



Southwest Windpower Inc.

www.windenergy.com

www.skystreamenergy.com



At A Glance:

- **Company:** Southwest Windpower Inc.
- **Location:** Flagstaff, AZ
- **Industry:** Distribution/Wholesale, Manufacturing
- **Challenge:**
 - Inefficiencies and information loss due to lack of inter-departmental awareness
 - Cost-prohibitive and inflexible software
- **Software switched from:** ACCPAC
- **Other software considered:** MAS 90 MAS 200 (Best Software), Management, Microsoft Dynamics (Business Solutions), Epicor VISTA
- **Results with NetSuite:**
 - Cut transaction turnaround time from days to hours
 - Reduced inventory errors by a factor of 10
 - Integrated payments, raw and finished materials, and sales into the same system

Southwest Windpower
Renewable Energy Made Simple

“With NetSuite, we are almost immediately able to see what other departments are doing, and make decisions more readily and efficiently.”

— Susan Casebeer, CFO
Southwest Windpower

The Results:

Southwest Windpower converted its clean-energy business to NetSuite and saw immediate gains in business efficiency and confidence. "With our batch-processing, legacy software there was no way for one department to know what their neighbor department was working on without sending a representative over, or sending e-mail, and information was getting lost between departments," says Susan Casebeer, Southwest Windpower CFO. "With NetSuite, we are almost immediately able to see what other departments are doing, and make decisions more readily and efficiently as well. The use of the dashboard to manage processes is a key feature of NetSuite."

The improved visibility has contributed greatly to cutting Southwest Windpower's transaction turnaround time from days to mere minutes. "We can't even put a number of how much it's increased our communication with each other."

Key executives receive sales orders for approval within just minutes, instead of having to wait for daily or weekly operational meetings, and raw material and finished goods tracking has improved substantially as well. "In just three months we were able to lock down our finished goods inventory tighter than it had ever been, cutting down our errors tenfold."

Consolidating its critical front- and back-office applications into an integrated and affordable solution has given Southwest Windpower room to continue its strong growth without fighting its own business technology. "Before, we had problems with batch processing, multiple languages, and multiple platforms. NetSuite is using one program to solve all those problems between programs and vendors," says Casebeer.

 Find out more: contact NetSuite, Inc. at 1 877 NETSUITE or visit www.netsuite.com



“In just three months we were able to lock down our finished goods inventory tighter than it had ever been, cutting down our errors tenfold.”

*— Todd Sieber
Traffic Manager
Southwest Windpower*

The Challenges:

Southwest Windpower sells wind turbines to everyone from private home and boat owners to oil rig operators in the North Sea and Antarctic research facilities. But the company's strong success was no longer supported by its chosen technology platform, and with demand increasing, the potential to make costly mistakes was rising as well.

"What we had available with our old system couldn't by any means handle the vision we had for the company in the future," says Todd Sieber, Southwest Windpower traffic manager. "We had to have the ability to communicate with one another wherever we were, and have visibility with what was happening with our product and transactions as well."

When Southwest Windpower's incumbent technology providers prepared an estimate to meet the company's demand for greater flexibility and accessibility, the solution proved cost-prohibitive.

The Solution:

"We saw potential in where NetSuite was going, and a lack of potential in the other things we looked at," says Gil Sanchez, IT director at Southwest Windpower. So the company converted its business to NetSuite and has enjoyed immediate results. Southwest Windpower uses NetSuite for accounting, purchasing, inventory management, and sales, with increasing use of forecasting and marketing expected in the near future. The company will also soon turn NetSuite into its front end for its global service program, which it hopes will avoid hundreds of telephone calls per year.

Less than one year on NetSuite, the company has already expanded its use of the system. "We have started to look into on-line sales and inventory management with our authorized service dealers, and being able to process credit cards from NetSuite has simplified our cash payments segment of the business," Casebeer says.

With NetSuite onboard, Southwest Windpower's success is no longer a guessing game, giving top management the insight it needs to guide the company's strategic direction. "With NetSuite, once the status of a sales transaction changes from pending to shipped, it becomes visible on the accounts receivable dashboard, and management can view sales for that day or even that hour," Sieber says.

 Find out more: contact NetSuite, Inc. at 1 877 NETSUITE or visit www.netsuite.com