We are probably saving between $100,000 to $150,000 by having a program such as NetSuite to help develop our business.”

— Mohamed Shafeek, CEO
A.C. Healthcare Supply

The Results:
By leveraging NetSuite, Afro Caribbean (A.C.) Healthcare has saved between $100,000 and $150,000 in software development and maintenance costs, while at the same time boosting its revenue by “millions of dollars,” according to Mohamed Shafeek, CEO of the company.

“By not worrying about software problems we are able to put our energy into our core business, he said.

The Challenge:
As a global distribution company with offices worldwide to distribute health care supplies and pharmaceuticals in Latin America and the Caribbean, A.C. Healthcare Supply quickly found that point solutions for accounting like QuickBooks deployed at individual office locations were not meeting growing company’s needs.

For Shafeek, who often travels, these point solutions lacked the ability for him to track in real-time accounts payable and receivable at the company’s multiple branch offices remotely via a browser. Indeed, there was no easy way for Shafeek to have a bird’s eye view of the company’s overarching financial performance because of this lack of a real time view into an integrated accounting system.

"Without Internet accessibility, I had no simple way to see accounting activity in my branch offices—to see sales numbers and accounts payable and receivables up to the minute,” Shafeek said.

In addition, he found that the growing company needed the ability to provide inventory visibility so managers from various locations could respond to customer demand by moving products quickly between locations as orders and demand fluctuated.

As A.C. Healthcare moved into new markets, Shafeek also found that he needed his accounting solution to support multiple currencies.

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

Updated 9/02/04
The Solution:
With NetSuite’s Executive Dashboard, Shareek now can easily keep tabs on the latest transactions at branch offices worldwide via the accounting suite.

"The suite gives me accessibility to all my branch offices, and I can see in real time what they are doing," he said. "Wherever I am, I can go to my Web site to check my sales and monitor my receivables and payables."

In addition, he can drill down via the dashboard to monitor what customers are buying to be immediately alerted if any inventory changes are needed.

"Because I can see what each customer is buying, it helps us to program our inventory control a lot better, especially for the export market," he said.

Hence, he and his managers have seamless, Web-based access to inventory data that allows them to easily adjust to these customer demand fluctuations.

"I can check inventory everywhere and see whether they are running low on goods," he said. "It definitely gives you a real-time view of where things are. Because we are now penetrating the Central American region, we are able to move goods from one location to another if one location is overstocked and the other location needs goods."

Although the tight integration of the solution has proved to be extremely beneficial to A.C. Healthcare, Shareek has found the suite to be easily customized. For example, changing the languages of invoices or converting to the different currencies of Nicaragua and Costa Rica is a basic format change, he added.

In the future, Shareek plans to leverage the suite to allow his customers to place their own orders online, thus providing even more streamlined processes for the company.