Aligning IT with Business Needs

In most companies, the line to get help from IT to change business applications is so long that people give up trying. Only the biggest ideas with the biggest payoffs make it worth enduring the wait and expense. But as the lean manufacturing principle of kaizen has shown, huge gains can be made from making many small improvements.

In the best cloud models, IT staff can devote their time to improving the business, rather than trying to solve integration and other headaches. IT shifts from being an interchangeable commodity to a differentiator.

Manufacturer Cuts Time Required to Take Orders by 66%

Advantage Sign Supply, Inc.
Sign Making Equipment & Supplies

"NetSuite has simplified our company's operations, given us great efficiency, power, and flexibility, helped us do business on the web, and has helped unify our customer touchpoints by linking CRM with ERP and ecommerce. In IT, NetSuite changed our role. We're not traditional IT anymore—we now spend our time adding value rather than answering requests."

—*Advantage Sign Supply*

Results:

- Order processing time cut by 66%
- Decreased monthly inventory on hand by more than 15% ($500,000+ in inventory)
- Electronic invoicing saves $1,000 per month over costs of paper mailings
- New website channel attracts 50+ customers per month, accounting for 11% of revenues
- Cut time required to update pricing from two hours to 10 minutes for 500+ items.