



Ains, LLC

AINS is a leading global provider of cloud-based, adaptive case management solutions. Since 1988, AINS has empowered federal, state, and local governments in the US and Canada to rethink how they work and how they develop and deploy new technology, by providing innovative, agile software solutions and services. Designed since inception for case management, the eCase Platform enables our customers to bring new products to market quickly, digitize customer engagement, and automate unique business processes across diverse lines of business without the constraints of custom coding.

DEMOGRAPHICS

- **INDUSTRY** | HIGH TECH
- **HEADQUARTERS** | GAITHERSBURG, MD
- **FOUNDED** | 1988
- **EMPLOYEES** | 150+
- **EXISTING ERP** | DELTEK
- **OTHER SYSTEMS** | SALESFORCE, EXCEL, ADP, CITI BANK, SUNTRUST, OFFICE 365

SALES TEAM

- **NETSUITE** | BOB ALARIO
- **CARAVEL** | DAVID TILLOTSON, MATT HAYTON

NETSUITE SOLUTION

- **NETSUITE** | SUITESUCCESS SOFTWARE PRM
- **MODULES** | RECORD TO REPORT, PROCURE TO PAY, DESIGN TO BUILD, PROJECT TO CASH
- **INTERFACES** | BANKING, SALESFORCE.COM, ADP, JOBVITE, HUBSPOT, VONAGE

IMPLEMENTATION

- **TIMELINE** | 3 MONTHS
- **METHODOLOGY** | SUITESUCCESS + OPTIMIZATION
- **APPROACH** | AINS, LLC WILL DEPLOY NETSUITE IN A MULTI PHASE WITH CORE FUNCTIONALITY GOING LIVE IN MONTH 4 AND INTEGRATING TO VARIOUS 3RD PARTY SYSTEMS IN PHASE 1.