



One and Done - A Fifteen Year NetSuite Story

“Until a cloud ERP vendor can upgrade thousands of customers with the push of a button, they’re just not scalable. NetSuite’s been doing it right since the beginning, and Explore has enjoyed 15 years of avoiding the dreaded upgrade cycles of the old days!”

– Steve Jones, CEO & Partner, Explore Consulting

Background: Explore Consulting is a technology consulting company based in Bellevue, WA that provides innovative technology solutions for managing business data and a cost-effective approach to completely outsourced IT in the cloud. We’re a NetSuite reseller, consultancy, and digital agency.

Issue: Fifteen years ago at the tail end of the dot bomb era, two consultants set out to tackle the next big wave in business systems...before the term “Cloud” even existed. Understanding the massive investment that organizations used to shell out for their IT infrastructure (data centers, system administrators, database administrators, developers, etc, etc), Explore’s co-founders saw the emergence of the internet as the logical vehicle for delivering business applications in the future. So we set out to find the best internet based ERP solution on the

market to start our company off on the right foot – that was 2001.

Solution: As enterprise Oracle consultants prior to starting Explore Consulting, we understood the importance of selecting the right ERP solution to grow our budding business. After a relatively short search, we discovered that NetSuite (NetLedger at the time) was far ahead of the competition in building their ERP as a web-based system from ground up. Within weeks of selecting this solution, we were converting hours to invoices with the push of a button and have never looked back.

Within the first two years of operating on NetSuite, we knew we were with a winner and decided to partner with them to be on the leading edge of Cloud ERP services. It was the best decision we ever made, and has become the primary focus of our offerings.

The screenshot shows the Explore Consulting website with a navigation bar containing 'Search', '1-866-3EXPLORE', 'NetSuite', 'Amazon', 'Services', 'Portfolio', 'Resources', 'Company', and 'Contact Us'. The main content area features a large banner with the text 'The #1 Cloud Business Management Suite' and 'Join the more than 24,000 organizations running on NetSuite'. Below the banner is a grid of six blue boxes containing logos and statistics:

- Scouting Combine:** Explore Consulting Took the NFL Scouting Combine to the Cloud
- SuiteCommerce FastTrack:** Accelerate Your SuiteCommerce Project
- 900+:** Explore Consulting Clients
- 13 Year:** NetSuite Solution Provider & Value Added Reseller
- 2-Time:** NetSuite Partner of the Year, Americas 2011 & 2014
- Top 5:** NetSuite License Sales & President's Club Since 2011
- 24:** NetSuite Awards
- Top 2:** Best Companies To Work For - Now Hiring!

Having served nearly 1,000 NetSuite customers and winning 24 awards for exceptional performance to date, we're a living model of the success that NetSuite brings to an organization of any size.

Most companies that have lived for 15 years would have been through at least 2-3 ERP system changes or upgrades that almost killed them. With NetSuite, we get two fully backward compatible releases every year, delivered while we sleep. Our NetSuite account is highly customized to incorporate significant automation and workflow, and it all just works on Monday when we log in. We don't dread upgrades...we look forward to seeing what we can do

next with our data. Who would've thought we would have been able to view our KPIs and approve purchase requests from our phone 15 years ago?!

Results: NetSuite not only provided a start-up company with all of the system capabilities necessary to operate and evolve our business, but it has continued to grow with us. Not only will we be a "one and done" ERP implementer over the life of the company, but we don't have any IT infrastructure to manage. We can grow our practice geographically with ease and we have no significant hardware/connectivity issues since everything simply requires a browser and internet connection.

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 10-time NetSuite Star Performer, won 24 NetSuite awards and has twice been named NetSuite Partner of the Year, Americas.

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

