



# Operational Opulence



## Estate Sale Experts.

Since 2009, National Rarities has specialized in **buying, selling, and appraising rare coins, currency, and precious metals.**

They provide an extensive array of services, spanning from buying and selling coins to consignment sales, grading, authentication, and estate/insurance appraisals.

The National Rarities team provide valuable advice and guidance to a variety of clients.

## Moving Past Legacy Hardware.

National Rarities faced three primary challenges in their operations:

### ① Manual Purchase Operations

This highly customized process of categorizing, identifying, and valuating purchases was tracked in Pawnsnap. No part of this process was integrated with Quickbooks.

### ② Manual Inventory, Sales, and Lead Tracking

The company relied on time-consuming manual Spreadsheets for inventory, as well as the sales and lead data form marketing events.

### ③ Manual Checks

National Rarities was issuing checks manually, which was a time-consuming error-prone process.

“National Rarities recognized the need for a **more efficient and streamlined operational management process** - they turned to NetSuite to address these challenges.”



National Rarities' industry specialists boast invaluable experience and knowledge to support clients in making informed decisions.



# Unlocking Operational Brilliance.

## National Rarities' Custom Implementation.

### NetSuite: Transactional Treasure.

To support National Rarities' digital transformation, we implemented **core NetSuite modules (Figure 1)**.

Our team aimed to develop customizations to smoothen National Rarities' core **operational transactions** and centralize access to data, clients, and procurement.

#### 1 Vendor Relationship Management (VRM)

We built out a comprehensive VRM framework to **capture the various stages in the vendor purchasing process**, spanning from lead inception to vendor status.

Our holistic approach facilitates the tracking of associated opportunities linked with these leads.

#### 2 Appointment Creation Script

This script relies on the vent information collected, seamlessly synchronizing with Google Calendar to automatically create appointments.

It also dispatches calendar invites to attendees for streamlined scheduling and optimal time management.



Our Appointment Creation Script makes client and vendor events smooth and significantly less prone to scheduling errors.

#### 3 Customized Jewelry Procurement

Our team introduced a custom system to streamline

bulk purchases - the system has jewelry purchased in predefined buckets and categories based on dollar amounts.

A refined post-purchased analysis identifies the individual items within the purchases and facilitates their sale on platforms such as eBay for efficient market presence.

**"Beyond Cloud took the time to understand the business processes and customizations required for the unique valuation and categorization process of National Rarities.**

The result was a **comprehensive and multi-faceted implementation.**"

## Figure 1 - National Rarities' NetSuite Modules



#### Financials First

**NetSuite Financials First** is designed to support rapidly growing companies with a foundational financial management system that can scale and adapt as the business expands.



#### Advanced Inventory

**NetSuite Advanced Inventory** provides a single, realtime view of items, inventory and orders across all selling channels enables businesses to fulfill orders quickly and accurately.



#### Advanced Customer Support (ACS)

**NetSuite Advanced Customer Support (ACS)** goes beyond standard support by providing product optimization guidance and hands-on configuration assistance for extending and adapting the NetSuite Implementation.



#### NetSuite Customization

**Our NetSuite Customizations** add unique and specialized functionalities to NetSuite that are specifically designed to support each client and their distinct operational needs.



# Shining Brighter.

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

### Golden Potential Realized.

National Rarities had an exceptional and smooth implementation process, ending with a successful migration to a centralized platform that **addressed their custom needs and operations.**

Information and data across the company were **seamlessly integrated alongside automation** in many previously manual operational processes. This resounding success provided National Rarities with many immediate benefits.

### Immediate Benefits:

- 1 **Increased Efficiency**
- 2 **Improved Visibility**
- 3 **Enhanced Reporting**
- 4 **Refined Customer Experience**



Increased efficiency and visibility are key to National Rarities' improved customer experience.

### Hunting for a Dazzling Future.

National Rarities aims to further refine NetSuite to integrate custom processes of categorizing, identifying, and valuating buys from events which was previously integrated in Pawnsnap.

They will continue to explore and utilize the full range of NetSuite's capabilities, including advanced financial reporting, inventory management, and sales and lead tracking, to help drive business growth and success.



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