



ORACLE®
NETSUITE
Solution Partner

Your Partner For NetSuite Implementation

Customer Success Stories

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About Us

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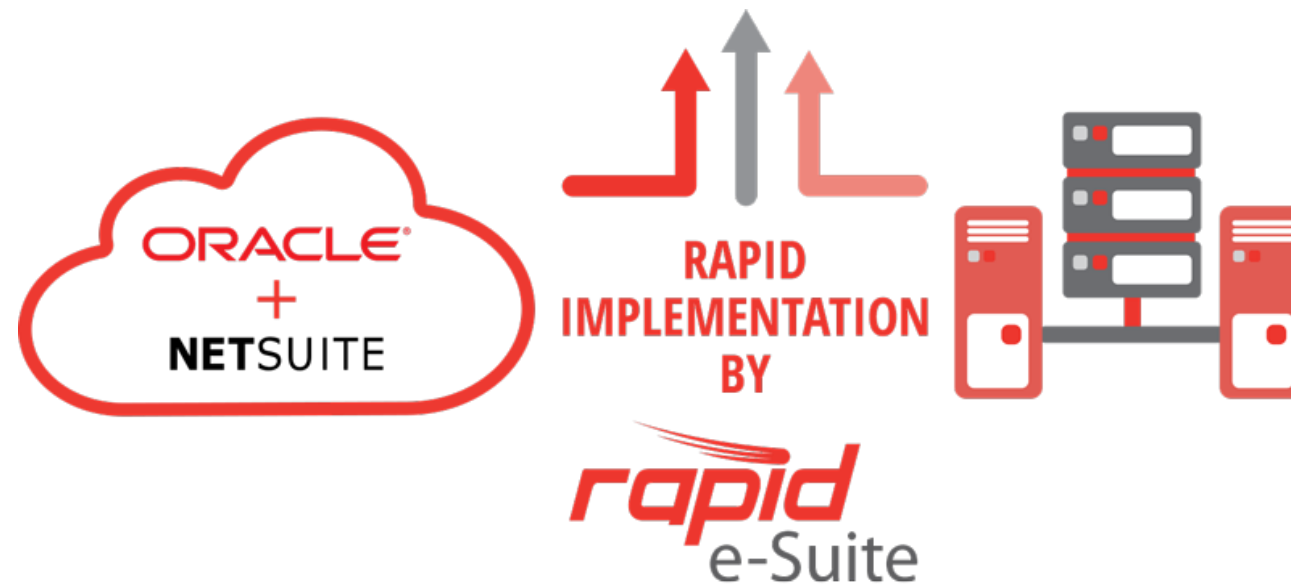
PARTNER OF THE YEAR
2019

REGIONAL ALLIANCE OF THE YEAR –
JAPAC

We are a leading **Oracle Partner** providing automated solutions for implementation, management and maintenance of **Oracle NetSuite**.

Established in 2010 with a global focus, the company has marketed to customers in **USA, Singapore, Thailand, Indonesia, UK, Japan, Brazil, Middle East & India** and is known for its expertise in ERP & Cloud Technology.

Why Rapid?



Oracle Gold Partner



Deep understanding of solutions in various lines of businesses



Successful & timely implementation within budgets



Reduced project timelines with faster deployment



Highly committed Solution Architects & Project Consultants



30+ customers in Asia

Customers



Tim Hortons

Thailand



NGC



MALISSA
Kiss



and many more...



Customer: Kaspa Pharmaceutical Thailand Co. Ltd.
Country: Thailand
Industry: Wholesale & Distribution
No. of Users: 105

Business: KASPA is an importer and distributor of Pharmaceutical products like medicines, medical supplies, chemicals and medical equipment.

Pain Points/Requirements: KASPA was using a local accounting system that lacked necessary features. They preferred a software that could provide better control of their sales activities, capture sales pipeline and facilitate sales processes. They also required a WMS system to control and track stock.

Rapid Solution

Rapid implemented NetSuite with all the **necessary modules** that addressed the customer's requirements. We also **customized reports** and implemented the WMS modules for them. The net result was an **improved & seamless** Business flow across systems as well as **timely reporting**.



**ORACLE®
NETSUITE**

Modules: General Ledger, Payables, Receivables, Inventory, Purchasing, Order Management, Fixed Asset, Advanced Financials, WMS



Customer: CTI Logistics Co. Ltd.
Country: Thailand
Industry: Logistics & Transportation
No. of Users: 50

Business: CTI Logistics provide import & export services, customs brokerage, transportation on Ex-Works, door-to-door services, general warehousing, free zone warehousing, consulting services and logistics planning.

Pain Points/Requirements: CTI was looking for a system that could integrate with their front end system (Sysfreight) to record revenue and costs for various operations. They were also keen to streamline all their back-office operations into one integrated system.

