

ENERGY PARTNERS

CUSTOMER CASE STUDY

"BlueBridge One provided exceptional support and expertise throughout our NetSuite implementation, ensuring a smooth transition to a unified ERP system."

- Danie Richards, CFO - Energy Partners

ENERGY PARTNERS TRANSFORMS BUSINESS FOR ACCELERATED GROWTH

LOCATION

South Africa

INDUSTRY

Renewable & Alternative Energy

EMPLOYEES

400+ employees

PREVIOUS APPLICATION

Sage Pastel

OTHER SOLUTIONS CONSIDERED

Sage Intacct | Rootstock | Acumatica

SOLUTION

NetSuite

INTRODUCTION

Established in 2009, Energy Partners is a leading provider of sustainable energy solutions for commercial and industrial clients. With divisions spanning Power, Refrigeration, Steam, Intelligence, and Engineering, the company serves diverse markets including commercial, industrial, and SME sectors, prioritising innovation and client satisfaction.

Recognising limitations of disparate legacy systems hindering operational efficiency, Energy Partners embarked on a strategic search for a robust ERP solution. This search involved a comprehensive evaluation process that pitted NetSuite against 23 other leading ERP vendors, including Acumatica and Microsoft Dynamics. Ultimately, NetSuite's robust functionality and its ability to meet Energy Partners' specific needs and budget led them to select NetSuite as their strategic solution with BlueBridge One as their solution provider of choice.

CHALLENGES

Energy Partners identified a multitude of challenges prompting the reassessment of their operational infrastructure, including:

- **Disparate Legacy Systems:** Inefficiencies and manual processes due to disparate legacy systems including Sage Pastel and Excel, hindering operational effectiveness and data accuracy.
- **Complex Business Structure:** Multiple subsidiaries and legal entities complicated financial data management and consolidated reporting, necessitating streamlined processes.
- **Lack of Integration (Siloed Systems):** Inadequate integration among systems led to siloed data and inefficient workflows.
- **Manual Processes:** Energy Partners relied on manual processes, resulting in inefficiency and time wastage, especially in processing sales orders, purchase orders, and other high volume financial transactions.
- **Basic Accounting Software:** Energy Partners previous accounting system lacked functionality necessary for complex group management, proving deficient for the business's complexity.
- **Supply Chain Management Challenges:** Energy Partners encountered difficulties in managing supply chains across their diverse business streams, including tracking stock, project costing, and integrating operations across different sectors.

SOLUTION

After partnering with BlueBridge One to deliver their business transformation project, Energy partners selected NetSuite as their enterprise Cloud ERP platform of choice to streamline finance operations and drive growth. To address the array of challenges, Energy Partners proceeded with a number of key strategic initiatives with BlueBridge One.

- **Unified Financial Management:** Energy Partners are able to view a single source of truth for financial data and optimise their processes for accounts payable, receivable, and cash management across all entities.
- **Streamlined Operations for Complex Structure:** NetSuite is able to accommodate specific requirements of each entity in the business, while maintaining centralised control and reporting for Energy Partners.
- **Eradicating Siloed Systems:** By providing seamless data flows across various departments and business functions Energy Partners can enhance workflows, promoting efficiency and collaboration throughout the organisation.
- **Automated Efficiency:** With NetSuite's automated sales and purchase order management Energy Partners was able to eliminate the need for paper based manual tasks, enhancing efficiency and data accuracy. Additionally, NetSuite's enterprise wide inventory tracking and project costing, ensured a streamlined and efficient supply chain operation.

RESULTS

Since adopting NetSuite, Energy Partners have successfully achieved their strategic goals of standardising and automating processes, enabling consolidated group reporting via a unified data source.

Moving to NetSuite, they have experienced key benefits:

- **Reduced Reporting deadlines:** Energy Partners have seen a significant reduction in the time taken to produce reports from 20 days to 5 days leading to faster decision-making and improved responsiveness.
- **Improved data visibility and access:** Streamlined communication and collaboration across departments, while standardised reporting and controls across the company has facilitated better governance and decision-making.
- **Streamlined processing has eliminated manual tasks:** With improved workflows and automating time consuming manual processes, Energy Partners have seen an increase in operational efficiency and productivity. The ERP transformation project has improved their data management, reduced paperwork and optimised processes across the organisation.

The successful partnership with BlueBridge One has enabled Energy Partners to overcome significant operational challenges that were hindering growth. By streamlining processes, enhancing data visibility, and eliminating manual tasks, Energy Partners has experienced a transformative shift towards greater efficiency and productivity. With reduced reporting deadlines, improved communication, and standardised controls, Energy Partners is now better equipped to make informed decisions and drive growth in a rapidly evolving market.

“NetSuite’s robust capabilities, coupled with BlueBridge One’s guidance, empowered us to optimise our business processes and drive growth with confidence.”

