



# Industry: Services

## Newton Design



Newton Design is a trusted provider of simulation and training equipment for the aviation industry, law enforcement, and the military. We are driven by integrity, innovation, and a strong commitment to meeting our customers' needs. Our team brings together technical expertise and hands-on experience to deliver reliable, mission-ready, training systems.

**HQ:** Catoosa, OK   **Founded:** 1996   **Employees:** 55

**Existing ERP:** QuickBooks

**Other systems:** Concur, MS Excel, Paycor, Bank of Oklahoma & Bank of America

**Customer Challenges:** Leveraging multiple systems that didn't integrate well, reporting and tracking audit trail was very manual and tedious

**Deal Competitors:** N/A

**Why we Won:** They were just evaluating NetSuite - won due to our DCAA bundle

### Caravel teams:

David Tillotson, Kelly Gonyea

## NetSuite Implementation

**NetSuite sales team:** Adrian Saravia, Debbie Hill

**NetSuite:** Services Standard

**Methodology:** SuiteSuccess + Optimization

**Modules:** Record to Report, OneWorld, General Ledger, Financial Management Procure to Pay, Purchasing, Advanced Procurement, Accounts Payable, Advanced Electronic Payments, Expense Reporting, Fixed Asset Management Design to Build, Inventory Management, Demand Planning Project to Cash, Project Management, Resource Management, Costing, Time Entry, Task Management, Billing, Standard Revenue Management BPM SuiteBundles, DCAA Compliance

**Interfaces:** CC - BOA, Payroll - Paycor, Banking - BOA

**Approach:** Bridger Insurance will deploy NetSuite in a single phase with core functionality going live in 4 months & integrating to various 3rd party systems in phase one.



### CONTACT US:

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