



Clearstate

www.clearstate.com



At A Glance:

- **Company:** Clearstate provides consulting services to manufacturers serving the health-care industry
- **Locations:** Singapore
- **Industry:** Professional Services, Healthcare
- **Challenges:**
 - Quickly build a multinational services organization without cumbersome IT infrastructure
 - Support highly mobile professionals on client engagements throughout Asia and North America
 - Maintain proper financial controls without stifling growth
- **Other software considered:** Salesforce.com, SAP
- **Results:**
 - NetSuite OneWorld allows transparent multinational operations, including full multi-currency support
 - Web-based, on-demand solution means employees have constant access to all critical business data
 - Revenue recognition makes audits a breeze

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*— Tej Deol, Managing Partner
Clearstate*

Results

Clearstate hit the ground running with enterprise-class business processes with the help of the NetSuite on-demand solution. “Our priority was to have complete visibility into our firm from day one, and NetSuite OneWorld has made that extremely easy,” says Tej Deol, Clearstate managing partner.

In 2007, Clearstate performed customization work to help roll up its results from multiple offices around the world. Running the international business on a truly integrated basis became easier when NetSuite OneWorld was introduced—a solution Clearstate quickly adopted in 2008. “We were able to manage before, but OneWorld made life a lot easier. Subsidiary rollups and multi-currency accounting greatly improved, allowing us to do things like reimburse our employees in their native currency.”

NetSuite helps Clearstate keep its professionals motivated and properly compensated with support for detailed commission plans. “Our commission scheduling is all automatic. As soon as invoices are closed, I just click a button and NetSuite performs the calculations for me,” Deol says.

Clearstate has avoided pitfalls common for young companies, such as growing beyond its ability to stay accountable, with the help of features such as NetSuite’s advanced revenue recognition. “Our auditors love it, because it only takes us a few days at the end of the year to go through millions of dollars of transactions. And revenue recognition helps us identify parts of the company which are not as productive as we would like.”

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 Find out more: contact NetSuite, Inc. at 1 877 NETSUITE or visit www.netsuite.com



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Challenges

Clearstate is a consulting company which specializes in market intelligence for medical device manufacturers. Founded in 2006, the young company wanted to be able to hit the ground running with a world-class business platform that would support a distributed network of professionals in multiple countries, and managers who would be constantly on the go themselves. “We are on client engagements from China to India, and I spend two months a year in North America,” Deol says. “I need to be able to manage the firm, and track payables and receivables from anywhere in the world.”

The company wanted the same flexibility to be available not just to the executives, but to every professional. “Because we are a services company, we need maximum visibility into our time spent and costs incurred while executing a project so we can see how profitable we are,” Deol says. He needed that visibility without distracting people with all-hands meetings, conference calls, or long e-mail threads. “It was important to be able to manage the entire organization from anywhere in the world as though everyone was in the same office as me.”

Solution

Clearstate's twenty professionals around the globe have instant access to the NetSuite solution, and all of the company's crucial data. “We considered other solutions, but none had the full integration and versatility that NetSuite had, and for a small- to mid-sized enterprise, SAP didn't make any financial sense,” Deol says.

With NetSuite OneWorld now providing transparent multinational integration, Deol has had no reason to look back. “All of NetSuite's key functionality has been easy to teach all of our employees,” he says. “And some components, such as project management, have by far exceeded our expectations.”

Rather than struggle with growing pains, NetSuite has helped Clearstate stay focused on cultivating and serving clients, not the care and feeding of an IT infrastructure. “I didn't have to put pieces of a puzzle together in order to handle finance, project management, and HR,” Deol says. “NetSuite allowed us to launch our business on a single, integrated platform.”

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