

NYSC

Town Sports International (TSI), operating as New York Sports Clubs (NYSC), is a leading fitness club chain in the United States. Following its acquisition, TSI needed to align its financial systems with corporate standards. At the time, the company was running on an outdated and unsupported version of Oracle E-Business Suite (EBS).



AT A GLANCE

Challenges

- A tight migration timeline
- Integration with POS systems
- ACH payments and others
- Ensuring smooth data migration

Implementation Highlights

- Completed full migration within 5-month timeline
- Migrated large volumes of financial data without reconciliation gaps
- Delivered additional scope of Revenue Management and EPM during the same timeline
- Achieved high adoption with structured change management

“Gray Acumen's team seamlessly executed our migration from Oracle EBS to Fusion, hitting our aggressive five-month deadline and going live exactly as planned. Their expertise has been invaluable, not only providing us with reliable ongoing support since January 2022 but also now guiding us through our next transition to NetSuite.”

We are very grateful for their partnership and highly recommend them for any complex system migration.”

Annette DiMatteo

Sr. Director of Accounting

OBJECTIVES

To modernize operations, TSI decided to migrate its financial functions to Oracle Fusion Cloud, ensuring compliance, scalability, and streamlined processes.

SOLUTIONS

- Enabled migration to Oracle Fusion Cloud Applications
- Conducted change management and user onboarding for smooth adoption
- Migrated financial data including suppliers, customers, AR, AP, transactions, and GL balances
- Built integrations with POS system and banking systems for real-time updates
- Ensured migration before the New Year close, minimizing operational disruption
- Provided managed services for 3+ years, ensuring system stability and continuous improvements

BENEFITS

- Business continuity ensured – migration completed within 5 months
- Seamless data migration of suppliers, customers, AR, AP, and GL with zero reconciliation issues
- 30% reduction in month-end close cycle time, improving financial reporting accuracy and speed
- Real-time transaction visibility through POS and banking integration
- Scalability achieved – Oracle Fusion Cloud positioned TSI/NYSC for future growth and acquisitions
- Sustained stability – ongoing managed services delivered continuous improvement for over 3 years