



### Southern Research

Southern Research is a nonprofit scientific research organization founded in Birmingham in 1941. Throughout its legacy, Southern Research has helped shape modern cancer treatments, including developing 7 FDA-approved cancer drugs and testing more than half of active chemotherapies on the market. The organization conducted more than \$35 million in coronavirus research alongside industry partners.

### DEMOGRAPHICS

- **INDUSTRY** | SERVICES
- **HEADQUARTERS** | BIRMINGHAM, AL
- **FOUNDED** | 1941
- **EMPLOYEES** | 400+
- **EXISTING ERP** | DELTEK COSTPOINT
- **OTHER SYSTEMS** | SFDC, POWERBI, IBM TM1, PAYCOR, QUARTZY, HYLAND ON BASE

### SALES TEAM

- **NETSUITE** | PHIL ROBINSON
- **CARAVEL** | CAILA COHEN, KIRT CHRISTENSEN, COREY RUANE

### NETSUITE SOLUTION

- **NETSUITE** | SUITESUCCESS SOFTWARE PRM
- **MODULES** | FINANCIALS, RECORD TO REPORT, PROCURE TO PAY, ORDER TO CASH, PROJECT TO CASH, NSPB
- **INTERFACES** | BANKING, SALESFORCE, LIMS, PAYCOR, POWERBI

### IMPLEMENTATION

- **TIMELINE** | 5 MONTHS
- **METHODOLOGY** | SUITESUCCESS + OPTIMIZATION
- **APPROACH** | SOUTHERN RESEARCH WILL DEPLOY NETSUITE IN A SINGLE-PHASE WITH CORE FUNCTIONALITY GOING LIVE IN MONTH 5

