



LUNA INNOVATIONS

Luna Innovations Incorporated (www.lunainc.com) is a leader in optical technology, providing unique capabilities in high-performance fiber optic test products for the telecommunications industry and distributed fiber optic sensing for the aerospace and automotive industries. Luna is organized into two business segments, which work closely together to turn ideas into products: a Technology Development segment and a Products and Licensing segment. Luna's business model is designed to accelerate the process of bringing new and innovative technologies to market.

DEMOGRAPHICS

- **INDUSTRY** | MANUFACTURING
- **HEADQUARTERS** | ROANOKE, VA
- **FOUNDED** | 1990
- **EMPLOYEES** | 295+
- **EXISTING ERP** | QUICKBOOKS
- **OTHER SYSTEMS** | CONNECTWISE, CONCUR, AVALARA, BANKING

TEAM MEMBERS

- **NETSUITE** | MICHAEL MELODIA
- **CARAVEL** | MATT HAYTON
CAILA COHEN

NETSUITE SOLUTION

- **NETSUITE** | SUITE SUCCESS STD CLOUD
- **MODULES** | FINANCIALS, RECORD TO REPORT, PROCURE TO PAY, INVENTORY MGMT, ORDER TO CASH, DESIGN TO BUILD, PROJECTS
- **INTERFACES** | BANKING, ARENA, SALESFORCE CRM, EXPENSE REPORTING, MERCHANT ESOLUTIONS, PAYCOR

IMPLEMENTATION

- **TIMELINE** | 9 MONTHS
- **METHODOLOGY** | SUITE SUCCESS + OPTIMIZATION
- **APPROACH** | LUNA DEPLOYED NETSUITE IN A MULTI-PHASE APPROACH CONNECTING TO 3RD PARTY SYSTEMS IN PHASE 2.