



Shootin' it Straight - Palmetto State Armory Streamlines Their Company with NetSuite

"Explore Consulting helped our organization move from several disparate and manual systems to everything under one roof and streamlined with NetSuite. This implementation has eased several core processes for the company, and Explore provided the accessible model we needed. It is with great appreciation for their skills and flexibility that we recommend Explore Consulting."

-Bob Bell, Business Systems and Applications Director, Palmetto State Armory

Background: Palmetto State Armory was created by people with a passion for firearms, tactical gear, and the great outdoors. Starting as an ammunition and magazine website, Palmetto has grown into a full-service company represented by the website, multiple retail locations, and its own personalized firearms brand. With a dedication to quality and customer service, Palmetto State Armory has their sights set on continued excellence and growth.

Issue: Palmetto State Armory reached out to Explore Consulting when their existing systems were unable to keep up with the company's rapid growth. They used SAP for core accounting, financial, inventory and warehouse management needs, and Google Docs for inventory tracking. Palmetto was searching to reduce the number of systems into a single platform that was scalable, cloud-based, and cost-effective.

With Palmetto's rapid growth, their multiple tracking and reporting systems were unable to keep up, and a backlog of orders from their website was creating data issues with their warehouse management system. Additionally, their accounting department was unable to run financials without impacting the performance of the system for the rest of the company. Even with limited functionality, their reporting system could take hours to complete a single report.



SAP relied on an integration to report sales transactions from each store in batches. The integration was prone to delay and error and often not synchronized. Their lack of visibility into how each store was operating resulted in inaccurate information and complicated planning and decision-making

Solution: Palmetto turned to Explore Consulting to purchase NetSuite and assist their organization in implementing the Mid-Market Edition with several additional modules to address the issues. One of the critical modules was NetSuite's Advanced Financials, a key interest for Palmetto. With budgeting and automated expense allocation, NetSuite's Advanced Financials provided with budgeting, expense management, flexible billing and statistical account functionality that Palmetto lacked. They now have clear real-time visibility into budgets, spend less time on manual billing processes, and have the capability to calculate allocations dynamically using statistical accounts.



Results: Under budget and on time, Explore Consulting successfully transitioned Palmetto onto NetSuite to run their primary financials, inventory management, and much more. The new capabilities have vastly improved Palmetto's reporting capabilities, and streamlined their repair process in NetSuite. NetSuite doesn't hinder their daily operations and their daily transaction volume limit is

much higher. With higher visibility, the accounting and warehouse departments can all see the same data and have a real-time read on inventory. Buyers are able to view accurate information in NetSuite allowing them to make better purchasing decision. This gives Palmetto greater visibility on their inventory reducing the amount of supplies needed on-hand to support their customer sales demand.

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 28 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>

