

**LOB.COM, INC.**

Lob provides the building blocks for developers to automate the offline world. Enterprise companies use Lob's suite of APIs to mail fully dynamic and personalized customer communications with print media. We provide insight into deliverability with piece-by-piece tracing and utilize our proprietary Print Delivery Network to streamline production across fully redundant nodes all over the country. Founded in 2013 and based in San Francisco, Lob is venture backed by Y Combinator, Polaris Partners, Floodgate, and First Round Capital.

DEMOGRAPHICS

- **INDUSTRY** | HIGH-TECH
- **HEADQUARTERS** | SAN FRANCISCO, CA
- **FOUNDED** | 2013
- **EMPLOYEES** | 245+
- **EXISTING ERP** | QUICKBOOKS

SALES TEAM

- **NETSUITE** | KELLI LAMPKIN
- **CARAVEL** | SCOTT CURRY
CAILA COHEN

NETSUITE SOLUTION

- **NETSUITE** | SUITE SUCCESS SOFTWARE CLOUD
- **MODULES** | GL, AP, FAS, FINANCIAL MGMT
- **INTERFACES** | REVENUE PLATFORM, BANKING, EXPENSIFY, BILL.COM, PAYLOCITY

IMPLEMENTATION

- **TIMELINE** | 4 MONTHS
- **METHODOLOGY** | SUITE SUCCESS + OPTIMIZATION
- **APPROACH** | LOB.COM WILL DEPLOY NETSUITE IN A MULTI-PHASED APPROACH DEPLOYING THE CORE SOLUTION IN 4 MONTHS.