

Boys & Girls Club Of Lawrence

Introduction

This case study of Boys & Girls Club of Lawrence is based on a December 2021 survey of Oracle NetSuite customers by TechValidate, a 3rd-party research service.

“I am really happy with NetSuite.”

Challenges

The key reasons for deciding to implement NetSuite were:

- A need for increased visibility and control over their business
- A need to drive efficiency in their accounting and finance functions

Use Case

They have utilized the NetSuite solution for 2-5 years.

Results

Key benefits experienced since using NetSuite to manage their business processes:

- Greater efficiency and strategy across our finance team
- Reduction in expenses (audit fees)
- Improved gross margins
- Reduced month-end close time

They have been able to reduce Procurement expenses using NetSuite by:

- The number of days that they were able to save in the collection of Accounts Receivable:
- The number of days that NetSuite has saved for the monthly time to close:

The improvements they have seen by using Netsuite:

- Overall Revenue growth: a notable improvement
- Gross Margin improvement: a notable improvement
- Resource utilization (if applicable): a notable improvement
- Finance Team efficiency: a substantial improvement
- Days to Close: somewhat of an improvement
- Time to do ad hoc and monthly reporting: a notable improvement

NetSuite has allowed us to:

- Increase their Gross Margin: agree
- Achieve greater incremental revenue: strongly agree
- Reduce inventory stock-outs: agree
- Improve their customer service: agree
- Reduce their data entry time: strongly agree
- Compete with larger competitors: agree

Organization Profile

Organization:
Boys & Girls Club of Lawrence

Industry:
Non-profit

About Oracle NetSuite

Oracle NetSuite is the world's leading provider of cloud-based business management software. NetSuite helps companies manage core business processes with a single, fully integrated system covering ERP/financials, CRM, ecommerce, inventory and more.

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