



## Oz Development

[www.ozdevelopment.com](http://www.ozdevelopment.com)



### At A Glance:

- **Company:**

Oz Development offers two distinct product lines, OzEXE and OzLink, for integrating business applications. Both lines are targeted at the small-to-medium-sized business (SMB) market.

- **Location:** Westborough, MA

- **Industry:** Software

- **Advantages to Partnering with NetSuite**

- For Oz Development, the cost of the development work paid for itself in less than six months.
- The NetSuite user group directly connects developers with potential customers.
- NetSuite only partners with companies that deliver high-value enhancements actually needed by customers.
- Development partners receive the APIs, documentation and technical support they need to create applications that work with NetSuite transparently.
- NetSuite's sales engineering staff identifies opportunities where add-on applications can provide significant benefits to customers.
- NetSuite's SaaS model helps customers get up and running on the developed applications quickly.

## NetSuite and Oz Development: A Winning Partnership for Wrigleyville Sports

### The Challenge:

Wrigleyville Sports, a leading sports merchandise retailer and NetSuite customer, wanted to add advanced fulfillment and shipping capabilities to its core business platform. The goal was to leverage data stored in the NetSuite environment in order to streamline operations. The complexity of their multi-shipper, multi-site batch processing environment demanded an advanced solution.

### The Solution:

The company began to search on the NetSuite online user group for a way to enhance the native functionality of NetSuite. There, Wrigleyville Sports identified OzLINK Shipping from Oz Development.

OzLINK offers NetSuite users a way to extend the functionality of their enterprise resource planning (ERP) platform to enhance a wide range of fulfillment and shipping operations. OzLINK acts as a gateway between NetSuite and the existing shipping applications offered by the four major shippers-UPS, FedEx, DHL and the U.S. Postal Service. Rather than providing an entirely independent application that integrates these applications and NetSuite, OzLINK executes all transactions in NetSuite, and on data stored in NetSuite. For the user, OzLINK acts like a native NetSuite feature.

Troy Graham, CEO of Oz Development, explains: "We developed OzLINK for NetSuite because unlike other software vendors, NetSuite only partners with developers who deliver enhancements that are actually needed by customers. So we were sure going into our partnership that a clear and defined market existed for OzLINK. This proved correct: after just six months, we had completely recouped development costs with new sales."

"With the NetSuite/OzLINK solution," says Trey Carlstrom, co-owner of Wrigleyville Sports, "we can now control our overhead costs, increase productivity and gain management control over vital business processes. But the most critical bottom-line benefit is that the solution enables us to keep our customers satisfied by ensuring that they receive their completed orders faster."



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