NETSUITE

Cooper Software Strengthens Its NetSuite Solution Provider Practice as a NetSuite End-User

COOPER SOFTWARE

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—Frank Cooper
Managing Director, Cooper Software

Company Name:
Cooper Software

Industry:
IT Consulting and Implementation

URL:
www.coopersoftware.co.uk

Location:
Fife, Scotland

Cooper Software has a significant advantage as a NetSuite Solution Provider partner. The U.K.-based technology consultancy uses NetSuite to run its own business, gaining transformational benefits, hands-on experience and insights that give the firm an edge in delivering highly optimised NetSuite solutions for midmarket companies in the U.K. and elsewhere in Europe.

"Using NetSuite ourselves on a daily basis translates into a huge advantage for Client projects," said Frank Cooper, Managing Director at Cooper Software, headquartered in Fife, Scotland with additional offices in Manchester, U.K and Sweden. "We're able to deliver projects faster and take advantage of best practice and how-to tips we've learned in using NetSuite to transform our own business."

Founded in 2005, Cooper Software had run a combination of Xero for accounting, AceProject for project management and Salesforce.com for CRM. As the firm grew, with more than 500 client projects, those siloed systems became too complex, inefficient and cumbersome. After sizing up SAP Business One and other options, Cooper Software determined that NetSuite could best meet its needs for ERP, CRM and professional services automation (PSA).

"NetSuite has transformed our business in a very positive way," Cooper said. "Built from the ground up as a cloud solution, NetSuite has consolidated all our core business processes into a single system. That's been a major benefit in terms of business visibility, operational efficiency and ability to meet and exceed client expectations."

Since NetSuite went live in August 2014, Cooper Software has seen:

- 45% improvement in the time from quote to cash.
- 25% across-the-board improvement in operational efficiency.
- 45% reduction in invoicing costs through greater accuracy and auto generation.
- 35% faster monthly financial close.
- ROI in just six months.

"Through our NetSuite partnership, we are perfectly positioned to meet the growing demand for integrated cloud-based business management among midmarket companies across Europe."

—Frank Cooper
Managing Director, Cooper Software

From NetSuite Customer to Solution Provider

After going live on NetSuite, Cooper Software joined the NetSuite Solution Provider Program to open its first cloud software practice and address fast-growing demand for cloud computing in the U.K. and elsewhere. As a NetSuite partner, Cooper Software is expanding beyond its traditional focus on on-premise IFS ERP and Qlik business intelligence solutions.

"Once we implemented NetSuite at Cooper Software, we decided to become a NetSuite partner to enable our clients to achieve the same kind of significant business benefits we've realised with NetSuite," Cooper said. "NetSuite has proven to be a win-win for both Cooper and our clients."

Prospective clients in technology, services, manufacturing, distribution, retail, media and other industries are looking to improve efficiencies and drive growth while moving away from the high cost and complexity of on-premise servers and high-priced IT professionals, Cooper said. As a result, cloud ERP is now top priority for many organisations.

"Clients were telling us they wanted a solution that would bring all their information together into a single place that was accessible to their employees wherever they happened to be from a variety of devices," Cooper said. "They were also looking to reduce their IT costs. NetSuite fits the bill for them prefectly in this and many other respects. We ourselves have been able to almost entirely remove our dependance on servers and the need for internal IT support."

Calastone Leverages Cooper and NetSuite

A NetSuite implementation by Cooper Software was the solution of choice for Calastone, a global fund transaction network headquartered in the U.K. Cooper Software implemented the NetSuite OneWorld global business management solution to streamline financial management across subsidiaries in the U.S., U.K., Hong Kong, Australia and Luxembourg.

With Cooper Software's strategic planning, implementation and end-user training, Calastone has improved its finance administrative efficiency by 50 percent while gaining real-time visibility into financials on a global basis for informed, data-driven decision-making. Calastone realised ROI within just six months of going live on NetSuite.

"We chose Cooper Software due to their experience in implementing ERP systems, and were sold on their implementation methodology which gave us the confidence that we would deliver on time, on budget and all of the functionality would be delivered," said Eddie Richards, Calastone Finance Director. "We chose the NetSuite software because it was the best all-round cloud solution and matched our needs perfectly in terms of features, usability and reporting."

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A Strategic Growth Platform

The NetSuite Solution Provider partnership is central to Cooper Software's goal to more than triple its revenue in the next three years. With NetSuite's fast-growing customer base in the U.K. and across Europe, Cooper is well positioned to capitalise on NetSuite's growing mindshare and the firm's own experience as a NetSuite end-user.

"Our partnership with NetSuite enables us to provide our clients with more business benefits, more rapidly which are of the highest quality—that's why it's become such a huge part of our firm's business growth strategy," Cooper said. "NetSuite is driving our business forward by enabling us to help clients improve business performance, slash IT costs, increase sales, streamline orders and procurement and gain real-time visibility across their business."

To find out how a NetSuite partnership can benefit your organisation, email NetSuite Inc. at **SolutionProviders@netsuite.com**.

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