Rapid Solution

Rapid implemented **standard NetSuite flows** for AP Bill, Bill Credit, Invoice, Cash Sale, Credit note and Billing note processes. They then **integrated** those to the front-end Sysfreight system for **seamless flow** of information. **Consolidation of back and front office** proved to be a major benefit to CTI in their operations.



**ORACLE®
NETSUITE**

Modules: General Ledger, Payables, Receivables, Inventory, Advance Purchasing, Order Management, Fixed Asset, Advanced Financials



Customer: PT. Siam Cement Group (SCG) Indonesia
Country: Indonesia
Industry: Manufacturing
No. of Users: 20

Business: The Siam Cement Group Public Company Limited is the largest and oldest cement and building material company in Thailand and Southeast Asia. The company has expanded into various businesses with three core business units: SCG Cement-building materials; SCG Chemicals; and SCG Packaging.

Pain Points/Requirements: Customer was using SCALA ERP accounting system which lacked the necessary controls like approval mechanisms, multi-dimensional reporting and current technological advances. They were looking for an ERP which is an out-of-the-box solution to cater to the growing reporting requirements, enablement of advanced features in Manufacturing & supply-chain areas as well to automate the business processes with superior reporting capabilities.

Rapid Solution

Rapid established a **detailed process workflow** with key users and implemented many modules of NetSuite which addressed all the above issues. We also added customizations in certain areas like approval process and document controls. This has enabled **real-time flow** of information and **on-time reporting** for SCG.



**ORACLE®
NETSUITE**

Modules: General Ledger, Payables, Receivables, Inventory, Purchasing, Order Management, Fixed Asset, WIP, BOM, Routing, procurement



Customer: PT Tri Adi Bersama Indonesia.
Country: Indonesia
Industry: Logistics Service Provider
No. of Users: 10

Business: PT Tri Adi Bersama is a joint venture company that was established in 2018. It is a logistic service provider company that delivers/distributes goods from seller to buyer's drop point after the commercial sale is processed.

Pain Points/Requirements: Since it was a start-up, customer was not using any ERP and were lacking latest cutting-edge technologies for Budgeting, Forecasting, approval mechanisms, multi-dimensional reporting and technological advancement. They were looking for an out-of-the-box ERP solution to cater to the growing business needs.

Rapid Solution

The NetSuite solution addressed their key issues related to **Financials, Approvals and Reporting**. It **automated** all their Business processes. with added customizations for **E-faktur** reporting, approval process and document controls.



ORACLE®
NETSUITE

Modules: General Ledger, Payables, Receivables, Advanced Inventory, Advanced Procurement, Fixed Assets.



Customer: Leapfrog Distribution Pte. Ltd.
Country: Singapore
Industry: Wholesale Distribution
No. of Users: 40

Business: Leapfrog is in the distribution of IT products and gaming devices. They also make IT products in the variety of headphones, keyboards, laptop bags and speakers.

Pain Points/Requirements: Customer was using Auto Count accounting system which did not meet the business requirements and was not scalable. Client had to track inventories at multiple locations and calculate COGS against sales. Management needed a single platform for monitoring operations and for financial visibility.

Rapid Solution

Rapid implemented standard NetSuite modules with a few customizations to address their requirements. **Advanced partner central** was implemented for customers to view available stock. With all information in **one place**, visibility improved tremendously and also enabled **timely** reporting.



ORACLE®
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Modules: Financials, Inventory, Purchasing, Order Management, Fixed Asset.



Customer: We Eat Co. Ltd.
Country: Thailand
Industry: Food & Beverages
No. of Users: 10

Business: Tim Hortons is a fast food restaurant chain, specializing in coffee, doughnuts, and other fast food items. We worked for their Master Franchise - WeEat in Thailand.

Pain Points/Requirements: The customer did not have any accounting software and were looking for an efficient cloud-based solution.

Rapid Solution

In the first phase of our engagement, Rapid implemented standard NetSuite modules for the customer. The aim was to get them using a **Cloud ERP system** and build **automated workflows** to cater to their Financial, Purchasing and Inventory operations. Rapid **created custom integrations** with their POS and ingredient consumption systems.

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Modules: General Ledger, Payables, Receivables, Inventory, Purchasing, Order Management, Fixed Asset, Advanced Financials



Customer: Country Group Development Public Company Limited
Country: Thailand
Industry: Construction/Real Estate
No. of Users: 30

Business: CGD is an international real estate development and investment group. It has unique expertise in diversified real estate strategy and has the ability to leverage competitive financial networks.

Pain Points/Requirements: The group had specific requirements related to managing project budgets and controlling their approval processes. Budgets needed to be tracked from the point of Purchase Requisition, Purchase Order, AP Bill or Journal Voucher. Unlike standard budget requirements which consider only single financial years, CDG needed the ability to manage budgets that spanned several years.

Rapid Solution

Rapid implemented NetSuite Business flows and **customizations in the area of Budget Control, Project Management and Project Budgeting** as well as many **saved searches**. This consolidation provided **full business visibility and control** to the customer.



