



### Universal Site Services

Universal Site Services is your true full service exterior maintenance company. Professional Parking Lot Sweeping, Pressure Washing, Day Porter Services, Landscaping, Street Sweeping, General Maintenance, Hauling and much more. They clean it all; Carpets, Windows, Buildings, Awnings, Sidewalks, Parking Garages, they have the crews, the equipment, and a dedicated management team ready 24-7 to ensure your properties get quality personalized care.

### DEMOGRAPHICS

- **INDUSTRY** | SERVICES
- **HEADQUARTERS** | MILPITAS, CA
- **FOUNDED** | 1958
- **EMPLOYEES** | 70+
- **EXISTING ERP** | QUICKBOOKS
- **OTHER SYSTEMS** | METHOD, BILL.COM, CITY NATIONAL BANK, BAMBOO, ADP, MS OUTLOOK, DOCUSIGN

### SALES TEAM

- **NETSUITE** | COLBY ARKIN, HARRY SULLIVAN
- **CARAVEL** | CAILA COHEN, SCOTT CURRY

### NETSUITE SOLUTION

- **NETSUITE** | SUITESUCCESS SOFTWARE STD
- **MODULES** | RECORD TO REPORT, PROCURE TO PAY, ORDER TO CASH, CRM - SALES, CRM - SUPPORT
- **INTERFACES** | BANKING, ADP, BAMBOO, BILL.COM, FIELDPOINT, DOCUSIGN, OFFICE365

### IMPLEMENTATION

- **TIMELINE** | 5.5 MONTHS
- **METHODOLOGY** | SUITE SUCCESS + OPTIMIZATION
- **APPROACH** | UNIVERSAL SITE SERVICES WILL DEPLOY NETSUITE IN A SINGLE-PHASE WITH CORE FUNCTIONALITY GOING LIVE IN MONTH 5 AND INTEGRATING TO VARIOUS 3RD PARTY SYSTEMS IN PHASE 1