

## ProDrive

[www.prodrivesystems.com](http://www.prodrivesystems.com)



- Company: ProDrive Systems manufacture revolutionary dental hand pieces. They have offices in Canada, the U.S. and Europe.

- Headquarters: Montreal, Canada

- Industry: Dental Instruments

*“NetSuite was the only application to enable ProDrive in its worldwide growth!”*

ProDrive has been using NetSuite since 2005 across several countries. They needed to consolidate their overall view of business operations across the companies multiple systems

### Challenges:

- Capturing financial data from their international subsidiaries in a timely fashion
- Obtaining real-time updates on their product development, distribution and manufacturing
- Implementing a business system that would not disrupt their workflow in any major way, or that would require additional manual labour.

### Solution:

- Upgrading to the NetSuite OneWorld platform gave ProDrive the multinational capabilities they needed
- Hiring IT-Ration, a NetSuite Partner and Developer gave them access to front-line software engineers that were able to implement OneWorld with a minimum disruption to their workflow.

### Results:

- The capacity to operate as a multinational at a fraction of the cost
- Their international subsidiaries can provide mission-critical metrics and reports in real-time
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### The Whole Story

ProDrive Systems is one of the first NetSuite customers to move from multiple NetSuite instances to the NetSuite OneWorld platform, consequently acquiring capabilities worthy of a multinational all while using the cost effective SaaS model.

ProDrive Systems specializes in developing, manufacturing and distributing dentist equipment. Inspired by the cost-efficiency and flexibility of SaaS technology, the company instituted NetSuite for the first time in 2005. Because ProDrive owned two subsidiaries – one in Canada and one in the United States they opted for two separate NetSuite platforms.

In 2007, ProDrive Systems decided to expand into Europe and the Middle East. However, a major problem arose – how could they facilitate an overall view of business operations within the company's multiple systems? The decision to move to NetSuite OneWorld became an obvious choice once its ability to integrate and communicate information across borders and platforms became clear.

IT-Ration Consulting was called upon to migrate ProDrive's data within this unique system for better management of ProDrive's subsidiaries around the world. The expertise of their consultants resulted in an easy and efficient transition. IT-ration Consulting was able to provide a customized, turnkey platform that answered the needs of ProDrive Systems perfectly. Martin McNicoll, President of IT-Ration Consulting noted that "the customer put their entire trust in our ability and extraordinary results ensued".

NetSuite OneWorld now provides ProDrive Systems with the same features and performance that are used in expensive multinational applications but for a fraction of the price. "NetSuite was the only application to enable ProDrive in its worldwide growth", says Richard St-Pierre, CEO of ProDrive Systems. "Our international subsidiaries now operate in their own environment while providing us with mission-critical metrics and reports in real time!"

