



# STUDENTREASURES PUBLISHING



## Turning Manual Processes into Automated Sales Power

Studentreasures Publishing transforms student stories into professionally bound books, inspiring young writers across the country with roughly \$18 million in annual revenue and over 128,000 customers. The team was buried in manual quoting, multi-step PDF merging, and error-prone spreadsheet calculations — all slowing down their sales cycle.

SuiteDynamics rebuilt their workflows inside NetSuite, replacing time-consuming manual steps with smart automations that gave sales reps instant pricing visibility and control.

### THE OLD WAY (SAP + CONCUR)

- Manual pricing lookups with no side-by-side comparisons
- Estimates printed and merged by hand, one PDF at a time
- Delivery charges and markups calculated in spreadsheets
- No quick way to pull all estimates for a single customer

### FROM SAP TO NETSUITE

- Full system design, data migration, and configuration into NetSuite.
- Three targeted automations built to match their exact workflows.
- Manual override flexibility preserved for reps. End-to-end training, go-live, and post-launch support.

### OUTCOMES

- One-click value item lookup with side-by-side price comparisons
- All customer estimates compiled into one document instantly
- Delivery charges & markups calculated automatically
- Better pricing visibility and control for the sales team



*"They have empowered our sales team to generate accurate and comprehensive quotes quickly, improving our overall sales efficiency and customer satisfaction."*

**128K**

Customers in database eligible for time savings

**5-15**

Minutes saved per estimate consolidation operation

**1,000**

Potential hours saved annually across the team

**0**

Manual spreadsheet calculations required for pricing



Let's talk about your quoting, pricing, and workflow challenges.