

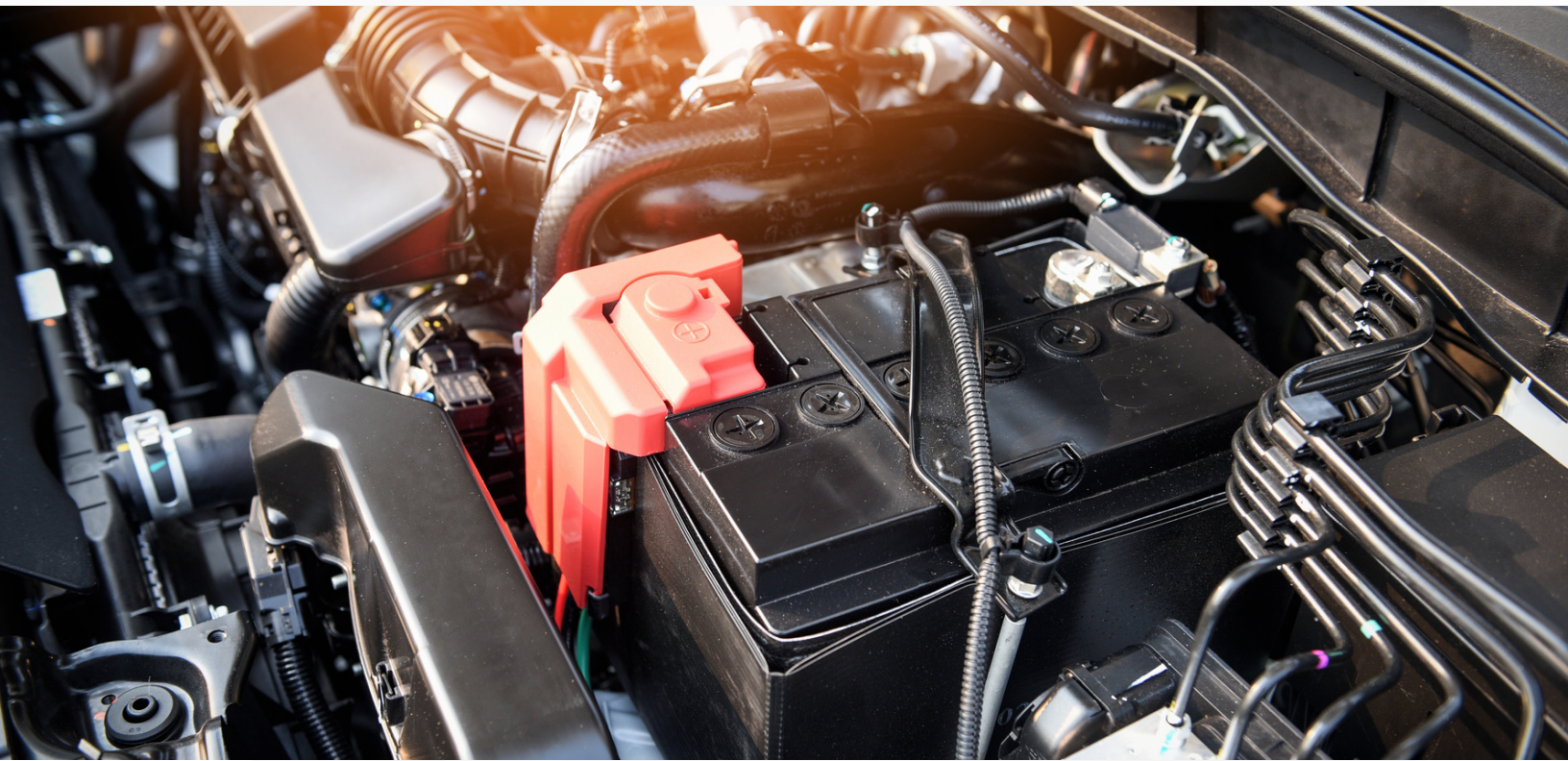


**BEYONDCLOUD**  
CONSULTING



**IMPERIAL**  
BATTERY CO

**Supercharging Success:  
The Imperial Battery Story.**



## Lightning in a Bottle.

Imperial Battery is a **leading supplier of high-quality batteries for various applications**, such as automotive, golf cart, solar, scrubber, and oil and gas.

