

Company  
**Kardia Health Systems**

Industry  
**Software**

URL  
**www.kardiahealth.com**

Headquarters  
**Minneapolis, MN**

NetSuite Product  
**NetSuite**

NetSuite Users  
**15**

Using NetSuite for  
**CRM and ERP/financials, including budgeting, planning, forecasting and “what-if” analyses (Adaptive Planning)**



**KARDIA**

## Kardia Health Systems

*NetSuite Helps Healthcare Software Provider  
 Reduce Fees By 30%, Improve Business Performance*

*“In addition to saving us time and money, NetSuite helps keep management focused on our organization and our business goals, rather than on smaller parts, by giving us complete front office-to-back office visibility.”*

— Kardia Health Systems

### Challenge

- Maximize performance management for healthcare startup
- Integrate accounting with forecasting and planning functions
- Improve customer support by integrating support with sales and billing information
- Reduce IT costs, increase functionality over existing fragmented systems

### Solution

- Replaced Microsoft Dynamics (Great Plains) with NetSuite
- Dashboards give managers visibility into complete company operations
- NetSuite workflow speeds financial information gathering to optimize adaptive planning
- CFO/CIO Kelly recommends and uses NetSuite for other businesses with which he’s affiliated

### Results

- Saving more than \$75,000 annually on IT over old system, with greater functionality
- NetSuite’s front-to-back office integration helps Kardia reduce yearly audit fees by 30 percent
- Adaptive Planning, end-to-end financial visibility, helps maximize business performance by providing budgeting, planning, forecasting, and “what-if” analyses
- Integrated vendor records let Kardia outsource data entry while maintaining compliance with HIPAA and other medical privacy regulations