



**BEYONDCLOUD**  
CONSULTING



Interiors

# A Blueprint for Success

*Flooring the Competition with NetSuite.*



Interiors

## Communication, Timelines, & Quality

**RM Interiors (RMI)** is a leading national flooring service provider catering to both single-family and multi-family level housing in the US.

They provide **diverse flooring options** including carpet, vinyl plank, sheet vinyl, tile, and hardwood floors. Additionally, they also offer **installation and cleaning services**.

## Renovating the System.

RMI encountered a number of significant challenges across their business operations:

### 1 Challenging Tracking Processes

RMI had 38 different QuickBooks instances in their tech stack, which made it difficult to manage financial information across their numerous subsidiaries.

### 2 Tax Compliance Processes

Without a comprehensive system for tax compliance, RMI was at risk of making reporting errors or oversights which could result in costly penalties and legal consequences.

### 3 Inventory Visibility Issues

With limited insight into inventory levels and distribution, they were often caught off guard by

stock out scenarios, resulting in lost sales and missed opportunities.

### 4 Unintegrated Custom Systems

RMI's numerous custom systems were costly and difficult to maintain. They were not integrated, leading to inconsistencies and inefficiencies throughout the organization.



Professional installation of their premium RMX carpet, vinyl plank, and sheet vinyl options are among the core services RM Interiors provides.



# A Blueprint for Success

## *RM Interiors' Custom Implementation.*

### Building a New Home.

The Beyond Cloud team got to work, collaborating with the RMI team to identify potential solutions to their current bottlenecks.

### A Custom Construction.

We built out several primary custom solutions for RMI, with an emphasis on both **automating tedious and error-prone processes** as well as allowing for **enhanced control and management of RMI's operations**. The result was a well-integrated system that supported RMI's specific needs while allowing for customization and scalability with the organization's growth.

### ① Inventory Optimization

**Material Inventory Optimization** is a custom solution that matches multiple variables, including weight, type, color, and dye lot.

NetSuite then selects the optimal inventory combinations to minimize wastage, providing RMI with **enhanced efficiency and insight** into their 13 warehouses across the country.



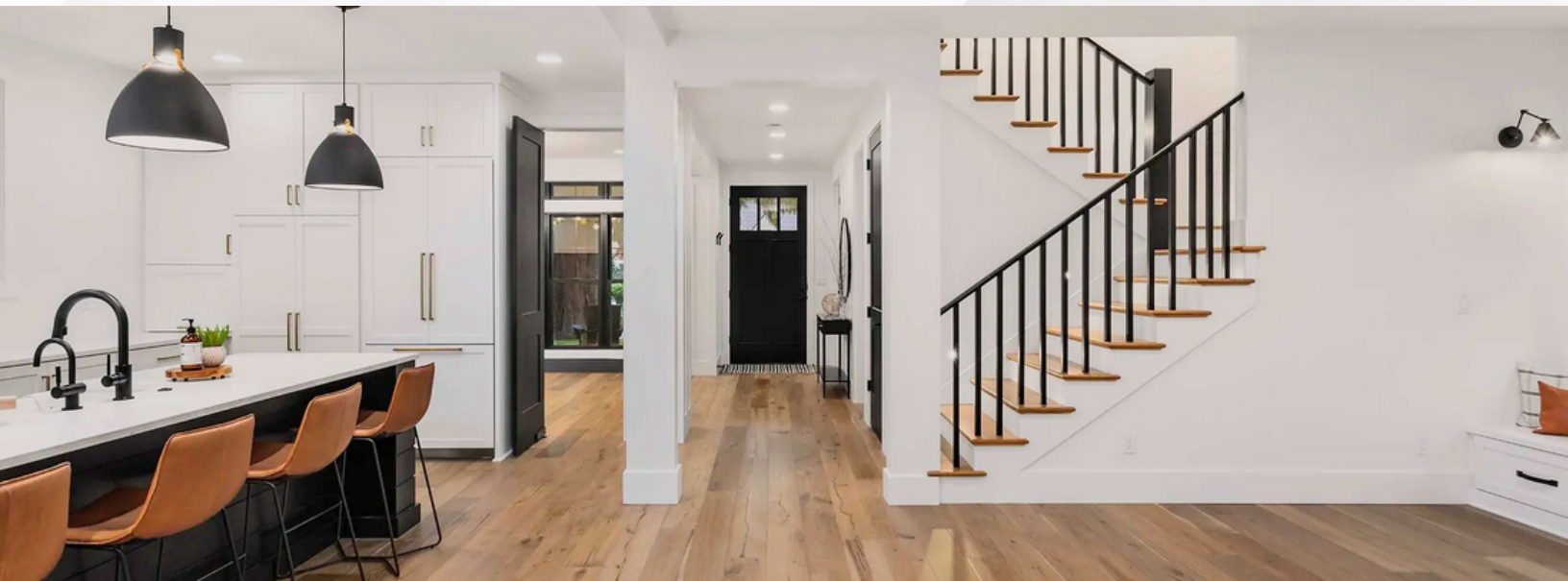
**Inventory optimization is key to reducing wasted materials for RMI's carpet roll sales, automatically selecting the best combinations.**

