Industry: Products

Halo

HALO is the global leader in branded merchandise, uniform programs, and recognition and incentive solutions.

HQ: Sterling, Illinois   **Founded:** 1952 **Employees:** 1,800

Existing ERP: AIX 4Gen, NetSuite, Linux ERP, Sage

Other systems: NPromoStandards, ASI, TrueCommerce/SPSCommerce, AvidXchange, Snowflake, MerchantE/Fortis, Vertex, Planful, Paylocity, Santander, Magento, Halo Shopstar, Halo Swagr, Halo Toast, Ariba, Coupa, Tradecentric, Excel, ShipExec, Champion

Customer Challenges: Customer needed to update their old environment into a OneWorld instance to help accommodate their need to get all of their subsidiaries into a single NetSuite instance to deprecate their 4Gen and Linux ERP systems.

Deal Competitors: N/A

Why we Won: Halo needed a team that would be able to help them come up with a comprehensive plan to consolidate their systems in multiple phases to give them the best chance of success with their reimplementation.

Caravel teams:
David Tillotson, Naveen Inampudi, Scott Curry

NetSuite Implementation

NetSuite Sales Team: Tom Farley

NetSuite: OneWorld

Methodology: Suite Success + Optimization

Modules: Financials, Record To Report, Procure To Pay, Design To Build, Order To Cash, Project To Cash, Crm - Sales, Crm - Support

Interfaces: Banking (Santander, Fifth Third), Credit Card, Snowflake, Planful, UiPath, Concur, eCommerce (Shopstar), Paylocity, Vertex, Sage, PromoStandards, ASI, Payment Gateway, 3PL (Champion), ShipExec, ExtendTech, Toast, Tradecentric

Approach: Halo will reimplement NetSuite in a multi-phase project with core functionality going live in 8 months and integrating to various 3rd party systems in phase 1 and will have additional phases to consolidate their remaining ERP systems.