



From Complexity to Clarity: How The Troy Group Enhanced Financial Visibility with NetSuite

Who is The Troy Group?

The Troy Group is the UK's largest independent network for tools and maintenance supplies. Their network is made up of 450+ UK independent distributors of tools, linking over 2,000 suppliers with independent businesses that sell to end users.

As the Group continued to grow, so did the complexities of their operations. Over the past five years, The Troy Group acquired 18 manufacturers and trade suppliers throughout the UK. This resulted in different and disparate financial systems being used throughout the business, meaning that financial processing, management and reporting became an extremely manual and time-consuming task, with a lack of consistency across the Group.

As such, The Troy Group sought to replace their disparate systems with a unified, comprehensive, finance-focused solution to streamline business processes and gain full visibility of the Group and its subsidiaries.

Why NetSuite?

After a comprehensive review, NetSuite stood out as the leading cloud-based solution for scaling businesses, providing a single source of truth for finance.

In particular, the system's ability to manage complex multi-subsidary consolidations as standard, as well as its in-built inventory management and integration capabilities ensured that The Troy Group would be implementing a platform which not only met their immediate needs, but one which could also expand and adapt as the Group continued to scale.

MacroFin came highly recommended to The Troy Group, having worked with many similar, growing manufacturers, distributors, wholesalers and retailers implementing NetSuite.

Drawing on experience from over 350 projects, for clients including Barber, [HiveMQ](#) and [Cresset](#), MacroFin's industry and inventory experience, underpinned by their finance-first approach, gave The Troy Group confidence they were the right partner for them.

Quickly getting to grips with Troy's setup and requirements, MacroFin outlined clear milestones and timelines, and discussed the reasoning behind each decision, to ensure the problems with the previous ERP implementation were addressed from the beginning and not repeated in this project.

The Solution

The goal was to make NetSuite the one source of truth for the Group's finances, consolidating the numerous systems used within The Troy Group. This resulted in over 35 subsidiaries being created in NetSuite. In short, The Troy Group now has complete visibility of financial performance across the group, from consolidated group reporting to individual subsidiaries, all within its core system

MacroFin introduced various apps within the NetSuite ecosystem, such as [ZoneCapture](#), which allowed Troy to scan and create vendor bills and credits automatically, directly in NetSuite, enhancing the management of transactions directly within NetSuite.

MacroFin successfully implemented NetSuite in just 3.5 months, which aligned with the timeline originally set out by Troy, and has since begun working on the second phase of Troy's NetSuite implementation, which includes further integrations and inventory management within NetSuite.

The Outcome

The Troy Group can now manage the Group's finances and all subsidiaries within one central system. This has massively reduced the time spent consolidating financial figures and gives a clear breakdown across each subsidiary within the Group, as well as significantly reducing errors.

MacroFin continues to support The Troy Group through the second stage of their implementation, as well as providing ongoing support to The Troy Group through onsite training to ensure full buy-in and understanding from end users.

What The Troy Group Said

"Working with MacroFin on the overall project, and utilising their extensive project management skills and accounting knowledge, has led to phase 1 being delivered on time and within budget. The Board at Troy was very appreciative of this being achieved. We are now working with MacroFin on phase 2, with the integrations into all our other existing ERP's, with the aim long term of replacing them all with NetSuite".

Stephen Harvey, CFO, The Troy Group