Boasting a massive inventory of top name brands and expert technicians, Imperial Battery also offers **innovative solutions** for smart industrial energy management, such as behind-the-meter battery storage systems that can reduce costs and emissions.



"We're driving change in how companies buy batteries - whether it's through one of our four locations or digitally through a seamless e-commerce experience."

"Operating in a **multi-faceted business landscape** and expanding across **five different locations**, Imperial Battery sought a **transformative solution to upscale their operational framework.**"

Recognizing the limitations of their existing framework of Quickbooks and Zoho, our team identified three main challenges that Imperial Battery faced:

- 1 Difficulty Sustaining Continued Expansion.**
- 2 Limitations in Customer Options.**
- 3 Logistics Issues with the Battery Trade-In Program**

With these major bottlenecks identified, our team defined a Solution Recommendation to get Imperial Battery all powered up.



# Making a Power Play

## Imperial Battery's Custom Implementation.

### Recharging Imperial Battery.

To help Imperial Battery sustain their expansion, we started with a **core NetSuite Modules (Figure 1)** to support their digital transformation. The implementation proceeded smoothly, largely attributed to the excellent partnership exhibited by their team. Despite a demanding and accelerated timeline, this **collaborative synergy** allowed us to work through our implementation framework efficiently and effectively.

“Powered by **collaboration**, our partnership sparked a **successful, expedited implementation.**”

### Efficiency to the Core - a New Framework.

We set out with the goal of **empowering the customer experience** and providing our client with **crediting options and flexibility** while streamlining the process.



“Customers are the heartbeat of our client's business. Flexible payment options supercharge their satisfaction.”

Our team developed a **Core Deposit Framework**, enabling the client to seamlessly generate core deposits and charges

concurrently with order creation. This customization **streamlines processes** by providing crediting options based on core charges when they aren't collected.

We also tailored the **tax accountability** for these cores, further powering up the solution's robustness.

“The Core Deposit Framework is built on one ultimate goal - **enhancing customer flexibility** while simplifying our **client's accounting initiatives.**”

Whether purchasing batteries or transacting in the trade-in and refund program, customers have all the options they need.

## Figure 1 - Imperial Battery's NetSuite Modules



### WD Standard

**NetSuite for Wholesale Distribution** is designed to optimize the supply chain for vendors, customers, and sales partners, and create a modern sales experience to support today's clients.



### Unifying All Departments

Providing employees with **unique roles and dashboards** to allow them to execute their day-to-day activities more efficiently while unifying the entire organization on one platform.



### LCS Company Pass

Access to **NetSuite Learning Cloud Support (LCS)** for on-demand learning options, enabling improvement of the team's knowledge and self-sufficiency at all levels.



### NS Premium Support

**NetSuite Premium Support Services** provide the technical assistance and optimization expertise from NetSuite experts, with added **assistance and toll-free help** for a variety of services and issues.



# Energizing Efficiency

## *The Benefits of a Successful NetSuite Implementation.*

### Seamless Integration.

Through our expertise, we implemented a customized solution integrated with the native NetSuite platform. This comprehensive solution seamlessly managed **four crucial aspects** of Imperial Battery's operations going forward:

- 1 Trade-In Inventory
- 2 Accounting
- 3 Tax Implications
- 4 Deposit Handling



*"With our specialized NetSuite implementation, battery trade-in's have never been easier."*

These elements once posed considerable hurdles for the Imperial Battery team, but are now effortlessly managed by frontline staff.

They're **NetSuite experts** now, empowered with the resources, capabilities, and structure to lead their business forward.

### All Powered Up for the Future.

Embracing all that NetSuite has to offer, Imperial Battery is well-equipped for the future as their business continues to expand and grow. They are currently looking at **new modules to further enhance operational efficiency** - such as a Dunning Letter Module to increase future customer accountability.

*"Now NetSuite experts, the team is taking full advantage of **industry-leading practices** to take their business to the next level."*



# BEYONDCLOUD CONSULTING

---



<https://www.beyondcloudconsulting.com/>



[sales@beyondcloudconsulting.com](mailto:sales@beyondcloudconsulting.com)



+1 877 880 7042



Beyond Cloud Consulting