



Intermountain Soft Water

www.intermountainsoftwater.com



At A Glance:

- **Industry:** Manufacturing; Wholesale/Distribution; Professional Services
- **Headquarters:** Orem, Utah
- **Software switched from:** Microsoft Great Plains, Microsoft CRM

“The dashboard is my favorite thing about NetSuite. I am always on the road, but never far from all our key business indicators.”

— Greg Reyneke, General Manager, Intermountain Soft Water

Challenges:

- Needed a Web-based application that could accommodate CRM, inventory, accounting and scheduling of service events/vehicles.
- MS Great Plains and MS CRM required too many servers, too much time and complexity —excessive time and expense on in-house and outsourced expertise.
- Needed a relatively simple and easy transition from previous applications

Results with NetSuite:

- Saving \$50,000 a year on computing infrastructure and hardware maintenance; approximately \$100,000 per year saved on IT staff and support costs.
- Ability to access NetSuite from anywhere, including field sale technicians' trucks, saves countless hours and hassle of needing to be at an onsite terminal
- Having all accounting and CRM information in one system helping Intermountain staff to be significantly more productive.
- NetSuite Professional Services and training was "excellent" and helped Intermountain get up to speed quickly.



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