ORACLE®
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Modules: General Ledger, Payables, Receivables, Inventory, Purchasing, Order Management, Fixed Asset, Advanced Financials, Revenue Recognition, Project Management



Customer: C4 Global Company Limited
Country: Thailand
Industry: Retail
No. of Users: 15

Business: C4 Global Co Ltd is a retail chain of stores that offers a variety of products ranging from makeup, skincare, fragrance, and personal care to beauty tools and accessories.

Pain Points/Requirements: C4 Global was using a local accounting system which they were unhappy with. They needed to cater to changes in product costs as they received stock consignments. There were also scenarios where they shared gross profits with vendors based on the nature and timing of specific transactions. Their POS system was not integrated with their accounting system and a lot of manual reporting was conducted.

Rapid Solution

Rapid implemented **Standard NetSuite** with all modules that were necessary to address the customer's requirements. Relevant business flows were configured to **automate** C4's processes. We also integrated NetSuite with the customer's POS system which resulted in **timely reporting of financial information** for Top management.



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Modules: General Ledger, Payables, Receivables, Inventory, Purchasing, Order Management, Fixed Asset, Advanced Financials



Customer: Rabbit Digital Group
Country: Thailand
Industry: Digital/IT
No. of Users: 35

Business: Rabbit Digital Group is an award winning joint venture that has expertise in a wide range of digital solutions including strategic planning, integrated marketing, branding, advertising and public relations.

Pain Points/Requirements: The group caters to multiple types of clients and manages multiple projects concurrently. Budget and Project management is very critical for the profitability of their business. They were using several different systems to manage their needs, resulting in excessive manual work.

Rapid Solution

After Rapid implemented NetSuite, with customizations for Budget, Project Management and Reporting functions, the customer had a **single integrated system** that made their day to day work much easier. The implementation of Project management (SRP) in particular resulted in **increased profits** as they now had **full visibility** of on-going projects along with **clear visualization of Time and Cost**.



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Modules: General Ledger, Payables, Receivables, Inventory, Purchasing, Order Management, Fixed Asset, Advanced Financials, Revenue Recognition, Project Management



Customer: Pirate Girl Co. Ltd.
Country: Thailand
Industry: Wholesale/ Retail
No. of Users: 11

Business: Pirate Girl is a water theme park project with world class water sports and entertainment facilities. They run multiple business operations like Gyms, Restaurants, Merchandising, and F&B.

Pain Points/Requirements: The customer was using a local accounting software which was unable to handle scenarios like amortization, daily depreciation and expense allocation. Furthermore, the system could not integrate with their POS solution.

Rapid Solution

Before NetSuite - ticketing, merchandising and F&B operations transacted through the POS system were transferred to other systems periodically. With NetSuite, items were created in NetSuite and migrated to the POS system on a **real time basis**. This ensured that both systems were **in sync** with each other and transactions were made seamless. P&L reports at each line of business also made **decision making much easier**. The Theme park now operates efficiently with **full visibility of operations** for the management.

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Modules: General Ledger, Payables, Receivables, Inventory, Purchasing, Order Management, Fixed Asset, Advanced Financials



Customer: Kiss of Beauty Co. Ltd.
Country: Thailand
Industry: Health & Beauty Care/ Manufacturing
No. of Users: 17

Business: Kiss Malissa group has a trading and manufacturing business setup. The trading entity sells beauty products through multiple channels, and these beauty products are manufactured in house.

Pain Points/Requirements: While the company's manufacturing processes were standard, the business had a unique sales process as the stock varied on the basis of consignment. They enlisted Rapid to provide a solution that could accommodate this business process. They also needed the a billing system that could manage vendor payments and customer receipts.

Rapid Solution

Rapid implemented NetSuite with customizations for billing, stock consignment and manufacturing processes. The processes of the **trading and manufacturing entities were consolidated** to provide the group with a full financial view. Three separate entities were implemented with **multiple processes** for each. Today the 3 entities operate with **40-50% more efficiency** with an improved visibility of operations.

ORACLE®
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Modules: General Ledger, Payables, Receivables, Inventory, Purchasing, Order Management, Fixed Asset, Advanced Financials , Work Order and Assemblies, WIP and Routings



Customer: N.I.M. Co. Ltd.
Country: Thailand
Industry: Logistics & Distribution
No. of Users: 40

Business: N.I.M. Co. Ltd. is in the business of Distribution & Service.

Pain Points/Requirements: The customer had been using a front end system (NSS System) for sales and purchasing process. They wanted to integrate this with their accounting system to reduce manual data entry work.

Rapid Solution

Rapid implemented **standard NetSuite** for N.I.M., integrated with Purchase Requisition, AP Bill, Bill Credit, Invoice, Cash Sale, Credit note and inventory functions. This has **significantly reduced manual work** and helped N.I.M employees focus more on business transactions.

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