



Sense

Sense's mission is to make all homes intelligent by keeping people informed about what's happening in their homes, and helping to make them safer, more efficient, and more reliable. Sense was born from the simple idea that people should know what's happening in their homes. We track calories, footsteps, mpg — yet we know so little about the place where we spend so much time. Energy efficiency and home automation begin with information. We built the Sense home energy monitor to provide people with information about their homes in the simplest, most useful way possible.

## DEMOGRAPHICS

- **INDUSTRY** | HIGH TECH
- **HEADQUARTERS** | CAMBRIDGE, MA
- **FOUNDED** | 2013
- **EMPLOYEES** | 140+
- **EXISTING ERP** | QUICKBOOKS
- **OTHER SYSTEMS** | SFDC, BILL.COM, EXPENSIFY, ADP, BANKING, SHOPIFY / AMAZON, VERACORE, JIRA, SMARTSHEET, ZENDESK

## SALES TEAM

- **NETSUITE** | CASEY SURCH, MAGGIE MACKO
- **CARAVEL** | CAILA COHEN, SCOTT CURRY, DAVID TILLOTSON

## NETSUITE SOLUTION

- **NETSUITE** | SUITESUCCESS SERVICES PRM
- **MODULES** | RECORD TO REPORT, PROCURE TO PAY, PROJECT TO CASH, ORDER TO CASH
- **INTERFACES** | BANKING, CREDIT CARDS, BILL.COM, ADP, EXPENSIFY, AMAZON, SHOPIFY, VERACORE

## IMPLEMENTATION

- **TIMELINE** | 5 MONTHS
- **METHODOLOGY** | SUITE SUCCESS + OPTIMIZATION
- **APPROACH** | SENSE WILL DEPLOY NETSUITE IN A MULTI-PHASE WITH CORE FUNCTIONALITY GOING LIVE IN MONTH 5 AND INTEGRATING TO VARIOUS 3RD PARTY SYSTEMS IN PHASE 2

