



# CALNEX SOLUTIONS TAKES CONTROL

OF BUSINESS COMPLEXITY AND GROWTH

Calnex Solutions, a leading provider of innovative R&D test solutions for telecom synchronization with more than 320 customers in 45 countries, faced increasing business complexity and customer demands with rapid growth and rollouts of new high-value, highly complex products. Sage 50 for financials and two heavily customised spreadsheets for order processing and fulfilment didn't deliver the scale and agility the company needed.

“NetSuite gives us a system we can build on. We now have an integrated real-time view of what's happening across the business and can spot issues earlier for faster intervention.”

Ger Kirk, Operations Manager, Calnex



# RAPID GROWTH BRINGS CHALLENGES FOR A TELECOM INNOVATOR

## Better agility and business continuity with a unified platform

Working with NetSuite Solution Provider Cefficient Limited, Calnex rolled out NetSuite as an agile, scalable platform for global financials, order processing and fulfilment, and inventory control. With NetSuite's ease of use, Calnex has improved business continuity by eliminating reliance on personnel who managed highly complex and customised order processing and fulfilment spreadsheets.

## Scalability to handle growth in transactions and revenue

With NetSuite live in April 2014, Calnex has new scalability to handle a 30% surge in transaction volumes and 11% revenue growth in 2014. Calnex has better end-to-end efficiency and visibility, empowering management to track trends, issues and real-time metrics. And the company can flexibly accommodate exacting product specifications among customers, including many of the world's largest telcos across Calnex's three regions in Europe, Asia and North America.

## Flexibility to future-proof and grow a global business

Founded in 2007, Calnex has rapidly grown its business and won industry acclaim, including

a 2015 award for Best B2B Technology Product/Service for its flagship Paragon product from the trade organisation Scotland IS. NetSuite gives the young company a future-proof platform that it can grow into, not grow out of. Flexibility to tune business processes, from complex sales commissions to customer requirements, is important to optimising overall business performance.



### Company Snapshot

**Company:** Calnex Solutions

**Location:** Linlithgow, United Kingdom

**Employees:** 66

**Industry:** Telecommunications

**Systems replaced:**

Sage 50, Excel

**NetSuite product implemented:**

NetSuite UK

**Countries:** 45



**Implementation partner:** Cefficient Limited

**Location:** Glasgow, United Kingdom