



We empower your workforce with intuitive tools and actionable insights.

## Case Study:

# Weltrade Packaging -Innovation Wrapped with NetSuite



**“We would have no hesitation whatsoever in recommending the team for anyone looking to bring the power of Netsuite into their business”.**

**Steve Welsh**  
**Managing Director, Weltrade Packaging**

# Weltrade Packaging

Weltrade Packaging provides innovative, sustainable plastic packaging for cosmetics, pharmaceuticals, food, and supplements. With manufacturing on the Gold Coast and offshore partners, they offer a wide range of packaging solutions including bottles, jars, tubes, and pumps. Their expertise in custom colouring, printing, labeling, and tooling ensures tailored results, while their dedicated sourcing team delivers a seamless packaging experience.



## The Challenge

Weltrade Packaging faced challenges in managing their growing business operations. With a wide range of inventory, an expanding customer base, and complex manufacturing processes, they required a robust ERP system that could streamline their operations and integrate with their existing systems. Weltrade also needed to improve the management of their CRM and inventory to align with their business goals.



# The Solution

IBT collaborated closely with the team at Weltrade Packaging, including Managing Director Steve Welsh, to implement Oracle NetSuite SuiteSuccess Wholesale Distribution. Despite the challenge of remote interstate collaboration during the Covid pandemic, the implementation was completed on time with minimal complications.

## **Oracle NetSuite Success Wholesale Distribution:**

Tailored to meet the specific needs of wholesale distribution, enabling Weltrade to streamline inventory management and improve the efficiency of their supply chain.

## **Customisations for Inventory, CRM, and Manufacturing:**

Bespoke modifications were made to ensure that the system fully aligned with Weltrade's business processes and product-specific needs.

## **IBT Payroll Plus:**

A fully integrated payroll solution that seamlessly integrated with NetSuite, providing a complete overview of employee management and payroll processing.



# The Outcome

The implementation of Oracle NetSuite and IBT Payroll Plus allowed Weltrade Packaging to:

**Gain real-time visibility into inventory and sales data**

**Streamline their manufacturing processes with better control over resources and production timelines**

**Improve customer relationship management (CRM), leading to stronger engagement and customer satisfaction**

**Integrate payroll operations for simplified employee management**

“ Weltrade Packaging’s partnership with IBT delivered a powerful, tailored Oracle NetSuite solution that transformed our business operations. With the successful implementation of SuiteSuccess Wholesale Distribution and IBT Payroll Plus, Weltrade is now better equipped to manage our growing business, stay agile, and focus on innovation.

