

AUTOMATING REVENUE RECOGNITION FOR

AMAZON DISPATCHES



Case Study

California, USA - Automating Revenue Recognition for Amazon Dispatches in NetSuite

Introduction

In today's fast-paced e-commerce landscape, integrating systems to ensure accurate and efficient revenue tracking is critical. Estyle, a growing e-commerce distributor, faced a unique challenge in aligning Amazon sales data with NetSuite's inventory and revenue management processes. Codinix Technologies, a trusted NetSuite Ecommerce Partner, delivered a custom automation solution that helped bridge this gap effectively through [NetSuite E-commerce Integration](#).

Client Overview

Estyle is a dynamic e-commerce company that specializes in distributing products through major online retailers like Amazon. The company operates with a streamlined logistics model, dispatching materials to Amazon in units referred to as "Eaches." They rely on NetSuite E-commerce Integration for their ERP processes, which allows them to seamlessly manage inventory and financial reporting.

Case Objective

To implement an automated process that accurately records Amazon sales revenue in NetSuite using "case" quantities and pricing, even though sales data is received in "Eaches." Codinix's solution as a NetSuite Ecommerce Partner provided a streamlined approach to automate this process within the existing NetSuite framework.

Client Challenge

Estyle sends products to Amazon in bulk, measured in "cases" (e.g., a case contains 6 or 12 eaches), but receives sales reports from a third-party source in "eaches." This misalignment created a challenge in NetSuite E-commerce Integration, which required revenue recognition to be based on case quantities and pricing. Manually converting eaches to cases and ensuring pricing accuracy was inefficient and prone to errors, impacting financial reporting and order management.

Solution Offered by Codinix Technologies

Codinix Technologies, leveraging its expertise as a [NetSuite Ecommerce Partner](#), developed a custom RESTlet script integrated with NetSuite E-commerce Integration to automate the entire process. The key components of the solution include:

- **Automated Conversion:** The script converts the "eaches" quantity into case quantities based on predefined conversion logic (e.g., 6 or 12 eaches per case).
- **Dynamic Pricing:** It applies accurate pricing at the case level, ensuring revenue alignment within the NetSuite E-commerce Integration.
- **Single Sales Order Creation:** Regardless of the number of line items or variations, only one consolidated sales order is created in NetSuite per transaction, simplifying reconciliation.

- **Seamless Integration:** The entire process runs automatically when Amazon sales data is received, requiring no manual intervention from Estyle's team.

Results Achieved

- 100% Automation of revenue recognition for Amazon dispatches
- Elimination of Manual Errors in unit-to-case conversions
- Improved Financial Accuracy in NetSuite E-commerce Integration reporting
- Enhanced Operational Efficiency by reducing manual workload
- Streamlined Sales Order Management with single-entry automation

Conclusion

With Codinix's automated NetSuite E-commerce Integration, Estyle successfully overcame the complexity of aligning Amazon sales data with internal ERP processes. As a reliable NetSuite Ecommerce Partner, Codinix delivered a solution that not only improved revenue recognition accuracy but also enhanced operational efficiency.