

CUSTOMER PROFILE

Industry: Services

US-WDS



The U.S. Web Design System (USWDS) is a comprehensive design framework developed to help federal agencies build accessible, mobile-friendly, and consistent websites.

HQ: Pleasanton, CA Founded: 2015 Employees: N/A

Existing ERP: Sage

Other systems: QuickBooks, Surefire ISS Systems, ProLiant, Regions

Customer Challenges: Financial Consolidation

Deal Competitors: N/A

Why we Won: Not competing with anyone. We won because we were offering May

discounts and offered them a phased approach

Caravel teams:

Erica Kyriakides, Rob

Cupka

NetSuite Implementation

NetSuite sales team: Michelle Eichenberg,

Matthew McGuire

NetSuite: Financials First

Methodology: SuiteSuccess + Optimization

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

Interfaces: Operations, Banking

Approach: US-WDS will deploy netsuite in a multi-phase with core functionality going live in month 4. As additional subsidiaries are acquired they will be onboarded in future phases.







