



Project Summary

Bestbath, a manufacturer of quality bathing products, realized they needed more from their Enterprise Resource Planning (ERP) software. As the company expanded, Sage 100 was no longer meeting their primary business needs. Bestbath reached out to Blytheco to help them through the process of replacing their existing ERP. With Blytheco's assistance, they found the research, decision making, and implementation of an entirely new system a smooth, enjoyable process.

Bestbath executives met with a range of Blytheco consultants to review the various software solutions available. The company first considered selecting add-ons and more modules to help fill the gaps of their current solution but quickly realized they needed a more cohesive platform.

The team was looking for a single solution—one that would house Bestbath's data, provide good reporting, and present all the tools necessary for the employees.

After careful guidance by the Blytheco team, Bestbath ultimately decided on NetSuite. It was the solution that worked best for every aspect of the company, not just specific parts. And best of all, it is a solution that has the capability to grow with their business over the years. Through fulfilling the mission of being a trusted advisor, Blytheco helped Bestbath transform their business and enjoy the process of implementing a new ERP platform.

How Bestbath Streamlined and Automated Business Operations with NetSuite

A Blytheco Client Story



Company: Bestbath

Location: Caldwell, ID

Industry: Manufacturing

Number of Employees: 70+

Software Replaced: Sage 100

Solution(s) Considered: Sage Enterprise Management (X3), Epicor, and Sage 100 + Sage CRM.

Solution Implemented: NetSuite ERP/CRM

Website: www.bestbath.com

Why Now

Bestbath's recent growth included several changes that affected their organizational structure as well as staffing. As they transitioned from predominantly seasonal employees to full-time staff members, they wanted to ensure their new ERP choice would be one that everyone loved to use. Additionally, they needed a solution that also housed the functionality to handle the many complexities associated with Bestbath's fine-tuned manufacturing processes.

Bestbath was featured in 2018 Volume 1 of Bellwether magazine. For the complete transformation story and behind the scenes footage, be sure to check out: <http://read.bwmagonline.com/bestbath>.



Challenges Faced

1. Inefficient inventory management and planning capabilities
2. Inability to generate robust reporting and easy-to-understand analytics
3. No sales enablement; difficulty managing sales and order fulfillment work flow
4. Lacked company-wide visibility and insight into operational performance

Our Solution

1. Provides proper visibility of maintenance and inventory planning
2. Built-in analytics report and track core products; identifies and forecasts trends
3. Properly identifies a successful sales process, complete with real-time fulfillment
4. Real-time operations support throughout company now a core functionality



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Product Highlights

- Financial Management
- Warehouse and Fulfillment
- Supply Chain Management
- Production Management
- Advanced Procurement
- Built-in CRM Functionality
- Manufacturing Automation

Key Results and Milestones

Unified sales and marketing functionality throughout the transaction cycle, providing greater insight.

Improved inventory and cost management workflows by creating better visibility.

Obtained a user-friendly and company-wide approved ERP software solution.

“Blytheco did an amazing job of pulling a team together and walking us through a discovery about what we needed. And a lot of it we didn’t know. It’s one of those things, you don’t know what you don’t know.”

—Tammy Harris, President
Bestbath



President Tammy Harris poses in Bestbath’s warehouse.

Client Perspective

Bestbath established a close and professional working relationship with Blytheco. They knew Blytheco was less concerned about commission and more concerned about making sure they were implementing the best software solution for the company.

Tammy Harris explained why she enjoyed working with Blytheco so much, saying, “I believe that’s why we’ve been successful as partners over the years, I feel that Bestbath and Blytheco both care about their employees, they care about their relationships with their vendors and their partners.” She added, “They don’t want a short-term partnership, and I think that’s really important for the two of us working together. I think that’s part of that success that Blytheco has experienced over the years and it has definitely been a part of our success as well.”



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