



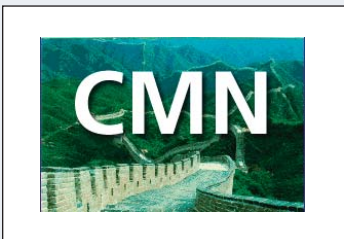
China Manufacturing Network

www.SourceGlobally.com



At A Glance:

- **Company:**
China Manufacturing Network
- **Location:** Irvine, CA
- **Industry:** Manufacturing;
Distribution/Wholesale
- **Challenges:**
 - Needed to carefully monitor tight margins across all customer relationships
 - Could not manage inventory and coordinate deliveries from 100 overseas factories for warehousing and delivery to clients
- **Software switch from:** SAP and mainframe solutions
- **Results with NetSuite:**
 - Saved over \$100,000 on software and IT costs
 - Halved time required to develop quality management system
 - Now has up-to-date reporting on activities costs and customer profitability



“NetSuite is so easy to use that I’ve saved probably \$50,000 to \$100,000 in IT and configuration costs over the year.”

— *Everette Phillips, President and CEO*

China Manufacturing Network

The Results: Fast Track To Reliability

Attention to detail without a big-ticket price tag has enabled China Manufacturing Network to build a contract manufacturing service customers can trust. “NetSuite is very important to our quality management system — we’re moving toward ISO 9001 certification,” says President and CEO Everette Phillips. The consistent, repeatable practices in NetSuite’s order-to-fulfillment chain have been a tremendous boon. “We’re cutting the time in half.”

Integration partner Aminian Business Services has ensured that front- and back-office users have the tools and expertise they need to operate the business, without the need for constant handholding or IT supervision. “NetSuite is so easy to use that I’ve saved probably \$50,000 to \$100,000 in IT and configuration costs over the year,” says Phillips. Combined with the tens of thousands saved over packaged software quotes, and China Manufacturing Network has more financial flexibility to grow.

The Challenges: Thousands of Miles, Narrowest of Margins

Founded in early 2003, China Manufacturing Network’s Precision Parts Division (www.SourcePrecisionParts.net) acts as a business bridge to 100 factories and laboratories in greater China. To ensure that the specifications and drawings from US producers turn into high-quality products that are built by the numbers and delivered on time, President and CEO Everette Phillips needed an enterprise software platform that would deliver the visibility and consistency he had come to expect from more expensive suites. “I had experience with AS/400 and SAP, and I was looking for something that made me feel comfortable, something that would grow with us,” says Phillips.

In order to grow, the company needed a solution that would manage both precise details and high-volume opportunities, and that meant coordinating people, products, and resources. “We deal on such thin margins, we have to track how much time we spend

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



“Having an SAP background, I found that NetSuite has a lot of functionality I’m used to seeing.”

*— Everett Phillips
President and CEO*

China Manufacturing Network

on different projects, and if we’re not able to make up those costs, we have to make a decision whether we want to be with that customer or not,” he says.

The Solution: Total Visibility

With NetSuite, China Manufacturing Network has an integrated customer view that starts working from the moment a prospect enters the system, via direct entry or Web lead form, and doesn’t let up until opportunities are converted. Once customers are in the system and have established manufacturing jobs with network partners, the NetSuite customer portal shows them only those parts they have commissioned. As inventory arrives from overseas, the company uses NetSuite to manage the stock for each customer, generating pick/pack/ship lists on a monthly basis.

AP and AR systems are all coordinated to Phillips’s specifications, including the ability to monitor transaction balances separately from operating expenses. That way, the company can better understand its transactional profitability, and consider the costs of doing business on their own merits.

Did China Manufacturing Network expect all these features? It’s safe to say that the company wouldn’t have settled for anything less. “Having an SAP background, I found that NetSuite has a lot of functionality I’m used to seeing,” says Phillips.