Industry: High-Tech

DigitalNet-ai

DigitalNet.ai provides a unique combination of AI Platforms and data analytics services that simplify the journey of building and deploying AI and analytics applications. Our pre-built development tools and platforms, as well as our seasoned team of professionals, take away the complexity of AI applications and reduces implementation time from months to weeks, thereby greatly reducing the cost as well.

HQ: Bethesda, MD   **Founded:** 2025   **Employees:** 100+

Existing ERP: QuickBooks

Other systems: HubSpot, Salesforce

Customer Challenges: Increasing acquisitions, DCAA compliance, Revenue Management

Deal Competitors: N/A

Why we Won: Strong relationship with CFO (repeat customer)

Caravel teams: Caila Cohen, Corey Ruane

NetSuite Implementation

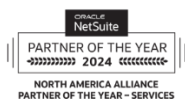**NetSuite sales team:** Connor Lynch, Bob Alario, Fran Delaney, Mitch Flagg

NetSuite: Services Standard

Methodology: SuiteSuccess + Optimization

Modules: Projects, Order Management, Adv Revenue Management, SuitProjects Pro, NetSuite Analytics Warehouse, NetSuite Planning and Budgeting

Interfaces: Banking, CRM, Payroll

Approach: DigitalNet AI will deploy NetSuite in multiple phases with Core Financials and Suite Projects Pro going live in 6 months, integrations with multiple third party applications. Phase 2 will consist of NSAW and NSPB

ORACLE NetSuite
PARTNER OF THE YEAR
2024
NORTH AMERICA ALLIANCE
PARTNER OF THE YEAR – SERVICES

ORACLE NETSUITE
PARTNER OF THE YEAR
2023
NORTH AMERICA ALLIANCE
PARTNER OF THE YEAR – SERVICES

ORACLE NETSUITE
PARTNER OF THE YEAR
2022
NORTH AMERICA ALLIANCE
PARTNER OF THE YEAR - SERVICES

ORACLE NETSUITE
PARTNER OF THE YEAR
2021
VERTICAL ALLIANCE OF THE YEAR
SERVICES