

Two senior architects. One accountable team. Delivering 7-figure returns for a decade.

WHY TWO SENIOR PEOPLE, NOT ONE

James Kohler and Matt Naman each bring 10+ years hands-on experience in NetSuite, and we have delivered together for over a decade. Our strengths are complementary by design:

James

Technical architecture, complex development, and modern decoupled systems: SuiteScript, real-time integrations (Salesforce CPQ, EDI).

Matt

Enterprise systems architecture and financial operations: full lifecycle implementations and rescues, subscription-to-cash, ARM and revenue recognition (ASC 606), month-end close, multi-subsiary consolidation, and Dell Boomi middleware strategy.

AI, built in.

Most teams dread every NetSuite update because testing eats days. We build AI-driven automated testing into every engagement, so releases ship fast and nobody holds their breath.

Individually, each of us has gaps. Together, there is nothing on the platform we have not shipped — technical or financial, build or close, architecture or execution. **That pairing is the product.**

WHAT WE'VE DELIVERED TOGETHER

- 01** Rescued a stalled implementation for a \$700M+ family-owned lumber distributor. After a year and a half without traction, a lean team delivered **a highly customized, production-ready system in six months**: lot-based inventory and costing, a dynamic allocation engine, drop ship, VMI, a SuiteScript pricing and square-footage commission framework, and real-time lot-level gross margin.
- 02** Launched an e-commerce platform across 22 markets, onboarding 200,000+ customers in 120 days, for **\$10M in new annual revenue**.
- 03** Delivered a **16-subsiary NetSuite transformation** for a \$500M multinational. We consolidated two failed implementations, built a Dell Boomi integration strategy, and completed the global rollout over a two-year engagement.
- 04** Delivered **two full-cycle NetSuite implementations in parallel** for SaaS AI startups: subscription-to-cash with ARM revenue rules, Stripe billing and checkout synced to NetSuite, and integrations with OneStream, Brex, Rippling and J.P. Morgan Chase banking.
- 05** Integrated Salesforce CPQ with NetSuite, cutting manual order entry from **45 minutes to under 2** for 90% of orders and saving **\$1M** in total costs.
- 06** Automated shipping and logistics across ~15,000 SKUs. We took carrier selection out of human hands, optimizing cost and delivery, with **\$1.3–1.5M saved annually**.
- 07** Built a global contract and licensing platform that grew managed licensing revenue from **\$40M to \$150M**, automating renewals and entitlements across 1M+ endpoints.
- 08** Built an AI support agent that resolves **~85% of customer conversations** end-to-end with live human handoff. Sentiment-aware triage sends frustrated customers straight to a case instead of through troubleshooting, with auto-summaries and knowledge base generation.
- 09** Built an automated QA testing suite that cuts pre-go-live testing **from hours to minutes**.

CLIENT TESTIMONIALS

"When James and Matt joined, we were a roughly \$40M multinational running global licensing on spreadsheets and hand calculations across the Americas, APAC, and EMEA. That process was never going to keep up as we grew. They built a global licensing and management system natively inside NetSuite, handling contracts, renewals, upsells, downsells, cancellations, and consolidated billing. It helped support our growth, with managed licensing revenue climbing from \$40M to \$150M and a fifteen to twenty percent lift in revenue. It's rare to find people who understand both the technical architecture and the business logic that well."

— Michael Rissi, Director of Technology, Scala Inc.

SKILLS AND EXPERIENCE

James and Matt, by area

Area	James	Matt
Platform and architecture		
Enterprise architecture and roadmap	Advanced	Expert
NetSuite ERP, CRM and OneWorld (multi-subsiary)	Expert	Expert
SuiteFlow, SuiteBuilder and workflow automation	Advanced	Expert
Data migration and governance	Expert	Expert
Development and integration		
SuiteScript and custom development	Expert	Experienced
Integrations and middleware (REST, Boomi, MuleSoft, Celigo)	Expert	Advanced
EDI	Expert	Advanced
Salesforce and CPQ integration	Expert	Experienced
AI, LLM, agent and automation	Expert	Experienced
Product development and cloud apps (JavaScript, GCP, Firebase, BigQuery)	Expert	Experienced
Finance and operations		
Financials, ARM / ASC 606, month-end close	Experienced	Expert
Order-to-Cash and Procure-to-Pay	Advanced	Expert
Warehouse, inventory and supply chain	Advanced	Expert
Manufacturing, work orders and assemblies	Advanced	Expert
Delivery and leadership		
Executive leadership and team management	Expert	Expert
Project management and business analysis	Expert	Expert

Expert: we lead it, at any complexity.
Advanced: we've delivered it successfully, multiple times.
Experienced: we've worked in it and implemented it.

Modules implemented: ARM, OneWorld, Advanced Financials, Advanced Inventory, SuiteBilling, Planning and Budgeting, Multi-Book Accounting, Dunning, Electronic Banking, CRM, Incentive Compensation, Advanced Order Management, SuiteProjects, Procurement, Demand Planning, Work Orders and Assemblies, Advanced Manufacturing.

Integrations and platforms: Salesforce and CPQ, Dell Boomi, MuleSoft, Celigo, Concur, Magento, EDI, RF-SMART warehouse management, Stripe, Brex, Rippling, OneStream, J.P. Morgan Chase banking (via FISERV), REST and SOAP APIs, and carrier integrations (FedEx, UPS, DHL).

Cloud and custom development: SuiteScript, JavaScript, Google Cloud Platform, Firebase, BigQuery, Cloudflare, Axiom, Claude Code.

Industries: SaaS and software services, digital signage, transportation, online retail, fashion, health care, communications, non-profits, distribution, manufacturing, lumber, sports technology.

Certifications: SuiteFoundations, SuiteAdministrator.