

CASE STUDY

Alafair Biosciences, Inc.

alafair
BIOSCIENCES

Scaling Medical Innovation with NetSuite: The Alafair Biosciences Success Story

Alafair Biosciences, a medical device company, sought a scalable ERP solution to replace outdated manual processes. After an incomplete implementation, they engaged Centium Consulting, who successfully deployed NetSuite in six weeks. This automation streamlined operations and financials, allowing Alafair to concentrate on innovation and growth.

Company Name: Alafair Biosciences, Inc
Location(s): Austin, TX
Industry: Life Sciences
SuiteSuccess Edition: Wholesale Distribution Standard
NetSuite Subscription Duration (Months): 12

Add-on NetSuite Modules:

- SuitePeople US Payroll
- Premium Support

User License Count - General Access:
8 (18 users added since Go-Live)
User License Count - Employee Center:
6 (5-packs)

Customizations (Workflows, Integrations,
Custom Solutions, PDFs):

- Custom PDF Layouts (Sales Order, Packing Slip, Invoice, Credit Memo, Purchase Order)
- Certify Custom Integration using APIs (Expense Reports)

Third Party Solutions / Connectors:

- Direct Integration to Western Alliance for ACH Payments

Project Start: November 1, 2023

Go-Live Date: January 1, 2024

► Why did they decide to implement NetSuite?

Alafair Biosciences is a medical device company commercializing a patented platform technology that uses natural biopolymers to address postoperative soft tissue recovery. Outgrowing the capabilities of QuickBooks they were in need of a scalable ERP that could handle the larger transaction volumes and support business growth. They knew that NetSuite could integrate financials, payroll, inventory, and more into a single platform, eliminating the need for their manual excel files.

► Initial Goals and Objectives of the Project

- Takeover an in-process implementation and assure the client of NetSuite's robust capabilities
- Automate the ACH file integration process with their bank
- Implement a sales process that reduces manual excel based reporting
- Build out the inventory module and introduce an end-to-end purchasing process



► Goals and Objectives Achieved

- Took the client's in-process implementation live within 6 weeks
- Assisted with putting together a final User Acceptance Testing event that gave the client confidence in their ability to go-live with NetSuite
- Created custom reports and saved searches that allowed the client to abandon their manual excel based process
- Automated ACH payments with client's bank

Midway through our NetSuite implementation, we realized we weren't receiving the guidance and support we needed, particularly regarding best business practices. The [other] implementation team would execute any requested changes without advising on their impact, leaving us feeling unsupported. Choosing Centium Consulting to complete the implementation was a game-changer. Their expertise and dedication impressed us so much that we made them our partner of record with NetSuite and transitioned fully to their support team. We haven't looked back since!

Bruce Cook

Controller
Alafair Biosciences, Inc.