



Industry: Professional Services

San Gabriel Transit



San Gabriel Transit offers a full range of paratransit and non-emergency medical transportation services including transportation planning, assistance and reservations throughout Southern California.

HQ: El Monte, CA **Founded:** 1953 **Employees:** 45

Existing ERP: Sage Platinum/Sage 300

Other systems: 5M Dispatch, Square, Collective Data, RTA, Paycom, East West Bank

Customer Challenges: Limitations with Sage300, reliance on manual work + human error, inconsistent data/system integrations and a lack of connection between purchasing and ERP.

Deal Competitors: N/A

Why we Won: Because the team built great rapport with the customer; level of detail in conversations so customer was able to commit to choosing NetSuite.

Caravel teams:

Andrew Mathews
Erica Kyriakides

NetSuite Implementation

NetSuite sales team:
Dana Saydak, Brandon Koloms, Kevin McGinnity

NetSuite: Financials First

Methodology: SuiteSuccess + Optimization

Modules: Record to Report, Procure to Pay, Design to Build, Order to Cash, Fixed Assets, OCR

Interfaces: Credit Cards, Paycom, 5M Dispatch, Square, RTA, Collective Data, ATBOS

Approach: San Gabriel Transit will deploy NetSuite in a single phase with core functionality going live in 4 months and integrating to various 3rd party systems in phase one.

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