# CUSTOMER PROFILE



The moment we discovered Bitcoin we knew the world would never be the same. Money is woven into the fabric of society and if it was going to change for the better we had to be a part of it. When someone first attempts to learn about or use digital currency it can feel vast and intimidating. Bitstop was created to give users an easy way to buy digital currency. Our ATMs are user friendly and will guide you step by step. Buying and participating in digital currency is empowering and should be made easily accessible to all. We pledge to pursue this goal and build the best technology we can to help our users buy, store, and save digital currency.

## **DEMOGRAPHICS**

- INDUSTRY | FIN-TECH / CRYPTOCURRENCY
- HEADQUARTERS | MIAMI, FL
- **FOUNDED** | 2013
- EMPLOYEES | 10+
- EXISTING ERP | QUICKBOOKS
- OTHER SYSTEMS | VARIOUS

### **SALES TEAM**

- NETSUITE | SPENCER KNAPP
- CARAVEL | SCOTT CURRY

## **NETSUITE SOLUTION**

- NETSUITE | NETSUITE SUITESUCCESS FINANCIALS FIRST
- MODULES | RECORD TO RECORD, PROCURE TO PAY, INVENTORY MANAGEMENT, ORDER TO CASH, EXPENSE REPORTING, CRM SALESFORCE
- INTERFACES | BANKING 3 BANKS

#### **IMPLEMENTATION**

- TIMELINE | 3-4 MONTHS
- METHODOLOGY | SUITE SUCCESS + OPTIMIZATION
- APPROACH | BITSTOP WILL DEPLOY NETSUITE IN A SINGLE-PHASE DEPLOYING CORE NETSUITE FUNCTIONALITY IN THE FIRST PHASE WITH FUTURE OPTIMIZATION AS THE COMPANY EXPANDS ITS OPERATIONS.