



Ascending to New Heights: Simpay and GSI Takes Payment Processing to the Cloud with NetSuite



Simpay is a leading provider of payment processing and merchant services, delivering a 360° Total Business Solution that encompasses virtually every stage of a business' life cycle. With a mission to provide secure and efficient payment processing solutions for businesses of all sizes, Simpay offers a range of services, including credit card processing, ACH processing, mobile payments, e-commerce solutions, and point-of-sale (POS) systems. Renowned for personalized customer support and transparent pricing, Simpay also provides value-added services such as gift card and loyalty programs, chargeback protection, and fraud prevention. Serving a diverse array of industries, Simpay caters to retail, restaurants, healthcare, non-profits, and e-commerce businesses.

Embracing NetSuite: Unleashing Operational Synergy

As a rapidly growing company, Simpay recognized the need to upgrade their financial management systems. They chose to transition their QuickBooks instance to NetSuite, consolidating their accounting, purchase ordering, and sales ordering processes. This strategic move aimed to streamline operations, enhance collaboration between departments, and provide real-time insights into their financial health. After signing the contract with NetSuite, Simpay realized they needed a NetSuite Solution Provider's support to get the system up and running.

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Greg Strzegowski,
Director of Accounting & Finance
Simpay

COMPANY SNAPSHOT

Company:	Simpay
Location:	Trevese, PA, USA
Industry:	Financial services, point-of-sale (POS) solutions, Payroll
Founded:	2000
Services:	Merchant Services Point-of-Sale (POS) Systems Payroll Services Gift & Reward cards Merchant Cash Advance ATM Services
GSI Solution:	NetSuite Solution Provider

GSI: The NetSuite Implementation Dream Team

When Greg Strzegowski, the new Director of Accounting and Finance at Simpay, joined the company in October 2022, he inherited a contract from GSI to implement NetSuite. Strzegowski quickly recognized the value of partnering with GSI. “When I had my first call with Perry (Kountouriotis, Director of NetSuite Services at GSI) and Joe (Szmaja, NetSuite Project Manager at GSI), I knew the decision to go with GSI was the best thing that could have happened for us,” he says.

Strzegowski praised the GSI team for their expertise in both QuickBooks and NetSuite. “Joe’s knowledge of QuickBooks and NetSuite was invaluable to us,” Strzegowski says. “I couldn’t have asked for a better person to take us to the next level. He knew more than anyone at NetSuite direct. His knowledge and problem-solving, he knew when to get other people at GSI involved, he was always on time and on schedule, these are the things that set him apart from other implementation providers I had worked with in the past.”





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Milestones Achieved: Simpay Goes Live on NetSuite

With GSI's help, Simpay went live on NetSuite ERP and met their go-live date, a rare feat in the world of ERP implementations. Simpay's accounting, purchase ordering, and sales ordering processes are now unified and streamlined in NetSuite. For Phase 2 of their implementation, they plan to add budgeting and forecasting, as well as integrate Expensify and NetGain to further optimize their back-office operations.

Strzegowski expressed confidence in GSI's continued support: "Because GSI is so good, we're integrating Expensify and NetGain to our NetSuite instance, and Joe will tack that on for us. I always joke that I consider Joe to be on retainer for us, like a lawyer."

Reveling in Results: Enhanced Efficiency and Reporting

Now that Simpay is live on NetSuite and has GSI as their chosen NetSuite partner, they are enjoying a variety of benefits. Their month-end close process is shorter, they are delivering better information to the executive team, they have proper reporting, and they are facilitating a more efficient audit process. "It's all about increasing efficiency, and from that efficiency experiencing a better work/life balance," says Strzegowski. "I've already referred many people to GSI, because I have not seen a team like this. I've been a part of hundreds of implementations, and largely because of GSI and Joe, we made it. I have a lot less anxiety on the budgeting and forecasting piece knowing we have GSI on our team. Now that I know that GSI sells NetSuite directly, I will tell people just to go to GSI directly for all their NetSuite needs."

For more information:

Contact us today to learn more. You can also email us or call (855) 474-4377.

GSI, Inc.

GSI is a forward-thinking organization that aligns and optimizes your digital footprint with your business goals. We combine our deep business and industry experience with our expert knowledge of enterprise applications, automation, cloud and cybersecurity to deliver secure and flexible systems that allow your business to thrive and not just survive.

GSI consulting and managed services are backed by its signature 100 percent guarantee. Founded in 2004, the rapidly growing company is headquartered in Atlanta with worldwide resources. With over 100 employees, GSI consultants average over 15 years of real-world experience and are certified experts in business, industry, and enterprise applications. GSI provides comprehensive 24/7 global support.

GSI's NetSuite team is the #1 ranked NetSuite Solution Provider by G2. We have this ranking because we put our customers – and our customer's customers – first. As an Oracle Platinum Partner, GSI's comprehensive suite of NetSuite services includes: SuiteCare, a 24/7 managed service offering staffed with dedicated resources; SuiteAlign, a Project Rescue service that identifies misalignment between project and business objectives; License Resale and New Implementations.



Why GSI?

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Director of Accounting & Finance
Simpay*