



# By the Bay Health



At By the Bay Health, their teams of physicians, nurses, home health aides, and other healthcare professionals work alongside patients and families during some of the most vulnerable moments of the human experience. Their Hospice, Palliative, and Home Health care teams understand the importance of building strong, trusting relationships and providing expert care for those nearing the end of life, experiencing chronic pain, or those who need a little extra help receiving care at home – and as a purpose-driven non-profit, they stand proud that no patient is ever turned away due to an inability to pay.

## Demographics

**INDUSTRY** Medical

**HEADQUARTERS** Larkspur, CA

**FOUNDED** 1975

**EMPLOYEES** 285

**EXISTING ERP** Intacct

**OTHER SYSTEMS** CYMA, MS GP, Salesforce, ADP, Epic, F9, Blackbaud

## NetSuite Solution

**NETSUITE** Non-Profit Standard

**MODULES** Financials/Record to Report, Procure to Pay, Grants Management, Project Management, Accounts Receivable, NSAW, Caravel Shared Vendor Bills, Caravel Email Approvals

**INTERFACES** Bank of Marin, Heritage Bank, Payroll, CRM, EMR

## Implementation

**TIMELINE** 3 months

**METHODOLOGY** SuiteSuccess + Optimization

**APPROACH** By the Bay Health is merging with two other healthcare organizations and will become the largest independent non-profit in Northern California. They will be deploying NetSuite in a rapid timeline (approximately 3 months).

## Sales Teams

**NETSUITE** Kelsey Haller, Madison Applegate

**CARAVEL** David Tillotson, Erica Kyriakides

