



**NETWORK SERVICES COMPANY**  
**UNIFIES, STREAMLINES & SPEEDS UP**  
**BILLING/PAYMENT PROCESSES with**  
**SAP ERP AGENCY BUSINESS FUNCTIONALITY**

*“To sustain growth and deliver further value to our customers, Network Services needed to consolidate core operations of all member companies on a single ERP platform. It was very important that the new system centralize, standardize and streamline our complex, high-volume billing and payment processes. SAP ERP with Agency Business functionality is the only business software that satisfies these requirements.”*

**Paul Roche**, Chief Information Officer,  
Network Services Company, Inc.

*With cost and margin pressure increasing, and global competition heating up, wholesale distribution companies hindered by disparate, homegrown legacy systems simply cannot compete in today’s dynamic, hyper-competitive business environment.*

*Optimal has 15+ years of experience helping wholesale distribution companies across a wide range of segments benefit from the crucial efficiency, productivity and competitive gains of SAP solutions delivered on time, on budget and in line with corporate strategy.*

*From planning to procurement to warehouse management to supply chain management to business analytics - and all core processes in between, Optimal consultants have the business process understanding and technical expertise to ensure your SAP investment delivers meaningful business results, now and in the future.*

*Simply put, Optimal is the go-to SAP partner for wholesale distribution companies looking to achieve operational excellence, sustainable growth, and a clear-cut competitive advantage.*

**QUICK FACTS**

**Company**

- ▶ Name: Network Services Company
- ▶ Location: HQ Chicago, IL, 76 distributors with 400+ NA locations
- ▶ Industry: Wholesale Distribution
- ▶ Employees: 25,000+
- ▶ Revenue: US \$13 billion
- ▶ Web: [www.nsconline.com](http://www.nsconline.com)

**Challenges**

- ▶ Outdated, disjointed legacy financial system hindering growth
- ▶ Slow, inefficient billing/payment processes
- ▶ Untenable costs for integrating point solutions
- ▶ Lack of visibility needed for strategic, real-time decisions

**Solution:**

- ▶ SAP ERP with Agency Business Functionality
- ▶ SAP BusinessObjects EDGE Business Intelligence (BI)

**Implementation Highlights**

- ▶ Streamlined 13-month implementation using preconfigured application templates, implementation accelerators and risk/reward contract incentives
- ▶ Completed project on time & within budget

**Why Optimal Solutions & SAP**

- ▶ Preconfigured wholesale distribution solution
- ▶ Built-in industry best practices
- ▶ Robust, scalable, consolidated ERP system with built-in Agency Business billing/payment functionality
- ▶ Cost-efficient AMS capabilities

**Benefits**

- ▶ Single, consolidated, efficient ERP & billing/payment system
- ▶ Automated, real-time reporting
- ▶ Improved customer service
- ▶ Support for future growth

*“Optimal’s SAP expertise and experience in the wholesale distribution industry made them a perfect fit for leading our implementation. Optimal had us up and running on our new SAP system in just 13 months.”*

**Paul Roche**, Chief Information Officer,  
Network Services Company, Inc