



NETSUITE PARTNERSHIP DRIVES VANTIS SOLUTIONS LIMITED GROWTH AND ENHANCES ITS REPUTATION

Vantis Solutions Limited is a business applications and technology consulting company serving the Asia Pacific region from its headquarters in Hong Kong and three additional offices in Shanghai, Shenzhen and Taipei. It is a NetSuite 4-Star Partner and the largest partner in Hong Kong. Established in early 2000, Vantis focused on implementing on-premise ERP systems. In fact, it was one of the first ERP consulting and implementation companies in Hong Kong. It is now structured into three divisions: ERP systems, Vantis HRMS development and business intelligence systems. It works with clients in a number of industry sectors including wholesale distribution, ecommerce, food and beverage, and education. By 2004, Vantis realized that cloud computing was emerging and made the strategic decision

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Johnny Wong, Director, Vantis Solutions



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to shift its business focus to developing and delivering cloud solutions. “Our mission,” said Vantis Director Johnny Wong, “is to serve our clients by providing them with the highest quality IT consultancy services and integrated solutions to enable them to address their business needs and sharpen their competitiveness.”

Challenge

Early on in its existence, the principals at Vantis recognized not only that the cloud was coming, but also it would have a significant impact on the way businesses would implement and manage their IT investments. “We understood that the emergence of the cloud would essentially change companies’ business models,” Wong said. “We expected that companies would see the advantages of the cloud—particularly fast growing companies with locations in multiple geographies and a need to provide their employees anywhere, anytime access to company information and systems. But while some IT people were aware of the cloud, most companies hadn’t really begun thinking about it.”

The challenge Vantis faced, particularly in its ERP practice, was to find a cloud-based ERP solution which was proven and customizable, and that would meet clients’ business requirements while reducing their IT management and cost burdens.

Solution

As it researched potential cloud-based ERP solutions to replace its on-premise offerings, Vantis was cognizant that it needed to make the correct choice in order to retain its well-established reputation as one of the largest and leading ERP consultancies in Hong Kong, Greater China, Macau, Taiwan and other Asia Pacific regions. It was crucial, therefore, that the solution it chose be:

- Established and proven
- Easily and rapidly implemented
- Customizable
- Scalable
- Cost-effective
- Innovative and continuously evolving

“It was very important to us that the solution we chose had a well-defined roadmap which matched our vision as well as our clients’ evolving business requirements,” Wong said. “We were also looking for a vendor that could provide technical, marketing and sales support in our region.”

Vantis’ thorough research and evaluation of cloud ERP solutions led it to choose NetSuite ERP to become the sole solution offering in its ERP practice. Not only did Vantis become a NetSuite Solution Provider

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partner by choosing NetSuite ERP as its sole ERP solution, it also selected NetSuite to run its own internal business operations. Wong added, “Of course, we are the best reference to our clients since we implemented NetSuite ERP at Vantis. We run our business on it including accounting, financials, sales, purchasing, marketing and consultant activities.”

Results

As highlighted earlier, Vantis believes in focusing and going to the market with only one ERP solution—the best solution in its estimation for customers and prospects. Since switching from the on-premise ERP solution it previously sold to NetSuite ERP, Vantis has seen its revenue, company profile and reputation grow.

- Since becoming a NetSuite Solution Provider Partner, Vantis’ ERP practice revenue has tripled.
- Vantis’ success with NetSuite has led it to hire more programmers and consultants to develop new applications for the NetSuite platform and to provide additional NetSuite-related services to its NetSuite clients.
- Vantis has established a relationship with a Hong Kong-based university in which students learn about NetSuite and its broad range of business management capabilities so that when they graduate,

they are familiar with NetSuite and are more likely to implement it in their future work places.

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Advantages to Partnering with NetSuite

- **NetSuite is the cloud ERP leader** – “As the leading ERP consultancy company in Hong Kong, Greater China, Macau, Taiwan and other areas in the Asia Pacific region, we wanted to be a partner with the leader in cloud ERP. With over 40,000 companies and subsidiaries deployment worldwide,” Wong said, “NetSuite is clearly the leader. Partnering with the industry leader enhances our reputation and profile as we go to market.”
- **NetSuite partnership support is extensive and powerful** – NetSuite ERP provides a complete cloud-based software solution that enables clients to run their entire organizations more efficiently and effectively. Through its partnership with NetSuite, Vantis receives a broad range of support services including cooperative marketing

funds and teamwork, advice on lead generation, involvement of local NetSuite partner managers in the sales process as needed, technical support including sales engineering and product demonstration support, ongoing product training, and ongoing priority technical support.

- **The NetSuite partner program is profitable** – The NetSuite revenue-sharing model for partners generates ongoing annuity revenue for Vantis, providing the firm with both predictable recurring income, while freeing it to pursue new customers rather than chasing after existing customers each year to renew license fees. Additionally, the NetSuite SuiteCloud Developer Network (SDN) allows Vantis to develop its own innovative applications to run on NetSuite platform and to list those applications on SuiteApp.com, NetSuite’s online solution directory, thereby increasing Vantis’ visibility and affording it additional opportunities to generate revenue.
- **NetSuite ERP meets client needs, expediting the sales process** – Because NetSuite ERP provides clients with a single, integrated, continuously evolving business management solution that enables businesses in a broad range of industries and in varied geographies, Vantis has found that adopting NetSuite ERP as its sole ERP offering shortens the sales cycle and accelerates time to value for its clients. “Because NetSuite is cloud-based,” Wong said, “implementation is rapid and our clients don’t have to worry about infrastructure issues. That frees them up to

focus on their core business activities. Our clients are also impressed with NetSuite’s 99.5 percent guaranteed uptime.”

- **Continuous innovation makes NetSuite a future-proof solution** – “We’ve been impressed by NetSuite’s focus on innovation,” Wong said. “The company is always working on enhancements and improvements to its ERP solution. This is important both to Vantis and to our clients. When you commit to implementing a critical business management solution, you want to know that it will not become dated or obsolete. NetSuite’s focus on continually adding new features and functionality to its platform and its automated delivery of those upgrades is particularly important to rapidly growing, global organizations.”

To find out how a NetSuite partnership can benefit your organization, email SolutionProviders@netsuite.com.



Company Snapshot

Company: Vantis Solutions Limited

Industry: Business Applications and Technology Consulting

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