apicem analytics / Medical apparel brand, USA

One version of the truth for a fast-growing apparel brand

Pipelines, a cloud warehouse, executive dashboards and a cleaner NetSuite, delivered and run as an ongoing partnership.



IN SHORT

PROBLEM	**Five systems, five versions of revenue, and a month-end spent reconciling spreadsheets.**
WHAT WE DID	**One cloud data platform on top of NetSuite, with shared definitions and executive dashboards.**
RESULT	**One trusted set of numbers, refreshed daily, and a leaner NetSuite.**

THE CLIENT

A US medical apparel brand selling scrubs and uniforms to healthcare professionals through its own online store and major marketplaces, with NetSuite as its ERP. The business was growing quickly, and so was the number of systems holding its data.

THE CHALLENGE

Every system told a different story.

Sales lived in the online store and on the marketplaces, orders and inventory in NetSuite, and finance in its own spreadsheets. Each reported its own version of revenue, margin and stock, and none of them agreed.

Every month, finance and operations exported data from each system and reconciled it by hand. By the time the numbers were ready they were out of date, and NetSuite itself had slowed under years of one-off saved searches and workflows.

What was at stake

- Inventory bought on stale numbers, risking stockouts on bestsellers and cash tied up in slow movers.
- Leadership meetings spent debating whose number was right.
- No clear view of margin by channel or product.

AT A GLANCE

CLIENT
Medical apparel brand, USA

SERVICES
Data & analytics, ERP optimization

ENGAGEMENT
Ongoing partnership

TEAM
Lead analytics engineer, data engineer, NetSuite consultant

TECH STACK
NetSuite, Fivetran, Snowflake, dbt, Power BI

OUR APPROACH

01 Discover
Mapped every source, report and metric, and agreed one definition of revenue, margin and inventory.

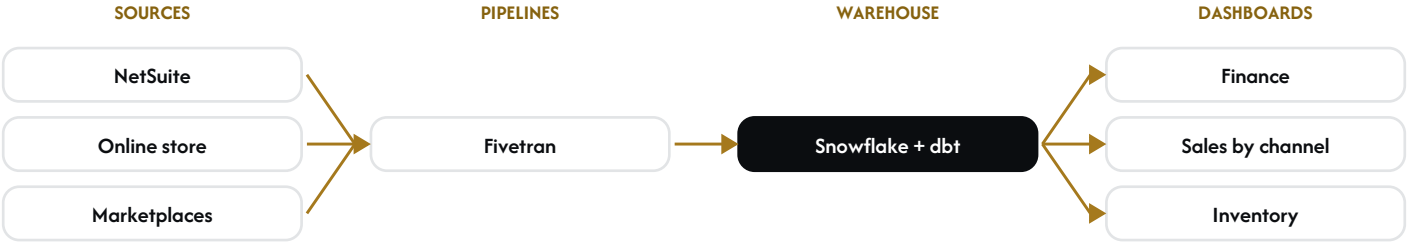
02 Build
Connected every system to one cloud warehouse, modelled the rules once and rebuilt the core dashboards.

03 Run
Took over data management and NetSuite optimization as an embedded partner.

THE SOLUTION

One platform, one set of definitions.

We built one data platform with NetSuite at its core. Automated pipelines bring orders, inventory and finance data into a cloud warehouse, where the brand's definitions are applied once, so every dashboard shows the same numbers.



- Automated pipelines replacing manual exports.
- One definition each for net revenue, gross margin and inventory.
- Executive dashboards for sales, margin and inventory health.
- A NetSuite clean-up of saved searches and workflows.

TECH STACK

NetSuite	ERP and system of record, optimized as part of the work.
Fivetran	Managed connectors syncing every source automatically.
Snowflake	Cloud warehouse holding every source in one place.
dbt	Applies the business rules once for every report.
Power BI	Executive and team dashboards that refresh on their own.

BEFORE AND AFTER

BEFORE

Different numbers in every system. Month-end spent reconciling spreadsheets. Decisions made on last month's data.

AFTER

One trusted set of numbers. Reporting that runs on its own. Decisions made on current data.

RESULTS

6
source systems unified

35+
reports and dashboards built

Daily
data refresh, down from monthly

One source of truth
Finance, operations and leadership use the same definitions and dashboards.

Smarter inventory
Current sales and stock by channel guide what to reorder and when.

A cleaner ERP
A leaner NetSuite that is faster to use and easier to trust.

Is your data telling five different stories?

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