

**CARAVEL**

BPM Technology Solutions

JAXON CASE STUDY

Jaxon Engineering Sees Formidable Data Control, Management, and Reporting Capability with NetSuite Implementation

The Company

A predominantly services company, Jaxon Engineering is a leader in Electromagnetic Pulse (EMP) hardening and survivability. Jaxon designs, builds, tests, and maintains EMP-hardened structures for government and commercial clients worldwide.

Jaxon implemented NetSuite with Caravel three years ago, and has seen tremendous success with their data, reporting, and overall financial management. Their modules include Financials, Record to Report, Procure to Pay, Design to Build, Project to Cash, NSPB, have several integrations, and are now integrating OpenAir.



COMPANY NAME

Jaxon

EMPLOYEES

15+

INDUSTRY

Govt/Defense
& Space

REVENUE

\$35M

ERP REPLACEMENT

QuickBooks



Caravel implementing NetSuite has changed this company. We have better reporting, visibility and control around our financial information then we've ever had before.

— Calvin Lyons, Director of Finance



THE CHALLENGE

SILOED SYSTEMS HINDERED GROWTH

As one of several challenges, Jaxon Engineering faced the issue of having a segregated tech stack, with the majority of the company unaware of an ERP system and the impact it could have on the organization. For accounting, QuickBooks was very limiting, and before that, they were using spreadsheets.

RELIANCE ON A SINGLE USER CREATES ACCESS AND EFFICIENCY ISSUES

Another challenge Jaxon faced was that people relied on their Director of Finance, Calvin Lyons, for information and data, since he was the central user of all the disparate software they were using. With their then-current software, QuickBooks, it was very difficult for multiple people to access the data, which was becoming unreliable because people would go in and make changes to historical information, rendering it inaccurate.

INACCURATE DATA UNDERMINES THE VALIDITY OF REPORTS

Reporting was another significant challenge in that the data was never truly current, hence making any reporting inaccurate as well. Jaxon had very little control over their data and urgently needed to do something about it.

THE SOLUTION



Jaxon began exploring a Material Resource Planning system after they were awarded a manufacturing contract, which ultimately led them to NetSuite.

They soon realized that it was simply not going to satisfy their needs, and that they would need a robust ERP that would replace most of the software they were currently using. Alongside NetSuite, they use Briq, a project-based analytics platform.

They were debating between Sage Intacct and NetSuite, when it came down to the choices of ERPs. Because Calvin had spent time in a previous position as a software consultant and building government compliance systems, he knew there was only a handful of realistic, scalable platforms that would work for Jaxon. As they came closer to making a final decision, they realized that Sage was mostly a reporting platform that doesn't focus on project management, timekeeping, or expenses – those needed to be integrated. Since they wanted to minimize systems, this

was not the route they were going to take. “We thought we could do as much as possible within the NetSuite environment without bolting many other systems on,” expressed Calvin.

For an implementation partner, they were looking for a company that had government experience. They were recommended to Caravel by NetSuite, who knows their capabilities. “Caravel was easy to talk to. They talk to you like human beings, not like salespeople. They were candid and showed us exactly what their capabilities are. For the implementation itself, the Caravel team truly understands how to help you think through what you are trying to do.” says Calvin.

THE RESULTS



With NetSuite having been implemented three years ago in 2021, Jaxon Engineering can now take their data and do something meaningful with it.

When they began their search for an ERP, the main goal was to have accurate data – from a reporting, auditing, and management perspective – which is how they perceive data. They had to get it right because they needed to pass a federal audit – there were no two ways about it. Their concern wasn't getting it "good", but actually getting it right. They spent the first three years getting it right, and now that their data is accurate, they are now getting good at it. They now pass audits with flying colors and can now forecast moving forward.

People now own their data, as opposed to relying on one person in the company for information. They have accuracy and control over their data like never before, making their

reporting capabilities precise. Calvin states, "Caravel implementing NetSuite has changed this company. We have better reporting, visibility and control around our financial information then we've ever had before."

Jaxon is ISO9001 certified, which is a quality standard to the manufacturing industry, which cannot be done without a system like NetSuite running correctly. They have to pass multiple audits and do them well. If they were still on QuickBooks, it would never have been possible. "We have a 9-million-dollar contract to service right now that we never would have been able to have without our implementation. And that's the minimum impact that NetSuite has had on Jaxon thus far."

To get help with your NetSuite implementation, contact us.



About Caravel

Caravel has served more than 750 clients over the past decade, providing a comprehensive range of services, including accounting, strategy, business processes and technology selection. Our commitment to excellence drives us to continually improve and refine our approach, helping our clients solve complex problems with modern tools.

Caravel is proud to be a part of the technology services group of BPM LLP, a top 40 accounting and advisory firm. With our team by your side, you can unlock your business's true potential and drive success in an ever-evolving marketplace.

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