



## MiniCo, Inc.

[www.minico.com](http://www.minico.com)



### At A Glance:

- **Company:** MiniCo Inc.
- **Location:** Phoenix, AZ
- **Industry:** Wholesale/Distribution
- **Challenges:**
  - After a nightmarish, nine-month implementation effort, company retreated to its old mainframe system; needed a new, easy-to-use system fast
- **Software switched from:** IBM mainframe to Unix migration
- **Results with NetSuite:**
  - Switching to NetSuite after a failed transition from an IBM mainframe to a new Unix package accounting system has saved MiniCo thousands



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— Marilyn Leslie, CFO

MiniCo, Inc.

### The Results:

Switching to NetSuite after a failed transition from an IBM mainframe to a new Unix package accounting system has saved MiniCo thousands. Within weeks of implementing NetSuite, they signed up for a three-year subscription.

### The Challenge:

MiniCo, a supplier of products and insurance to the self-storage industry, moved off its venerable IBM mainframe in 2001 to a distributed Unix system, but its outside consultants couldn't get the new accounting system to work. “Within three days of going live, our orders quit churning out,” recalls Ron Barwick, chief information officer. After a nightmarish, nine-month implementation effort, they were advised that the vendor recommended they start over with a new release of the software. “There were a series of bugs gumming up the system. They couldn't figure it out,” Barwick says.

MiniCo sells products to one-third of the 35,000 self-storage facilities in North America. It takes in hundreds of orders a day, either filling them immediately from inventory or placing its own orders with manufacturers in the U.S. and China. It was a recipe for disaster to have an accounting system that couldn't capture orders or be able to distinguish between customers' orders and the Phoenix, Ariz.-company's own orders to manufacturers. After an exhausting effort, MiniCo retreated to its old mainframe system.

### The Solution:

“We were battle weary” from the first migration attempt, adds Chief Financial Officer Marilyn Leslie. In the fall of 2001, MiniCo signed up for a free trial with NetSuite.

They used one outside consultant to get them up and running. He helped them primarily with the data transfer and in configuring financial statements, according to Barwick.

“It worked the very first day. It was intuitive to get the order-taking system running on our own,” says Leslie.

 Find out more: contact NetSuite, Inc. at 1 877 NETSUITE or visit [www.netsuite.com](http://www.netsuite.com)



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*MiniCo, Inc.*

“It has been intuitive for me,” Leslie says. “It’s been one of the simplest implementations I’ve ever gone through.”

Leslie and Barwick say they are happy with NetSuite for its long term impact as well. In the midst of their first migration attempt, they realized they were going to need two additional system administrators/business analysts, plus a database administrator on staff to keep the system running. With NetSuite, they don’t need any additional staff; NetSuite manages the servers and software that supply the accounting applications.

Barwick estimates the cost of the service now is one tenth of the cost of the staff he would have needed with a Unix system.

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Edit	U.S. dollar	USD	Yes	1
Edit	British pound	GBP		1.465
Edit	Canadian dollar	CAD		.6516
Edit	Euro	EUR		.9668

NetSuite Multi-Currency Capabilities