



# Industry: Services

## Spectrum Water



Spectrum is a wastewater troubleshooting company. Their capability to troubleshoot wastewater is driven by our knowledge of the process, microbiology, equipment, advanced lab testing, and engineering. Their ability to analyze the process, build and mobilize turn-key equipment, and provide state of the art products makes Spectrum the partner industry needs when overcoming wastewater challenges and solids separation.

**HQ:** Geismar, LA   **Founded:** 2000   **Employees:** 80

**Existing ERP:** QuickBooks

**Other systems:** Zoho, RAMP, iSolve, Smartsheets, EZ Office

**Customer Challenges:** Consolidation, Field Services, Inventory management, CRM, Planning and Budgeting

**Deal Competitors:** Microsoft, BringIT

**Why we Won:** We won due to our onshore resources, familiarity with their business model, IP, and strong references.

**Caravel teams:**

Corey Ruane  
David Jarrell

## NetSuite Implementation

**NetSuite sales team:**  
Jeremy Croke

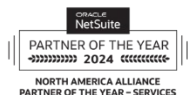
**NetSuite:** Products Premium with Field Service Premium

**Methodology:** SuiteSuccess + Optimization

**Modules:** Record to Report, Procure to Pay, Design to Build, Project to Cash, Order to Cash, CRM, Planning and Budgeting, Field Service Management

**Interfaces:** Banking, Payroll, RAMP

**Approach:** Spectrum Water will deploy NetSuite in a single phase with all functionalities going live in 6 months and integrating with various 3rd party tools.



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