

## Xtellus

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



### At A Glance:

- **Company:** Leading, fast-growing supplier of optical networking systems
- **Location:** Morris Plains, NJ (additional locations in Israel and South Korea)
- **Industry:** Manufacturing, Telecommunications
- **Challenges:**
  - Rapid revenue growth (100% year-over-year) required company to realize its startup business software was not suited to run a multi-million dollar operation with employees on three continents
  - Management wanted to keep company free from large, expensive enterprise software deployments
  - Needed integration between its global manufacturing and sales processes, including offices in Israel and South Korea
- **Solution:** NetSuite OneWorld
- **Results with NetSuite:**
  - NetSuite OneWorld provides greater insight into global financial operations
  - NetSuite OneWorld and Rootstock MRP provide complete international manufacturing operations platform, reducing costs throughout the supply chain
  - Tight relationship with Rootstock and NetSuite ensure Xtellus' requirements are met quickly
  - Result of improved outsourcing relationships and reduction on the impact of manufacturing bottlenecks.
- **NetSuite Partner:** Rootstock

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— *David Duff, VP Finance and Controller, Xtellus*

### Results

Xtellus has adopted NetSuite OneWorld to manage its business operations. NetSuite development partner Rootstock Software will provide key functionality especially suited to Xtellus' engineering and manufacturing processes. With NetSuite and Rootstock, Xtellus will integrate its global manufacturing and sales processes, including offices in Israel and South Korea, in order to streamline manufacturing, improve customer profitability, manage inventory and shipments, improve supply chain performance, and consolidate financials in multiple countries and currencies.

### Challenges

After logging its first customer shipment in 2006, Xtellus became a rising star in the telecommunications space, with year-over-year revenue growth approaching 100 percent and mounting demand for its customized, high-performance networking solutions. With growth came complexity, and the company quickly realized that its startup-grade business solutions were not suited to run a multi-million dollar operation with employees on three continents. At the same time, management wanted to ensure that the company continues to run efficiently and remains unburdened by large, expensive and time-consuming enterprise software deployments.

### Solution

Xtellus promptly identified NetSuite OneWorld as the right solution for accounting, inventory, sales and employee management needs. The company has successfully implemented core NetSuite functionality in its US headquarters, with the R&D facility in Israel and manufacturing center in Korea due to come online soon. The NetSuite OneWorld solution gives Xtellus greater insight into global financial operations, including consolidated results in multiple currencies, proper control and tracking of intra-company transactions and asset transfers, and full, real-time visibility into payables, receivables, cash on hand, and inventory levels.

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



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Because engineering efficiency and manufacturing controls are of paramount concern to Xtellus, whose high-value solutions are typically custom-tailored to each client, fine-grained manufacturing resource planning (MRP) capabilities are also a must. For those capabilities, Xtellus relies on Rootstock, MRP software developed for NetSuite on the NS-BOS development platform. With the combined power of NetSuite and Rootstock, Xtellus will work to optimize inventory levels, reduce costs throughout the supply chain, improve outsourcing relationships, and reduce the impact of manufacturing bottlenecks.

NetSuite delivers always-on, Web-based accessibility from anywhere in the world, so Xtellus management will be able to evaluate customer proposals with complete insight into manufacturing costs and overall relationship profitability. This visibility will help Xtellus with smart, sustainable, value-added growth, while maintaining the company's tradition of innovation and agility. “It's important to us to get our business systems right the first time, and before we get so big that change is too difficult,” says David Duff, VP Finance & Controller, Xtellus. “Rootstock is bending over backwards to help us be successful, and the relationship between Rootstock and NetSuite ensures that our requirements are met quickly.”



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