-create all of the orders in NetSuite using the information in the Excel spreadsheets. This manual solution was costly, time consuming and prone to errors. Integration between the two systems was needed to save time, ensure better data integrity, and allow their staff to focus on critical business needs.



**Solution:** Using our CloudConnect™ data integration platform, Explore Consulting has created an end-to-end data integration solution that reads data from ChannelOnline and creates sales orders in NetSuite. Once orders are successfully created in NetSuite, status is reported back to ChannelOnline. Users have the ability to set recurring scheduling using the CloudConnect™ Dashboard where they can also view integration status, drill into job messages and data, and should some records fail to import, GHA can use the Dashboard to identify the cause, correct the data in ChannelOnline and use the CloudConnect™ Dashboard to re-launch the integration.

**Results:** The integration has saved GHA time and money and has ensured data integrity for the orders imported from CNET. Sales Representatives receive emails each day indicating when their orders have been imported, which allows them to be more proactive with their clients in regards to shipping information, shipment accuracy and billing. The bookkeeping staff has been able to focus on core business needs by not having to spend considerable time entering and then validating orders. Most importantly, GHA is able to streamline their shipping process and have reduced the time it takes to bill and collect payments from their customers. Additional results include:

- Tripled annual sales from \$29 million to \$75 million without increasing staff.
- Eliminated need to hire additional bookkeepers, saving at least \$180,000 annually.
- Greater visibility into accounts receivable allows enforcement of "strict net 30" policies.

### About CloudConnect™

CloudConnect™ is a proven service that integrates data from virtually any business system, in any format, in a bi-directional manner with NetSuite. With Explore Consulting's SaaS based solution and leading NetSuite integration specialists, your remote systems can communicate seamlessly with NetSuite in a highly managed environment. Key features of this comprehensive service include:

- Quick Implementation
- Industry-Leading Service and Support
- Low Ongoing Costs
- Supports all NetSuite Integration Points
- Real-time Dashboard with Scheduler and Notifications
- Secure Login & User Administration
- Open Architecture for Unlimited Extensibility
- Hosted in Industry-Leading Data Center with 100% Network Uptime Guarantee

Learn more about [NetSuite integration using Explore's CloudConnect™](#).

### About Explore Consulting

Based in Bellevue, Washington, Explore Consulting was founded in 2001 and is a professional services company dedicated to providing innovative and cost-effective solutions for their customers' database and IT systems needs. Having specialized in SaaS solutions for more than 8 years, Explore Consulting is the largest and most experienced NetSuite reseller and solution provider in the Northwestern United States. Not only is Explore a licensed reseller of the NetSuite product suite, but an experienced NetSuite implementation and integration partner. Whether you are looking for assistance with your NetSuite purchase and implementation or needing to integrate your NetSuite account to any external data source with our industry-leading CloudConnect™ service, we are your one stop NetSuite service provider. Explore Consulting is well-known as a leader in NetSuite customization, integration and extensibility. While NetSuite can run most businesses using out-of-the-box functionality, we're experts on adapting the product to meet your specific business requirements. Explore Consulting was recently included on the Inc. 5000 list of fastest growing privately owned companies in the U.S. for the third year in a row as well as the Puget Sound Business Journal's 100 Fastest Growing Private Companies. Explore has also been a 5-time NetSuite Star Performer and is well recognized as a leader in integration and mobile solutions for NetSuite. For more information, visit [www.exploreconsulting.com](http://www.exploreconsulting.com).