



SAAS Metrics KPIs

Notable Microvertical Expertise:

Caravel Partners has built out a SaaS Metrics SuiteBundle, which provides their customers a dashboard portlet with a user-friendly list of KPIs that are crucial in understanding the success of the business.

The SaaS Metrics SuiteBundle, includes out-of-the-box KPIs, but is tailorable in allowing the customer to add custom KPIs / additional performance metrics to be visible to their NetSuite users.

The use of Caravels' SaaS Metrics SuiteBundle will provide end users an easier, more streamlined, way to create custom KPIs and display to their executives and peers.

The out-of-the-box KPIs include:

- Average Days Sales Outstanding
- Revenue this year
- Total MRR
- Average Selling Price
- ARR Change Downsell
- ARR Change Upsell
- Average Days to Pay
- Contracted ARR
- Lost Customers
- Net New Customers
- Total Customers

These KPIs are sourced from saved searches within NetSuite and can be filtered based on date ranges and/or subsidiary groupings (for a OneWorld or Multi-Entity Customer). The KPIs are drillable and when clicking on a KPI value, the user will be brought to the source report to view the detail.

About Caravel

Caravel has served more than 500 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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