



Industry: Manufacturing/Dist

Orion Energy Systems



Orion is the leader in LED lighting systems and turnkey project implementation including commissioning and installation of fixtures, controls and IoT solutions, ongoing system maintenance and program management. They transform commercial and industrial buildings into state-of-the-art energy efficient facilities, helping their customers to digitize their businesses and reduce their carbon footprint.

HQ: Manitowoc, WI **Founded:** 1996 **Employees:** 226

Existing ERP: Dynamics AX

Other systems: Salesforce, Sage FAS, Concur, Adaptive Insights, ADP, Ironclad, Axxerion, Solidworks, SnapCount, PowerBI

Customer Challenges: Orion was struggling with an aging Microsoft and needed streamlining for their manufacturing operations to help support future project growth.

Deal Competitors: Microsoft

Why we Won: We were able to show the flexibility of the NetSuite system which allowed us to give the customer confidence in the platform to handle the various nuances in their business.

Caravel teams:

David Jarrell, David Tillotson, Naveen Inampudi

NetSuite Implementation

NetSuite sales team: Ryley Stone, Chris Wong, Mark Newkirk

NetSuite: Manufacturing Premium

Methodology: SuiteSuccess + Optimization

Modules: Financials, Record to Report, Procure to Pay, Design to Build, Project to Cash, Order to Cash, NSPB, Quality Management, CRM - Sales

Interfaces: Banking, Credit Card, Expense Reporting, Payroll, Document Management, Document Signature, BI Reporting, Excel, PLM, EDI, Tax, PunchOut, Audit Management, Warehouse Management

Approach: Orion Energy Systems will deploy NetSuite in a single-phase with core functionality going live in 7 months and integrating to various 3rd party systems in phase one.

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