

OPTIMIZATION CASE STUDY

CLIENT PROFILE

Location
San Francisco, CA

Industry
Technology

Number of employees
Approximately 450

System used
QuickBooks



Ironclad is the #1 contract lifecycle management platform for innovative companies. Leading innovators use Ironclad to collaborate and negotiate on contracts, accelerate contracting while maintaining compliance, and turn contracts into critical carriers of operational business intelligence. It's the only platform flexible enough to handle every type of contract workflow, whether a sales agreement, an HR agreement, or a complex NDA.

CHALLENGE

Due to its tremendous growth, Ironclad is looking for a more robust software package that can handle this surge in business activity. With numerous satellite software packages, Ironclad also is looking for a solution that can integrate with all these satellite systems to streamline their architecture. In addition, Ironclad is looking for a solution that can help with its revenue management.

SOLUTION

Implementation of NetSuite's OneWorld Financial First edition, integrations with their most used day-to-day systems and Advanced Revenue Recognition Module.

OPTIMIZATION WINS

- 01 STREAMLINED TECHNICAL ARCHITECTURE
- 02 AUTOMATED REVENUE RECOGNITION
- 03 MORE ROBUST REPORTING