



90 Days and Running – A NetSuite OneWorld Manufacturing Success Story

Explore Consulting's certified ERP consultants bring more than just their talent and expertise, they also share passion for our project and worked tirelessly to complete our advanced and multi-faceted implementation within the condensed timeframe we asked for. Our continued engagement is a testament to our satisfaction with the team and trust of their quality work.

-Russ Garrison, President, VerAvanti, Inc.

Background: VerAvanti is getting ready to change the Endoluminal Optical Imaging (or Angioscopy) segment of the medical industry. They are committed to creating the very best products, improving clinical outcomes, lowering the overall cost of healthcare, improving shareholder value.

Issue: VerAvanti partnered with Explore Consulting after a rigorous selection process, evaluating a variety of business management systems, both on-premise and in the cloud. As a young company in stealth product development mode, VerAvanti had the unique opportunity to start from a clean slate and build out their operational processes from the ground up. Members of the founding team also had previous experience in the medical device industry and with it, a clear picture of what it takes to build and manage an FDA regulated manufacturing business. While QuickBooks was already being used to manage basic financial information, it was time to step up and put a robust system like NetSuite to work across all areas of their business.

Solution: Explore Consulting worked closely with VerAvanti to implement and customize the NetSuite platform. NetSuite had instant appeal due to its SaaS architecture and anytime, anywhere access via a web browser. This was a basic requirement with a geographically distributed sales and operations staff. With headquarters in Redmond, WA and a subsidiary in Europe, OneWorld was selected due to its



intercompany capabilities and native ability to handle a multi-currency business environment. In addition to CRM and the ERP/accounting backend, VerAvanti also needed a complete manufacturing and demand planning system. Explore customized NetSuite to be compliant in an FDA audited production environment with custom device serial number generation and cradle to grave product lifecycle tracking. From issuing a new serial number, through manufacturing and sales, to after-sale support and service, NetSuite tracks every touchpoint along the way.

Results: Within 90 Days VerAvanti was equipped with NetSuite, prepared to charge ahead in their industry without worrying about their business system scaling with rapid growth. The cloud-based, secure, fully integrated database provides a single source of truth across all business functions, and is instantly accessible by employees globally. Careful planning and design during the implementation phase with Explore's expert guidance has positioned VerAvanti to focus on building great products and serving their customers well into the future.



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, 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>.

