



STREAMLINING HEALTHCARE DISTRIBUTION: AARIALIFE'S NETSUITE IMPLEMENTATION FOR NEW AL FARWANIYA SURGICALS AND MEDICAL EQUIPMENT LLC

CUSTOMER AT A GLANCE

New Al Farwaniya Surgicals and Medical Equipment LLC (NAFS) is a well-established distributor and supplier in the healthcare sector in the UAE, with headquarters in Abu Dhabi and sales office in Dubai. NAFS faced significant challenges with their legacy system, including scalability issues, lack of management reporting, and difficulty expanding to new markets. To address these challenges, NAFS turned to Aarialife, a leading NetSuite implementation partner in the region. In this case study, we will explore how Aarialife helped NAFS overcome these challenges through the implementation of NetSuite Financials and Inventory Management.

RESULT

Aarialife's implementation of NetSuite Financials and Inventory Management, along with the custom solution built around Contract Management, helped NAFS overcome their legacy system's challenges. By improving visibility, streamlining processes, and increasing efficiency, NAFS was able to make informed decisions, improving their overall business operations. Aarialife's expertise and experience in implementing NetSuite, coupled with their ability to deliver customized solutions, made them the ideal partner for NAFS's NetSuite implementation.

WHY AARIALIFE?

NAFS chose Aarialife as their NetSuite partner because of their proven track record in NetSuite implementation and their expertise in the healthcare sector. Aarialife has a team of certified NetSuite consultants who have experience in implementing NetSuite for various clients across industries. Moreover, Aarialife's focus on delivering customized solutions to meet the unique needs of each client aligned with NAFS's requirements.

BUSINESS CHALLENGES

NAFS faced several business challenges with their 10-year-old legacy system. Firstly, the system was non-scalable, making it difficult to expand the business into new markets. Additionally, all management reporting was done manually, leading to inefficiencies and delays in decision-making. NAFS needed an ERP system to improve visibility and streamline their operations.

SOLUTIONS

Aarialife implemented NetSuite Financials and Inventory Management to help NAFS streamline their financial and inventory management processes. Additionally, Aarialife built a custom solution around Contract Management, including Bid Bond, to manage the bidding process with Government entities.

BENEFITS

The implementation of NetSuite Financials and Inventory Management brought significant benefits to NAFS. Clear visibility on inventory and stocks was achieved, enabling NAFS to make informed decisions about procurement and sales. Additionally, KPIs were set for all users, and notifications were sent instantly, improving communication and increasing efficiency. With an approval mechanism in place, tracking became easier, improving transparency and accountability.

The custom solution built by Aarialife around Contract Management, including Bid Bond, streamlined the bidding process with Government entities, reducing the time and effort required to manage contracts.