

## Tecni-Cable

[www.tecni-cable.co.uk](http://www.tecni-cable.co.uk)



### At A Glance:

- **Company:** Tecni-Cable Ltd is a manufacturer and supplier of steel cables, wire ropes and related tools.
- **Industry:** Manufacturing, Wholesale/Distribution
- **Location:** Highbridge, Somerset (UK)
- **Other software considered:** Sage Line 50, Mamut

*“I can never speak highly enough about NetSuite. The NetSuite system enabled us to form a successful e-commerce and manufacturing company that is getting stronger every year. NetSuite has been our system of choice since startup and will continue to be into the future. If we could have dreamt up a system that fitted all our requirements we would have created NetSuite.”*

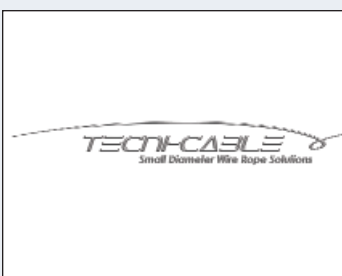
— Trevor Heyworth, Managing Director, Tecni-Cable

### Challenges:

- Prior to NetSuite, Tecni-Cable wanted a system which could handle e-commerce and back-end stock control seamlessly.
- Tecni-Cable required an operating system to be used from the formation of the company.

### Results with NetSuite:

- NetSuite's functionality provides Tecni-Cable with much more flexibility than other systems: can customize their two NetSuite webstores themselves and produce saved searches to help customers find technical products more easily.
- Coming on board with NetSuite at an early stage in the company's history allowed Tecni-Cable to set up all company procedures around NetSuite.
- NetSuite allows Tecni-Cable to use one system for all their primary activities: e-commerce, advanced inventory and accounting operations.
- Up and running on NetSuite within 3 months.
- Running an almost paperless office.
- Company has doubled in size every year since startup and much of this success is thanks to NetSuite.
- NetSuite has enabled Tecni-Cable to compete very strongly against much larger companies. Customers now perceive Tecni-Cable to be much larger than they are.



 Find out more: contact NetSuite, Inc. at +44 (0) 1628-774400 or visit [www.netsuite.co.uk](http://www.netsuite.co.uk)