



## Happier and Healthier with NetSuite – ERP Implementation Success

*“By utilizing the comprehensive functionality NetSuite offers, Explore Consulting addressed the complex requirements of managing our multi-faceted business with a single solution. Explore did a professional and expert job transitioning our company onto NetSuite. Now, Essentia Water connects financials, inventory, supply chain, customers, and commerce, which vastly improved our capacity to see and manage all aspects of the business, and deliver better customer satisfaction too. Working with Explore Consulting was an excellent decision; it’s an organization we can recommend highly.”*

– Greg Buscher, CFO, Essentia Water, LLC

**Background:** Essentia Water is a leading producer of premium bottled water. The company believes hydration makes us better people – healthier and happier, able to do more, experience more, give more. They improve people’s lives by creating a product of superior and consistent quality that’s proven to provide more effective rehydration, and they’re committed to delivering exceptional customer experiences every day. Hydration is just the first step to living a healthy and balanced Essentia lifestyle.

**Issue:** Prior to partnering with Explore Consulting, Essentia Water’s back-office utilized QuickBooks with very limited EDI integration to their 3PLs, co-packers, and customers. They also used various in-house solutions to run their day to day operations. Fragmented data resulted in limited visibility and restricted the ability to quickly extract accurate, real-time business



information. A lack of full GL integration also led to slowed business processes. Manual data entry at multiple steps within multiple systems was inefficient and sometimes led to inaccuracies. In order to continue rapid growth in a scalable way, a more consolidated and integrated system was needed.

**Solution:** Explore Consulting worked closely with Essentia to implement and customize the NetSuite platform in a way that would best meet their needs. In addition to implementing the complete ERP backend, custom workflows were created to manage transaction approvals and validate/manage data in line with their unique



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business rules. In tandem with Essentia’s accounting team, three years of historical financial data was migrated to allow seamless comparative reporting. Better management of the supply chain was achieved by utilizing NetSuite’s extensive capabilities to integrate

with external systems, such as 3PL’s. NetSuite best practices around light manufacturing and inventory management also lead to greatly improved visibility into inventory levels and production requirements at facilities located across the country.



**Results:** NetSuite now serves as Essentia’s primary business software system connecting financials, supply chain, customers, and commerce in a single database. Integration to external logistics providers allows for greatly simplified transactional processing that is far less susceptible to error. Customers are now able to place orders directly through the NetSuite Customer Center. Through careful analysis and improvement of existing business processes, Explore moved Essentia onto a modern, scalable platform that will grow with the company for years to come.

## 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 14 years, Explore Consulting is the largest and

most experienced NetSuite reseller and solution provider in the Northwestern United States.

Explore Consulting is well-known as a leader in NetSuite implementation, customization, integration and Ecommerce, and has also been a 12-time NetSuite Star Performer, won 27 NetSuite awards, has twice been named NetSuite Partner of the Year, Americas, and in 2016 was named NetSuite SuiteCommerce Partner of the Year.

For more information, visit <http://www.exploreconsulting.com>.

