

Case Study:



**STEEL BUILDINGS**  
SINCE 1983

# Worldwide Steel Buildings' NetSuite Implementation

# Meridian and NetSuite Help Worldwide Steel Buildings Build the World's Strongest Building Kits

Worldwide Steel Buildings manufactures steel building kits in the USA and ships direct to their customers, worldwide. From houses to hangars and everything in between, Worldwide builds high quality, highly customized steel building kits that are installed on-site and utilizes NetSuite to manage their entire business from Lead to Cash.



**Industry:** Manufacturing  
**Location:** Peculiar, MO  
**Employees:** 40  
**Previous Platform(s):** Sage 50, Excel, Paper Processes  
**Favorite Part of NetSuite:** Ease of Reporting and Tracking Processes  
**3rd Party Solutions:** Avalara & SkyDocs

Worldwide was struggling with numerous paper-based processes and limited visibility into a complex, time intensive process of creating these highly customized buildings, including: Design, Engineering, Procurement, Production and Delivery. Worldwide also was unable to gain the desired business visibility into project profitability.



## STEP 1: PROSPECT ENGAGEMENT

The process for Worldwide Steel Buildings starts with a one of a kind online custom 3D building designer allowing the prospect to design their dream barn, home, hanger, etc. Upon submitting the design with pertinent information, a lead is generated in NetSuite.



First Name*	Last Name*	
Email*	Phone Number*	
Street Address*		
City*	State*	Zip*
Building Width	Building Length	Building Height
Insulation		
Overhead Doors Required	Walk Doors Required	
Building Use	Does Buyer Need Financing	
Time Frame For Erecting Steel Building		
How did you hear about us?		

NetSuite helps the Worldwide sales team track and nurture leads. NetSuite also tracks information about the lead source, including the Google AdWords that delivers the prospect to WWSB's website, if applicable. Tracking these details allows WWSB to fine tune their sales process and evaluate marketing ROI.

## A SINGLE SOLUTION TO MANAGE ALL BUSINESS OPERATIONS

*"We didn't have sufficient systems in place before NetSuite. We didn't have the visibility we desired. I wish we had done this sooner."*

Jeff Snell, President, Worldwide Steel Buildings



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# Worldwide Steel Building NetSuite Case Study: A Single Solution to Manage All Business Operations



## STEP 2: DESIGN AND PROJECT PLANNING

After securing a customer deposit in NetSuite, the sales team works with a prospective customer and designer to design their dream building. Sales and the project design team utilize a checklist in NetSuite to track the status of the numerous steps required from CAD rendering to engineering stamp. All activities, associated files, and customer communications are tracked within NetSuite. Everyone in the organization knows exactly where a project stands.

## STEP 3: PROCUREMENT

Large steel pieces aren't easily stored and transported — Ordering the right quantity of materials at the correct time is critical to Worldwide Steel Buildings process. NetSuite is used to ensure the right amount of material is ordered for each job and follows a Just-in-Time manufacturing process. NetSuite provide visibility into order status and any delayed material receipt which may impact a customers job.



## STEP 4: PRODUCTION

When the materials arrive, Worldwide Steel Buildings starts building the kit on their large shop floor. Worldwide typically has several kits being built in multiple stages. NetSuite tracks the components, the work-in-progress and amount of time spent at each work center to reliably track the material consumption and labor costs for accurate project cost analysis.

## STEP 5: ACCOUNTING RECONCILIATION

NetSuite tracks the customer paid deposit, any change orders and additional deposits required and the final cash payment. Taxes are calculated and set aside based on integrated calculation from sales tax processing solution, Avalara. Once all bills have been entered the accounting team can clearly see profitability metrics and areas for improvement. The accounting team went from 10 days on monthly close to three days with NetSuite.

CUSTOMER	CREATED FROM	TOTAL REVENUE	TOTAL COST	TOTAL PROFIT	MARGIN	LIST PRICE
20180000021C						
Total: 20180000021C						
201800000000						
Total: 201800000000						
20180000079C						
Total: 20180000079C						
20180000079C						
Total: 20180000079C						

## TAILORED TO OUR BUSINESS

*"We have been working with Meridian Business Services for about two years now. They have gone to great lengths to help us move smoothly into a new ERP system through their NetSuite implementation services. We have a business where each building is custom built, which makes it difficult to fit into any ERP system. Being that we are very custom, we hit some bumps during our NetSuite implementation. Meridian went above and beyond to help make the system work to fit our custom business. We now have a large amount of financial information on a daily basis to help run our business like we have never had before."*

Jeff Pinter, Chief Financial Officer, Worldwide Steel Buildings



Meridian is an awarding winning NetSuite Solution Provider specializing in consulting, implementation, support, and development of the full range of NetSuite products. The mission of Meridian Business Services is to be an extension of your advisory team to provide the insight and advice to lay the foundation for the next phase of any business. Meridian has extensive experience delivering products and solutions to help clients make more effective business decisions in a wide array of industries.

**ORACLE®**  
**NETSUITE**

In 1998, NetSuite pioneered the Cloud Computing revolution, establishing the world's first company dedicated to delivering business applications over the Internet. Today, NetSuite provides a suite of cloud-based financials / Enterprise Resource Planning (ERP) and omnichannel commerce software that runs the business of more than 20,000 customers in more than 200 countries and territories.

**Let's make it happen**

**Let us know what is broken, inefficient, or just not quite right.**

**We can help!**

**GET STARTED**

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