



Vita Green Health Products

www.vitagreen.com



At A Glance:

- **Company:**
Vita Green is Hong Kong's largest health supplements company
- **Location:** Hong Kong
- **Industry:** E-commerce, Manufacturing, Healthcare
- **Challenges:**
 - Disconnected systems provided managers with no single source of the truth
 - Reporting capabilities were both limited and time-consuming
 - Wanted to avoid heavy investments in new capital and staffing
- **Software switched from:**
Flex Accounting, spreadsheets
- **Results with NetSuite OneWorld:**
 - NetSuite consolidates all activities from manufacturing to point of sale, providing integrated view of all activities
 - Powerful, real-time reporting and dashboards available to all leaders from any Internet connection
 - Managed NetSuite service required no new servers or IT professionals to install

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— Ronald Tse, Director
Vita Green Health Products

The Results:

Vita Green has come to depend on NetSuite to manage every facet of its operations, ranging from the manufacturing floor to the retail point-of-sale, as well as the distribution and accounting back-office processes that tie the business together. More importantly, it was able to implement the new functionality without having to make major investments in new capital and payroll. "Because NetSuite is a managed system, we are able to grow without adding more equipment and manpower to maintain servers and support new software," says Ronald Tse, director of Vita Green.

The integrated data warehousing and analysis provided by NetSuite give Vita Green dramatically expanded insights into its operations, permitting managers to monitor real-time performance from any Internet connection, anywhere in the world.

Vita Green has been able to save money with greater inventory visibility and the maintenance of several proprietary applications, having rapidly transitioned to the unified, on-demand NetSuite platform. "NetSuite's fast implementation and straightforward customization allowed us to quickly implement a business solution that is both powerful and easy to use."

The Challenges:

Vita Green Health Products is one of the best-known health brands in the Asia-Pacific region, and Hong Kong's leading seller of health supplements. But after five years attempting to run the company on an underpowered accounting solution, the company grew frustrated with its limitations. Data from the company's different sales channels were generated and stored separately, providing no single roll-up resource for observing and understanding Vita Green's overall performance.

These limitations meant that the company's leaders were limited in their ability to make timely decisions based on a complete and current picture of all business activity. "Because

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Director

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our solutions were not integrated, all of the data conversion we had to do was producing unnecessary overhead," Tse says. "It was important to improve efficiency even in the management process of getting daily figures globally."

The Solution:

Vita Green worked with NetSuite Professional Services for the first stage of its implementation, then turned over key project leadership to an internal team which quickly learned to customize and tailor NetSuite OneWorld for rollout to Vita Green's manufacturing and international operations. "We found our contacts and engineers at NetSuite Professional Services to be helpful and customer-friendly, and valued the ability to work with the same main contact from day one to the present," Tse says.

Although Vita Green maintains a separate website, it is fully integrated with the company's NetSuite repository through SuiteFlex. "SuiteFlex and SuiteScript have proven to be great programming platforms and easily accommodate the business processes we need to get real-time data fully integrated with NetSuite," Tse says.

Instead of relying on disconnected software and systems which could only provide an incomplete view of functional silos, Vita Green now has a truly linked, international business. "NetSuite provides us a system to unite our activities and offers us an efficient method to manage multiple critical business processes across the globe," Tse says.

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