

**CARAVEL**

BPM Technology Solutions

CUSTOMER PROFILE

Industry: High Tech

Cylentium Inc



Cylentium is a Global Cybersecurity and Cyber Resilience company delivers a more secure, more flexible, more efficient, and more reliable solution to concealing critical data. Cylentium is the first company in the world to utilize Zero Trust Network Access (ZTNA) at Layer 2/Level 0.

HQ: Austin, TX **Founded:** 2019 **Employees:** 60

Existing ERP: QuickBooks

Other systems: Excel, ADP, TD Bank & Bank of America

Customer Challenges: Expecting fast growth with recent VC funding and need systems to scale. Most of their work is done through manual spreadsheets and is very disjointed.

Deal Competitors: Deltek

Why we Won: We won because our system was more modern and had better overall financials.

Caravel teams:

David Tillotson, Erica Kyriakides

NetSuite Implementation

NetSuite sales

team: Dakota Mcpherson, Mike Grobner

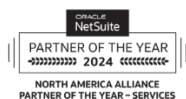
NetSuite: Software Standard

Methodology: SuiteSuccess + Optimization

Modules: Record to Report, Project to Cash, Order to Cash, CRM Sales & Support

Interfaces: TD Bank, Bank of America, JPM Chase, Rippling

Approach: Cylentium will deploy NetSuite in a single phase with core functionality going live in 3 months and integrating to various 3rd party systems in phase 1.

**CONTACT US:**

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