



## Emblem Enterprises, Inc

[www.eeiemblems.com](http://www.eeiemblems.com)



### At A Glance:

- **Company:** Since 1981 Emblem Enterprises has supplied emblems to the U.S. military, law enforcement, fire & rescue professionals and ROTC's across the USA.
- **Headquarters:** Canoga Park, CA
- **Industry:** Wholesale/ Distribution; eCommerce
- **Software switched from:** James Integrated Technology (AR, inventory and CRM), Aatrix (AP, financial statements), Filemaker Pro (statistics and marketing) and Excel (bookkeeping, all other statistical reporting)



*“Overall, we are happy with the ability to grow and customize our system usage due to the flexibility in NetSuite.”*

*— Monise Kelly, IT Manager, Emblems Enterprises, Inc.*

### Challenges:

- Having to deal with several little systems was a nightmare. It would take 16 working days just to prepare for month-end closing.
- Emblems Enterprises, Inc. didn't have a 360-degree view of their business processes, limiting their ability to maximize available resources. It would take several man-days (and nights) just looking for ways to cost-cut and streamline.

### Results with NetSuite:

- With NetSuite, Emblems Enterprises' productivity increased drastically. Closing the month was cut from 16 days to 8 days and with 150% more data.
- NetSuite allows Emblems Enterprises to have an isolated visibility of their business; looking for cost cutting measures can be done with a click of a button.
- With NetSuite, Emblem Enterprises enjoys the ability to customize what they need:
  - Dual forms for 2 company names (includes an equivalent to product lines of customer classification, and several custom fields for tracking marketing keys)
  - Reconciling all bank accounts in NetSuite (business, payroll, money market, credit card and DBA)
  - Using custom fields to run all the AR and collections while incorporating these to a cash flow analysis
  - Created custom records to update source delivery information at the item level
  - Manages two types of inventory - custom and stock; each with the appropriate custom fields and scripts
  - Created little programs using “tasks” and “phone calls” to track manual RFQ and 24 hour processing.

 Find out more: contact NetSuite Inc. at 1 877 NETSUITE or visit [www.netsuite.com](http://www.netsuite.com)