

# **Customer PROFILE**

# **Arabella Advisors**



Arabella Advisors is a leading philanthropy services firm. They support the efforts of individual, family, institutional, and corporate donors worldwide. Their deep knowledge on issues and causes philanthropists care deeply about enables them to apply rigorous business principles when implementing grant-making strategies, effective portfolio management, and nonprofit evaluations. Their comprehensive approach to philanthropy delivers results that make a measurable difference.

### **Demographics**

**INDUSTRY** Services

**HEADQUARTERS** Washington, DC

**FOUNDED 2005** 

**EMPLOYEES** 201-500

**EXISTING ERP** Great Plains, Sage Intacct, QuickBooks

OTHER SYSTEMS Arabella, Kiwi, Financial Force, Expensify, Ceritnia, Nexonia, TSheets, Paycor, CapitalOne

#### **Sales Teams**

**NETSUITE** David Walsh

**CARAVEL** Kelly Gonyea, Rob Cupka

## **NetSuite Solution**

**NETSUITE** Services Premium with OpenAir

**MODULES** Record to Report, Procure to Pay, Project to Cash/Order to Cash (OpenAir)

INTERFACES CapitalOne, Salesforce, Paycor

# **Implementation**

**TIMELINE** 9 months (3 phases)

**METHODOLOGY** SuiteSuccess + Optimization

**APPROACH** Three-Phased approach with ERP going live for all companies in phase 1 and PSA being slowly rolled out over time.







