



Victory International Wins Big with NetSuite

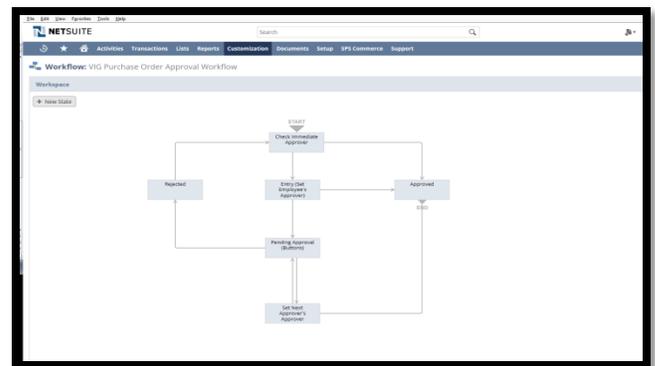
“NetSuite’s complete and scalable cloud solution enables our business to access all of our core functionality, across the globe and in various languages. The team at Explore Consulting took the time to learn our specific business needs and configured the platform to meet our unique requirements. We couldn’t have completed this implementation without their unwavering dedication to the project.”

- Controller, Victory International Group

Background: Victory International Group is a leading research developer, manufacturer and distributor of consumer products. They have been providing high quality manufactured products at factory direct prices since 1978. These products consist of consumer electronics such as prepaid smartphones, pedometers, heart monitors and smartwatches as well as mobile and tablet accessories, toys, stationary and many other small appliances and proprietary products that are manufactured under a private label.

Issue: Prior to partnering with Explore Consulting, Victory International was utilizing a combination of QuickBooks, PlanPlus Online and fragmented in-house business software to run their back office systems which lacked flexibility and prevented them from taking full advantage of fast-growing market opportunities. This disconnected system resulted in limited visibility and made real-time reporting virtually impossible. Additionally, real-time purchase transaction processing was unavailable, slowing order flows.

Solution: After years of working with disparate systems, Victory International came to Explore Consulting to implement the NetSuite platform. Multi-language functionality was implemented for Victory International’s NetSuite users in China. A custom workflow was created to set-up a multi-level PO approval system, increasing high level PO controls. The system was tailored to their specific needs for managing transfer orders from China to the US, allowing increased insight into inventory and container tracking during international shipments. A



customized purchasing process was developed that allowed for better management of purchase processing between the US offices and their Chinese manufacturing partners. Role-based dashboards allow Victory International to easily manage everything from CRM to stock control and accounting. Additionally, an EDI SuiteApp solution from Explore Consulting partner SPS Commerce now assists with streamlining transactions with customers and third-party vendors.

Results: Operations within NetSuite’s cloud solution have improved end-to-end business efficiency, offer scalability for growth and provide a single, integrated system that Victory International’s US and Chinese headquarters can utilize. These integrated business systems have reduced manual internal hours spent gathering and reporting data. Browser-based access allows users to access NetSuite easily across devices and on mobile. Finally, the Victory International business working environment has become noticeably more dynamic and target-driven due to access to real-time reporting and KPIs.

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 cloud-based 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 10-time NetSuite Star Performer, won 24 NetSuite awards and was recently named as 2014 NetSuite Partner of the Year, Americas. For more information, visit www.exploreconsulting.com