

CIOReview

The Navigator for Enterprise Solutions

NETSUITE SPECIAL

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CIOREVIEW.COM

20 Most Promising NetSuite Solution Providers - 2018

The deployment of cloud-based solutions and services into the enterprise market has significantly enhanced business performance. Migration from traditional infrastructure solutions to NetSuite has proven particularly advantageous, by providing time and cost efficiency, flexibility, and higher productivity. Access to information from anywhere has been empowered by NetSuite's unified business application suite, enabling management of multiple business operations through a single integrated system. The prime focus of the NetSuite platform has been to accelerate the workflow of business operations and processes, coupled with clarity and control.

Robust capabilities for data migration and rapid ERP deployment, alongside a strong partner program for developers to extend NetSuite functionality, benefits

a broad range of customers. With the right usage and utilization of these solutions, enterprises can expect to increase their productivity, profit, and clientele multi-fold.

Analogous to other development platforms, the NetSuite ecosystem supports an extensive range of solution providers, making it a challenge for CIOs to choose the right solution and provider for their specific needs. Helping meet this challenge, CIOReview has proven itself an advisory beacon in the NetSuite arena. A distinguished selection panel, comprising CEOs, CIOs, CTOs, industry analysts, and CIOReview's editorial board, has narrowed the choices to 20 providers that exhibit superior competence in delivering custom NetSuite solutions.

We present to you CIOReview's 20 Most Promising NetSuite Solution Providers - 2018.

BLUE BANYAN SOLUTIONS

recognized by CIOReview magazine as

20 MOST PROMISING
NETSUITE
SOLUTION PROVIDERS - 2018

An annual listing of 20 companies that are at the forefront of tackling customer challenges

Company:

Blue Banyan Solutions

Description:

Provides innovative tools and services to help companies improve business outcomes and drive their NetSuite ROI

Key Person:

Jan Rippingale,
Chief Technology Officer
Dao-liang Chou,
Chief Executive Officer

Website:

bluebanyansolutions.com

Blue Banyan Solutions Information As Competitive Advantage

Blue Banyan Solutions is a rising NetSuite solution provider and developer team that seeks to promote enhanced productivity and profitability through data-driven decision making. Their mission is to accelerate client success through product and service innovation, with an intense customer-centric focus. The company offers tools that target the classic challenges of tracking and managing company operations in real time, challenges facing all small and midmarket companies that have outgrown their limited, and often incompatible, startup software tools. The company has three major areas of strategic focus—building vertical solutions, developing a superior customer engagement model, and working with programs like the US Dept. of Energy-sponsored Orange Button initiative to reduce data exchange incompatibilities.



Jan Rippingale

Blue Banyan Solutions is the culmination of a number of defining moments in the life of Jan Rippingale, Chief Technology Officer, and co-founder of the company along with CEO Dao-liang Chou. Of experiences as diverse as earning a martial arts black belt in Japan at 15, encountering a tiger shark while diving in Fiji, and conversations about budgeting priorities with astronaut John Glenn while working at NASA, Jan says, “In very different settings I learned how crucial it is to accurately anticipate what is coming, not just to make smart decisions, but for survival. The key to organizational success is establishing a data-guided culture, where decisions are based on real time information about operational trends.”

NetSuite, with its rich suite of cloud-based business management tools, was the natural platform choice for Blue Banyan. Given its foundation in accounting, NetSuite is an excellent management solution for small and midmarket businesses. NetSuite has a global reach that aligns with Blue Banyan’s ambition to provide customers increased profitability and a competitive advantage wherever they are. Jan explains, “We engage deeply with customers to ensure rapid and proficient adoption, while developing tailored performance metrics that enable customers to progressively

optimize their operations. This includes real time recognition of new opportunities or threats, typically improving both the quality and timeliness of response.”

Blue Banyan is also leveraging broad NetSuite expertise to support clean energy. One Blue Banyan product, called Solar Success, is a NetSuite application extensively customized for residential and commercial solar installers. With the rapid decline in hardware costs over the last decade, reducing “soft costs” through operational efficiency has become the most difficult and pressing challenge for solar installers. Through partnerships with companies such as BayWar.e., a global renewable energy and distribution company, Blue Banyan is co-creating a model of a “no-touch” installer order experience that reduces soft costs through inventory and procurement efficiencies. Solar Success is a unified, solar-specific solution that covers accounting, supply chain, project management, CRM, marketing, procurement and fulfillment components. The software provides end-to-end visibility on cash flow, milestone payments, customer acquisition costs, project profitability, risk alerts, and other functions critical to a solar installer’s success.

“We engage deeply with customers so they have the tool proficiency to recognize new opportunities or threats in realtime, and respond appropriately”

Blue Banyan is well on its way to helping customers use business software for a clear competitive advantage. In addition to Solar Success, Blue Banyan will be introducing a variety of Suite apps, such as a drag and drop document manager that will enable others in the NetSuite ecosystem to function more effectively. [CR](#)