



Case study

QuickBooks

How Ningbo Furniture improved financial accuracy with the Linnworks-QuickBooks integration



Find out how Linnworks can grow your business. Request a demo at www.linnworks.com/demo

How Ningbo Furniture improved financial accuracy with the Linnworks-QuickBooks integration

Ningbo Furniture is a Leeds-based supplier of high-quality wholesale furniture. Established by Chris Stockton, we offer a wide range of products including folding tables, chairs, and marquee equipment. Whether you're hosting a small gathering or a large event, we provide versatile solutions to meet your needs. With a focus on affordability and reliability, we've become a trusted partner for businesses and individuals alike.

Visit their website: <https://www.ningbo.co.uk/>

The challenge

Managing financial data efficiently is crucial for Ningbo, but integrating their existing systems with finance platforms proved challenging. Debbie from Ningbo highlights the need for a seamless integration between Linnworks and QuickBooks to reduce workload and ensure reliable and accurate information recording.



Debbie Robinson

Ningbo Furniture



How Linnworks and QuickBooks Online work together

Reducing workload and ensuring accuracy

"We've used LW for some years now and like the functionality and adaptability of this system," says Debbie. "The only issue with this has been integrations with any finance systems, which creates a lot of work. This integration will reduce our workload significantly and ensure reliable and accurate information is recorded." By automating data transfers, Ningbo can focus on core operations without worrying about manual data entry errors or inconsistencies.

Processed orders as invoices

For Ningbo, sending processed orders from linnworks to QuickBooks as invoices is critical. Debbie explains, "The ability to recognize the channel for invoice to ensure correct reconciling is important. We are also looking to set up credit accounts in the future so this functionality would be crucial to managing payments and accounts." This feature not only simplifies the reconciliation process but also supports planned future expansions in payment management.

Managing customer records

Having corresponding customer records associated with orders sent from Linnworks to QuickBooks enhances customer relationship management. "Customer records are useful for managing credit accounts as well as useful for marketing purposes, i.e., looking after customers who repeatedly buy," notes Debbie. This integration helps Ningbo provide tailored marketing and manage credit accounts effectively.

Purchase orders sent as bills

Sending purchase orders within Linnworks to QuickBooks as bills improves financial accuracy. "A PO would be most useful as bills do need to be amended to show invoice reference numbers and totals are correct, as well as due dates are recorded," says Debbie. "POs and Bills are important for ensuring cost prices are accurate and up to date." This process streamlines financial management by keeping all records consistent and current.

Greater efficiency = more growth

The native integration of Linnworks with QuickBooks has been a game-changer for Ningbo. By automating data flows, reducing manual workload, and ensuring financial accuracy, the company can maintain high standards of efficiency and reliability. "This integration will reduce our workload significantly and ensure reliable and accurate information is recorded," Debbie concludes, showcasing the positive impact of this seamless integration.

Simplifying supplier payments

Matching the corresponding supplier record with a PO sent from Linnworks to QuickBooks aids in payment management.



This enables us to make payment at due date and record queries as well as monitor credit balances.

Debbie Robinson, Ningbo Furniture



This integration ensures that supplier-related data is accurately tracked, facilitating timely payments and better credit management.





Find out how Linnworks can grow your business.
Request a demo at www.linnworks.com/demo

Ready. Steady. Grow.

Connected CommerceOps™