



NetSuite for the Contract Furniture Industry

Line Import Tool









Focused on efficiency and profitability, contract furniture companies must respond to multiple design revisions and corresponding quotes while also managing the planning and organization related to purchasing and installing office furniture. SIF files play an important role in this process, but they can be challenging for project coordinators to manage, use, or manipulate.

Connecting third-party software packages, SIF files are used across the design, quoting, and ordering process in the contract furniture industry. Historically, these bill of materials (BOM) files had to be opened and edited in an Excel spreadsheet, where the data was validated and often modified before being imported into NetSuite as a CSV file.

Using the Line Import Tool SuiteApp, developed by ERP Success Partners, project coordinators, CSRs, or sales team members, simply drag-and-drop the SIF file into the system and create a transaction with line items. This eliminates the need for Excel edits, double work, and the potential for data errors.

Key Benefits

Faster and easier than using the NetSuite CSV import tool, the Line Import Tool lets users specify in the software of their choice and then transfer the line item data into NetSuite using simple drag and drop functionality. Line Import Tool helps contract furniture dealers:

-  Streamline the order entry process
-  Gain efficiencies
-  Improve accuracy
-  Reduce errors
-  Reduce man hours
-  Optimize their business processes









Managing a Complex Process

From concept to completion, the office furniture sales process incorporates different moving parts, all of which must be orchestrated by the primary contract furniture provider. When that provider is using disparate technology systems that require manual data entry and redundant tasks that produce a high rate of errors, everything from productivity to efficiency to customer service suffers.

When specifying BOMs for projects, the contract furniture industry utilizes different proprietary software programs. Once the BOM is created, the Line Import Tool allows project coordinators to import it as line items within a specific transaction, effectively removing multiple steps from the BOM management process.

Line Item Importer

-  Supports both SIF and CSV file formats.
-  Uses SuiteScript 2.0 and NetSuite's latest technology for speed and efficiency.
-  Supports the dragging-and-dropping of line items to both quotes and sales order transactions.
-  Allows users to create their own field mapping in the NetSuite user interface.
-  Can handle the hundreds or thousands of different line items that populate the typical contract furniture order.
-  Accounts for items that don't exist in the catalog by creating the items based on a predefined configuration.

Line Item Importer in Action

Used across the design, quoting, and ordering process in the contract furniture industry, SIF files play an important role in PeopleSpace's business operations. With Line Import Tool, users can specify and transfer line item data into NetSuite with simple drag and drop functionality.

Along with simplifying the overall project workflow for PeopleSpace's project coordinators, the Line Import tool helps the company empower its account

managers, sales reps, and project managers to initiate the first step of the quoting process.

Trisha Fox, CIO, says Line Import Tool instantly eliminated the 10 minutes of manual work that it took to create, validate, and share each and every project quote. "Ten minutes per quote is an invaluable amount of savings," Fox said. "Both in terms of employees' time and efficiency gains."

“A project coordinator working with many different line items - which is fairly commonplace in the contract furniture industry - can simply drag-and-drop those items right into a quote and/or sales order transaction.”

Mark Rhyman

Partner | ERP Success Partners

