



Client Success  
**HOLWEGWEBER**  
MANUFACTURING

## HOLWEGWEBER HAS SUCCESS IN THE BAG THANKS TO NET AT WORK AND NETSUITE

**HOLWEG** **WEBER**

### HOLWEGWEBER

#### CHALLENGE

The company's previous ERP lacked sophisticated costing and billing functionality and required extensive manual data manipulation to uncover needed information.

#### SOLUTION

HolwegWeber selected Net at Work and NetSuite to lead its digital transformation.

#### RESULTS

- Better visibility and control over financial operations add strategic value to the company
- Account payable team is 40-50% more efficient
- Shop floor employees up to 40% more productive
- Technology costs are lower, and security is improved

HolwegWeber Co. can trace its roots back to 1889, just about the time the ubiquitous paper bag was invented. Brilliantly recognizing the tremendous potential of such a device, HolwegWeber's founders began manufacturing bags, and ultimately graduated to building the equipment used to produce the bags. Today HolwegWeber is one of only three such specialty manufacturers in the world with 93 percent of the global market. When the time came to modernize its financial, manufacturing, and supply chain operations, HolwegWeber selected NetSuite and Net at Work to help carry the load.

#### MOVE TO THE CLOUD

"Our old system required a lot of manual manipulation and even then we weren't able to get the financial and operational data we needed," recalls Jason Hassel, CFO at HolwegWeber. "We are held by a private equity company and understood that we needed to invest into a new business management solution to attract and reassure investors while demonstrating our value. NetSuite was our choice for its robust manufacturing capabilities and strong financials."

A cloud-based solution was a top consideration in HolwegWeber's selection of its new ERP. "We make things, we don't run data centers. Cloud is the future," says Hassel. "With NetSuite we have lower overall technology costs, better security and disaster recovery features, and easy anytime accessibility. Overall NetSuite was the best solution for HolwegWeber and for our investors."

#### VALUE OF AN EXPERIENCED PARTNER

Hassel is a veteran of 14 ERP implementations and felt certain that he wanted to work directly with NetSuite for the implementation. "I thought the software publisher would provide the best service and highest level of product knowledge," he says. "Instead, I found out how valuable a business partner like Net at Work is to the process."

## CLIENT SUCCESS: HOLWEGWEBER CO.

***"Net at Work has the real-world business experience in the manufacturing sector that worked to our advantage. It's not enough to be a product expert, you have to have industry expertise and the time, resources, and commitment to understand how the customer's business operates. Net at Work brought that to our project."***

Net at Work's consultants brought a focus to the implementation that Hassel says ultimately led to the project's success. "Net at Work has the real-world business experience in the manufacturing sector that worked to our advantage. It's not enough to be a product expert, you have to have industry expertise and the time, resources, and commitment to understand how the customer's business operates. Net at Work brought that to our project."

### SAVING TIME

Overall, the single biggest benefit HolwegWeber is realizing following its switch to NetSuite is time savings. "Across the board we're saving time and improving our processes," says Hassel. "We're taking on new projects, spending time analyzing performance, and building best practices. Our sales figures are up, and our sales-per-employee numbers are up."

### GAINING INSIGHT

NetSuite's financial management solution expedites daily financial transactions, provides needed visibility, and ensures compliance

— all vital to HolwegWeber's operations.

The end-to-end solution delivers complete real-time visibility into the company's financial performance from a consolidated level down to individual transactions. "Having all of our business data in one intelligent application makes it easier to stay in touch with our business and make better, faster decisions," says Hassel.

### DRIVING EFFICIENCY

NetSuite is streamlining HolwegWeber's operations from the back office to the shop floor and everything in between.

NetSuite provides advanced functionality that enables employees to do their jobs faster and more strategically. "Our long-term payables team has cut processing time by 40 to 50 percent thanks to the efficiencies in the software," notes Hassel.

Net at Work worked with HolwegWeber to launch NetSuite on the shop floor, where employees use mobile devices and radio frequency technology to collect job data and clock in and out of jobs

in real time. "I would estimate that employees on the manufacturing floor are working about 40 percent more efficiently," Hassel adds.

### PARTNER CONTINUES TO ADD VALUE

Even more than a year after going live with NetSuite, HolwegWeber continues to turn to Net at Work for support, advise, and expertise. "Net at Work's depth of knowledge is outstanding," Hassel says. "They continue to add value to our company. We are more efficient with their help."

#### **Net at Work — Your Business, Unleashed. Unlocking the Promise of Technology.**

Net at Work is a full-service technology and business consultancy firm specializing in the consulting, selection, and implementation of business-first technology. Through a customized blend of expert services and powerful software tools, we can literally change the trajectory of your business and help you unlock the promise of technology. We understand systems and software and see the big picture of how it all needs to work together, today and into the future. From ERP, CRM, Employer Solutions, eCommerce and related business management solutions, to Cloud and IT Managed services, our experts work together to provide a 360° degree view of your business needs today, while providing an IT roadmap for your future, with the goal of maximizing your total return on investment.