Industry: Services

HAVOCai

HAVOCai

HavocAI is revolutionizing maritime autonomy. Founded in 2024, HavocAI is bringing scalable maritime autonomy solutions and our ultra-low cost, high-rate production ASVs (Autonomous Surface Vessels) to the defense and commercial markets at the speed of relevance.

HQ: Boston, MA   **Founded:** 2014   **Employees:** 65

Existing ERP: QuickBooks

Other systems: Salesforce, RHO, JPM, BREX, Fishbowl

Customer Challenges: Finding a modern solution to scale into and relieve all siloed systems

Deal Competitors: N/A

Why we Won: No Decision - Staying on QuickBooks + Fishbowl. Won with a strong roadmap of the future and a consultative approach of what was a day one need and what could be phased out.

Caravel teams:
Frank Herr, Jake Waters

NetSuite Implementation

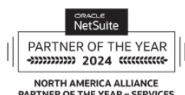**NetSuite sales team:** Kierstyn Yardley, Madison Applegate, Caleb Ward

NetSuite: Financials First

Methodology: Suite Success

Modules: Record to Report, Procure to Pay, Order to Cash

Interfaces: Banking, Fishbowl, Salesforce, RHO

Approach: HavocAI will deploy NetSuite in a multi-phase approach going live on core financials in month three. Phase two will be designed to replace fishbowl with NetSuite manufacturing, ADD projects + DCCA, and a middleware integration with Salesforce.

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