



**Financial Consolidation in the Cloud – An Enterprise ERP Success with NetSuite OneWorld**

*“Explore Consulting beat out the competition because of their expertise in NetSuite Implementations and custom solutions. Their commitment to success for our project from the beginning affirmed they were the right agency for the job. Since our go-live with the ERP implementation and automated AR billing system we are very pleased to report that Explore Consulting has surpassed all expectations.”*

*- Archana Desai, Vice President Enterprise Business Transformation, Sterling Talent Solutions*

**Background:** Since 1975, Sterling Talent Solutions has been serving organizations with high quality employment screening and hiring solutions so companies can be confident in their hiring decisions. Sterling prides themselves on customer service, unbeatable speed and unrivaled accuracy. With 20 offices in nine countries, their team of more than 3,500 employees proudly serves over 50,000 customers around the world, including a quarter of the Fortune 100.

**Issue:** SterlingBackcheck was growing rapidly through acquisition and sales growth but realized they needed to streamline business systems to maintain that growth. Throughout SterlingBackcheck’s global structure they were utilizing multiple accounting systems such as: Dynamics SL, QuickBooks, Accpac, and Tally. Key goals for Sterling were global business processes, system stability, and consolidated financials within a single ERP solution. The introduction to Explore Consulting occurred when SterlingBackcheck merged with Talentwise, a Seattle-based client of Explore. The merger brought about the rebranding to Sterling Talent Solutions. Sterling Talent Solutions saw value to converting to a scalable model and after interviewing several NetSuite System Integrators, they selected Explore Consulting.



**Solution:** The most complex phase of this implementation was taking a global management system with nineteen subsidiaries into a unified system with [OneWorld](#). Working with this single platform, Sterling Talent Solutions increased their control of the order to cash and purchase to pay process throughout their enterprise.

There were several successful aspects of this implementation.

- Global purchase to pay solution with custom approval email routing
- Purchase requisitions and approvals
- Custom billing application with automated email delivery for 20,000 customers per month
- Automated Dunning



Still, there are two points this enterprise-level company Sterling found most helpful, intercompany transactions and consolidations. Tracking, settling, and reconciling intercompany transactions is a time-consuming, resource-draining task in many companies, especially as organizations expand their operations globally. For businesses with immense data volumes, nonstandard procedures, or insufficient automation, this process is highly vulnerable to human errors and can lead to inaccurate financial statements.

NetSuite OneWorld helped this global enterprise, deliver real-time visibility and consolidation, while

providing the flexibility for customizations to meet corporate and subsidiary needs. OneWorld accelerates the financial processes with multi-currency consolidation and real-time roll-up across accounts receivable, accounts payable, payroll, inventory, billing, invoicing and order fulfillment, from local in-country operations to regional offices to global headquarters.

**Results:** Sterling Talent Solutions now has streamlined global processes running on a single, centralized system in the cloud. With a customized billing system, automations save them time and diminish human error. Now they have the capability to allow scheduled emailing of reports and distribution of AR Transactions. Accounting and operational efficiency have increased with a stable AR Billing System and Automated Intercompany Transactions. Sterling also leverages NetSuite's procurement solution to streamline their needs for internal goods and services at the best cost and in a timely manner by saving employees' valuable time with easy-to-use capabilities. Sterling Talent Solutions will grow their enterprise in a well-organized manner with reduced costs to approved suppliers and pre-negotiated contracts, and improved visibility by rendering real-time information into company spend and vendor performance.



### 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 15 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, has 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>

