



**DANDELION
ENERGY, INC.**

Dandelion is a home geothermal company offering affordable geothermal installations that provide heating, cooling and hot water to homes by exchanging heat with the ground beneath them.

Dandelion became an independent company in Spring 2017, after getting started at X, "the innovation engine of Alphabet."

DEMOGRAPHICS

- **INDUSTRY** | RENEWABLE ENERGY
- **HEADQUARTERS** | PEEKSKILL, NY
- **FOUNDED** | 2008
- **EMPLOYEES** | 80+
- **EXISTING ERP** | QUICKBOOKS
- **OTHER SYSTEMS** | HUBSPOT, CONTRACTS, BILL.COM, EXPENSIFY, TRINET PEO, SVB, FIELDWARE

SALES TEAM

- **NETSUITE** | ALEXANDRA WARREN, DAVE SILVER
- **CARAVEL** | SCOTT CURRY, CAILA COHEN

NETSUITE SOLUTION

- **NETSUITE** | SUITESUCCESS FINANCIALS 1ST CLD
- **MODULES** | FINANCIALS, RECORD TO REPORT, PROCURE TO PAY, DESIGN TO BUILD, ORDER TO CASH, FIXED ASSETS
- **INTERFACES** | BANKING, HUBSPOT, CONTRACT MGMT (PROPIETARY), FIELDWARE, EXPENSIFY, BILL.COM, TRINET PEO, RF-SMART

IMPLEMENTATION

- **TIMELINE** | 3 MONTHS
- **METHODOLOGY** | SUITE SUCCESS + OPTIMIZATION
- **APPROACH** | DANDELION ENERGY WILL DEPLOY NETSUITE IN A MULTI-PHASE APPROACH WITH CORE FUNCTIONALITY AND INTEGRATING TO VARIOUS 3RD PARTY SYSTEMS IN MONTH 3.