



Nomis Solutions

www.nomissolutions.com



At A Glance:

- **Company:**
Nomis Solutions enables best-in-class pricing and profitability management for financial services companies.
- **Location:** San Bruno, CA
- **Industry:** Computer Software, Finance/Insurance
- **Challenges:**
 - Previous accounting solution offered no integration with front-office processes
 - Accounting software did not meet control and visibility needs of growing company with large, complex client engagements
 - Seeking an end-to-end, on-demand solution
- **Software switched from:**
QuickBooks, Salesforce.com, spreadsheets
- **Results with NetSuite OneWorld:**
 - NetSuite delivering integrated CRM and ERP processes
 - Full controls and easy reporting benefits decision-making and improves efficiency
 - Achieving complete international business integration with NetSuite OneWorld

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The Results:

Nomis Solutions adopted NetSuite OneWorld to unify its front- and back-office processes and keep its house in order for an exciting period of growth and expansion. The company now enjoys greater visibility into accounts receivable and invoicing activity, and has reduced reimbursement and procurement lead times from weeks to just days, all while keeping its international subsidiary fully integrated.

Migrating the company's CRM processes from Salesforce.com to NetSuite delivers a single version of the truth and lower costs. Before unifying under NetSuite, customer records could not easily be followed from the sale through to invoicing, revenue, and collections. "NetSuite's combined ERP and CRM capabilities made integration easier, and certainly results in a lower total cost of ownership," says Todd Spartz, vice president and CFO of Nomis Solutions.

Spartz joined Nomis just before the adoption of NetSuite. Both were meant to help the company bring its finances under tighter internal control after working with outside consultants while the company was in start-up mode. "The investors wanted a CFO to run the accounting organization and put in the right solution to manage it, and we have been able to achieve all of the objectives I set out for us over the past year," he says. "NetSuite has helped us streamline all of our processes, particularly order-to-cash and procure-to-pay."

Efficiencies and greater control are the order of the day at Nomis, now that its processes are under tighter control. "The more time we save on routine tasks and offline spreadsheets, the greater ROI we return to our investors. By deploying NetSuite, we transition valuable resources to where it increases shareholder value," he says. "In short, the fewer back-office resources we need, the more front office people we can afford."

The Challenges:

Nomis Solutions is a software developer specializing in pricing and profitability management solutions for the financial services industry. Nomis has recently enjoyed significant

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customer growth as financial institutions embrace new models to bolster their bottom lines. The company quickly found that the systems that supported its back-end operations in startup mode were insufficient to the needs of a vibrant, operating business. "When we went through our first audit, it was clear that our automated controls weren't where they needed to be," Spartz says. "QuickBooks was fine while we were an R&D shop, but it didn't offer the controls that were needed at the next level, selling multi-million dollar deals into large banks."

The company had no integration between its CRM and ERP processes, leading to duplicated effort and a lack of visibility. "There was literally a big line in the sand where sales had to throw a prospect over the wall once they became a customer, and accounting had to re-create all of the information about that customer," he says. "The people accessing accounting data didn't have access to the CRM system."

The company's previous use of outside consultants to manage finances often led to delays in reporting, analysis, and reimbursements. "It was very painful to get expense reports approved, and inquiries about invoices and AR activity often had to wait for people to respond to an e-mail."

The Solution:

Nomis' senior management made end-to-end integration a priority, which inevitably led the company to NetSuite. "There were a limited number of vendors that provided what we were looking for—an integrated CRM and ERP solution," Spartz says. "NetSuite was the clear leader."

Nomis Solutions now has over 80 of its employees using NetSuite OneWorld, which keeps its North American and European operations in perfect sync. "OneWorld's power is that it forces you to have a global chart of accounts, which is critical for a company to run effectively," he says. "We are able to consolidate any number of entities instantly, and can acquire or create new subsidiaries and bring them up to speed very quickly."

Establishing, integrating, and enforcing solid, sustainable business practices has been a cinch for Nomis since making the switch. "It has been easy to get our people to adopt the new processes NetSuite delivers, because the benefits were tangible and immediate."



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