### ② Measure Square™ Integration

This integration retrieves floor dimensions and imports these into NetSuite, directly **streamlining the quotation and sales process** for simplified transactions. It integrates directly with the Measure Square™ software.

### ③ Service Order Resolution

This solution monitors the installer's progress, the various job stages, and enables self-billing processes for contractors.





#### 4 Remnant Inventory Scrap Solution

This solution helps to reduce the scrap element present in carpet rolls after a specific length is hit.

”The combination of Material Inventory Optimization and Remnant Inventory Scrap Solutions ensure that **RMI maximizes profitability while minimizing waste.**”

#### 5 Google Map Integration

Our Google Map Address Validation and UI integration tools streamline the transaction process by empowering RMI to validate and visualize addresses directly from the NetSuite interface.

National availability and accessibility is a core value of RMI’s business - and this solution streamlines and makes that vision a reality.



Google Map Integration infuses consistent efficiency for customers across all of RMI’s locations across the nation.

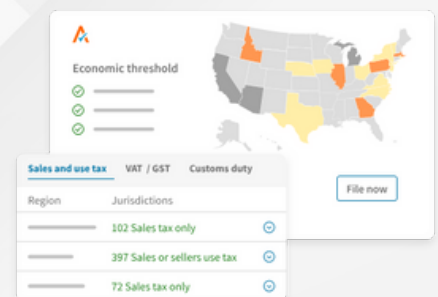
#### 6 Queue for Automated Opportunity Creation

This solution enables the RMI to automatically create opportunities based on incoming emails for over 30 markets, revolutionizing a previously manual and time-consuming business process.

#### 7 Avalara™ Integration

Our integration with Avalara™ streamlines tax calculations, further optimizing financial processes for the RMI Financial Team.

The implementation significantly reduces the time to close books, allowing RMI to focus their efforts on other aspects.



Avalara Integration is integral for financial operational efficiency, leveraging automation to supporting tax compliance and accuracy.



# Innovation By Design.

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

### Rolling Out NetSuite.

RMI was **deeply satisfied with Beyond Cloud's streamlined and efficient implementation process** - as well as our team's level of expertise and professionalism.

They experienced a myriad of benefits directly from NetSuite and our customizations.

### 1 Insight Accessibility

With NetSuite's wealth of data and metric tracking applications, RMI was able to confidently access and utilize data from various

departments such as sales, finance, inventory, and operations, including installation teams operating across multiple US markets comprising of contractors and direct employees.

### 2 Proactive Inventory Management

With a combination of Material Inventory Optimization, Remnant Scrap Inventory, and Measure Square™ Integration, RMI has **full visibility and transparency** into their inventory flows from start to finish, greatly enhancing their overall operational efficiency.

### Future Expansions.

RMI has its sights on expanding its usage of NetSuite **to support an additional business line specializing on custom carpet jobs.** By streamlining those operations through the ERP, they'll ensure consistency across all business aspects.



[Click here to learn more about RM Interiors' NetSuite Journey from their video testimonial!](#)



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