



Nsight and LevitasBio

Growing Life Sciences Firm Uses NetSuite to Save Time and Standardize Processes



After operating on QuickBooks, spreadsheets and manual processes for years, LevitasBio worked with Nsight to implement NetSuite.

Founded in 2017, LevitasBio develops innovative, next-generation solutions for label-free processing of biological samples. The 50-employee organization uses a powerful method of cellular processing and characterization that effectively allows researchers to better process and characterize human, animal and plant samples.

The company's levitation technology overcomes current limitations by providing a gentle, simple and label-free method of isolating specific cell populations. Its LeviCell platform helps researchers study previously inaccessible, high-value primary samples and sensitive cell types—regardless of the starting cell number, viability or sensitivity to processing.

“Our aim is to empower our customers to discover what is currently hidden in their samples. By giving researchers access to specifically enriched viable cells from difficult starting samples while simultaneously characterizing the sample, we are opening the door to previously inaccessible discoveries.”

LevitasBio



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A Combined 150 Years of Experience

Made up of veterans with a combined 150 years of experience in the life science and diagnostic markets, LevitasBio’s leadership team has more than 50 patents and inventions, including single cell genomics and the first technology that successfully commercialized microfluidics.

“In addition to experience navigating through a combined nine initial public offerings (IPOs), our team brings a long-standing track record of taking products to commercial success,” said the LevitasBio executive. “We have been growing steadily since inception.”

Standardizing Processes

For its first three years in business, LevitasBio relied on QuickBooks, spreadsheets and various manual processes to run its growing operations. The downtime associated with software upgrades was negatively impacting the business. The company’s manual processes were inefficient, its operational costs were rising, and it didn’t have reliable data to work with or base decisions on.

Locating, gathering and sharing any type of corporate data among team members was a time-consuming process. When company management requested a report, for example,

the finance team would spend hours finding the data, putting it into spreadsheets, and creating the graphics for a report and presentation.

Ready to standardize more of its processes, LevitasBio evaluated several Enterprise Resource Planning (ERP) platforms that could meet its needs. It looked at NetSuite, Sage and SAP before selecting NetSuite as its new technology platform and Naight as its implementation partner.

“We selected NetSuite based on its price and ease of use, improved business visibility, cost-effectiveness, accelerated business growth and profitability, and the ability to run effective implementations and customizations,” the LevitasBio executive said. “We thought the software could help us achieve our goals.”

A Smooth ERP Implementation

Today, LevitasBio is using NetSuite to manage its financials and also has a direct integration with Expensify. It uses default web services, SuiteAnalytics for high-level visibility of project KPIs, various SuiteCloud Developer Network (SDN) applications, and some standard NetSuite bundles. Naight is also helping the company automate spend management and has suggested several tools (e.g. Coupa, Jaggaer) that integrate directly with NetSuite.

With NetSuite, LevitasBio now has customized roles and role-based dashboards, reducing the company's dependency on spreadsheets. The company also plans to implement good management practices (GMP) and quality control (QC) within NetSuite.

The ERP implementation process went smoothly for LevitasBio, and Nsight accurately captured all of its needs and requirements during the discovery phase. Once in place, NetSuite effectively solved the challenges that the growing company was dealing with while on QuickBooks and has also provided good operational visibility and analytics via custom dashboards that support data-driven decisions.

“NetSuite has been instrumental in helping us accelerate our mission,” said the LevitasBio executive. “It enables us to keep track of our projects, give timely updates to the management, and address compliance requirements effectively. With customizable dashboards, NetSuite helps us modify data in no time at all.”

LEVITAS BIO

Company Snapshot

Company: LevitasBio

Industry: Life Sciences

Location: San Francisco, Calif.

Nsight

Partner Name: Nsight-inc

Location: Santa Clara, Calif.

Website: www.nsignal-inc.com