- Danie Richards, CFO - Energy Partners

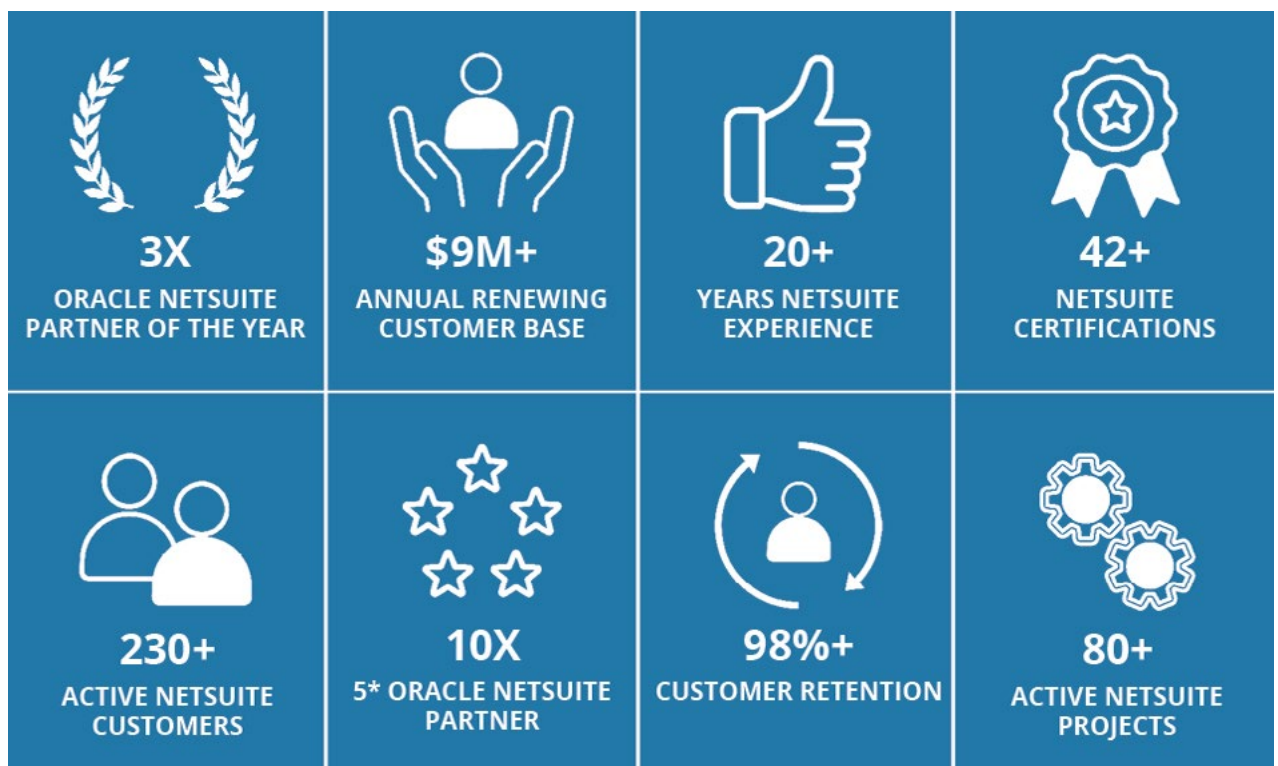
ABOUT BLUEBRIDGEONE

BlueBridge One is currently ranked as the leading Oracle NetSuite Solution Provider for EMEA. As a three time winner of the Oracle NetSuite Partner of the Year award, we are the only Oracle NetSuite EMEA Partner to have attained international 5-Star status over the past 10 consecutive years.

Since 2003, fast growing companies from across multiple industry sectors, including Food & Beverages, Fintech, Power & Renewables, Travel & Tourism, Unified Commerce, have selected us as their trusted NetSuite implementation and support partner of choice.

Skills and experience are a key component of delivering any successful implementation project. Our Professional Services team holds a combined total of 42 NetSuite Certifications spanning ERP, Development, Ecommerce and System Administration. By partnering with us, not only do our Customers experience the full power of the NetSuite platform, they also benefit from extensive product and industry best practice knowledge accumulated over many years.

On-going Customer satisfaction is important. Our highly rated Support Team is available to all Customers over the lifetime of their investment, while dedicated Customer Success Managers are allocated to ensure each Customer maximises the value of their NetSuite investment. With offices in the United Kingdom, South Africa and Romania, BlueBridge One is an accredited NetSuite Solution Partner, an accredited NetSuite Developer Network Partner and a NetSuite accredited Commerce Agency Program Partner.



BLUEBRIDGEONE

AND YOUR BUSINESS

At BlueBridge One our goal is to understand our Customer needs and help drive transformational change in areas of their business where we can truly make an impact.

OUR SERVICES

Assistance and advice negotiating Subscription Contracts with NetSuite

1 Year FREE support via our OneUp•Essential managed service

Life-time Dedicated Customer Success Account Manager

OUR EXPERIENCE

20+ years focuses solely on NetSuite

Substantial industry best practice

The BB1 Way Methodology

OUR PROMISE

Low-risk

On-time

In-budget



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