



NetSuite Client Testimonials





ABOUT BLYTHECO

WHO WE ARE

Blytheco is a full-service firm. We have been providing strategic business consulting and software technology implementation and support to the Small- and Medium-Sized Business (SMB) and small enterprise community since 1980. Our business management software offerings include Enterprise Resource Planning (ERP), Customer Relationship Management (CRM), Human Resources (HR), and Marketing Automation solutions.

With six national offices and over 100 employees across the U.S., Blytheco has successfully completed over 5,000 implementations. We consistently deliver positive outcomes for our clients' businesses.

SERVICES WE OFFER

As a full-service consulting firm, we offer the following:

- Business Process Analysis
- System Reviews
- Workflow Optimization
- Software Sales and Implementation Services
- Technical Support: On-site, Phone, Email, and Online
- Report Design
- System Customization
- Integration to External Applications
- User Training
- Marketing Services

OUR REPUTATION

We are proud of the many awards and acknowledgments that we've received from industry peers. We have received the NetSuite 5 Star Award and were named a 2016 Top Place to Work by the Orange County Register. We're honored to have been recognized by Relay for Life for our charitable work.

Astrup Drug

Smart-Fill Management
Group

Industry:
Pharmaceuticals

Solution:
NetSuite OneWorld

“During this process, your team provided us their extensive knowledge and they were highly responsive during this implementation.”

Dear Blytheco,

We implemented the NetSuite OneWorld solution to assist in managing our several businesses in the fall of 2015. Astrup Drug, with 17 retail drug store locations and three Long Term Care pharmacies, went live on January 1st, 2016. This included building out several integrations with our different pharmacy dispensing systems.

Building out a functional integration with RX30, our retail pharmacy dispensing system has helped to bring in prescription details that we were unable to in our prior system. Additionally, the integration with our retail point of sale system, Catapult, has allowed us to streamline the manual import process we were using with Sage 100. During this process, your team provided us their extensive knowledge and they were highly responsive during this implementation.

We started this spring to plan the implementation of our other large company, Smart-Fill Management Group, which administers the purchases of over 700 independent pharmacies and operates our own pharmaceutical warehouse. This is a unique business and your team has done a great job of understanding our needs and the customizations that we required. Blytheco has been excellent at project planning and communication throughout the whole implementation process.

Even though you conducted most of the implementation and training remotely, the process has felt very personable and engaging. The direct meetings with individual employees were extremely beneficial to identify their concerns and processes to help with the transition. It has been great working with your team and experiencing the extensive knowledge that you have with NetSuite.

We look forward to a strong continued relationship!

Best Regards,

Randy Shindelar

Randy Shindelar
Chief Financial Officer



FG Products

Industry:
Refrigerated Transportation

Solution:
NetSuite

“It bears mentioning that during the entire implementation, FG Products remained on pace for record sales.”



Dear Prospective Blytheco Client,

FG Products had in recent years found itself repeatedly unable to successfully meet customer demand when the volume of business reached a certain level. After an extensive search for systems alternatives, we invited five vendors, including Blytheco, into FG Products to propose and demonstrate IT systems that incorporated CRM, ERP, and graphical product configuration tools.

The commitment and resolve we sensed and witnessed from Blytheco set them apart. During the sales cycle, Blytheco's team invested a significant amount of time learning about and documenting both our office and production processes. No other prospective solution provider seemed to even consider doing that prior to signing a contract. It was an important factor that contributed to FG Products selecting NetSuite as the primary component of our solution and Blytheco as our business partner.

Blytheco excelled at ensuring that FG Products had access to the project resources necessary to succeed. Regardless of the need, they were responsive to our requests and able to involve whoever we needed in a timely manner, and often times proactively.

It bears mentioning that during the entire implementation, FG Products remained on pace for record sales. It is also important to note that neither our on-time delivery nor our level of customer service suffered before, during, or after our software implementation.

As a result of our project so far, we have been able to continue our upward sales volume trend without adding additional staff. With all of the productivity gains we've made, some of the most dramatic impacts are still yet to come.

After successfully implementing NetSuite with Blytheco, I would confidently assure anyone that the same commitment and resolve that we observed during the sales cycle has actually continued throughout the implementation process and to this day as we strive to continually improve. Blytheco has demonstrated many times, both before and after we signed our software contracts, that they are committed to a long-term, mutually beneficial partnership with FG Products. We are grateful that we have a partner with the level of integrity that Blytheco has demonstrated throughout the entirety of our project.

Respectfully,

Todd Pederson

Todd Pederson
Business Analyst, FG Products



Gopher Stage Lighting

Industry:
Entertainment/Theatrical
Lighting Systems

Solution:
NetSuite

“Since our first call with Blytheco, your company has treated us as a successful business looking to improve, not as a generic business that you would shoehorn into a generic software solution.”



g o p h e r
s t a g e
l i g h t i n g

Dear Blytheco,

We are about half way through our post-implementation process and I wanted to let you know what a great experience we have had working with you!

As a small company with an unusual mix of business activities, we knew we would need a lot of support to implement the comprehensive solution we wanted. We knew from our first conversation with your team that we were talking to the right company.

When we first spoke with Blytheco, we had already had a number of conference calls with another firm who represented a competing product to NetSuite. We had been unable to get them to understand that we needed to lead with our accounting conversion and that their sales pipeline functions were, at best, tertiary to our business. We couldn't get anyone from that company to understand what we needed.

Since our first call with Blytheco, your company has treated us as a successful business looking to improve, not as a generic business that you would shoehorn into a generic software solution. You worked us before we even settled on a product in order to better understand our needs and speak our language. During both the pre and post sales discovery process, your team members were learning about our business model and how to make our processes work better. In particular, our Blytheco Consultant worked closely with us to understand our business and help us do what we do better.

From presales discovery through your onsite training after go-live, we have been very pleased with Blytheco's service and support. Thank you again for all your work on our behalf.

Sincerely,

Camille Holthaus

Camille Holthaus
Accounting Supervisor

PLAE



Industry:
Children's Shoes

Solution:
NetSuite

“Blytheco assisted us by delivering options, educating us on how business processes would be impacted and helped us review appropriate directions for our business to grow.”

Dear Future Blytheco Client:

When it was time to implement an ERP platform at PLAE, we vetted several partners – including the NetSuite direct team. We needed a solution that would allow us to have visibility into where our products are at all times during the creation-to-customer process. It was also important that the solution we chose could integrate with our various third party logistics solutions.

We needed a business partner that could not only understand our business but also help us brainstorm different ways to solve issues. We didn't want someone to just take our current business processes and plug them into a new ERP; we didn't know what we didn't know at the time and wanted to make sure we implemented a scalable solution for growth with a partner who could get us there.

Throughout the selection and implementation process, Blytheco assisted us by delivering options, educating us on how business processes would be impacted and helped us review appropriate directions for our business to grow. We partnered closely with our Blytheco consultant who had not come on-site yet. Our consultant was so connected to our business and delivered a seven-week implementation at a reasonable and acceptable price. We never felt as if we were being charged for idle time.

If your company is looking for a partner that can help take your business to the next level and a team that will be all in – learning your business inside and out to help them optimize for the best growth – I happily recommend Blytheco.

Cheers,

Jeff Ha

Jeff Ha
Vice President e-Commerce





(949) 583-9500
solutions@blytheco.com
www.blytheco.com

23161 Mill Creek Drive, Suite 200
Laguna Hills, CA 92653

