



Nolan Computers

www.nolancomputers.com



At A Glance:

- **Company:**
Specializes in corporate and business software solutions for NetSuite.
- **Location:** McLean, VA
- **Industry:** Software
- **Advantages to Partnering With NetSuite**
 - Nolan Computers has access to a world-class, integrated business suite.
 - NetSuite provides sales and marketing support to reach international clients.
 - Detailed debugging and logging tools make solution development and testing easier.
 - NetSuite's application repository and Web-based deployment makes servicing overseas customers affordable.
 - Developers can adapt their existing development experience to the NS-BOS platform.

Nolan Computers Takes the Fast Track to SaaS Solution Development With NetSuite

The Challenge:

Nolan Computers has been delivering high-value add-ons for business solutions since 1994. With the growth and maturation of Software-as-a-Solution (SaaS) business platforms, Nolan began looking for an opportunity to expand its reach to the next generation of enterprise customers. "We see SaaS becoming a bigger and bigger interest to customers in the long run because of the cost of on-premise software and the complexity of supporting an organization across locations and countries," says Tim Nolan, managing director of Nolan Computers. "So it's a space we knew we wanted to be in."

The company also wanted a way to expand its reach into new markets without having to build out a large international infrastructure or engage in costly travel. "Inevitably, on-premise solutions require an on-premise presence from us," Nolan says. "We were looking for ways to open up more opportunities virtually anywhere in the world, without needing to jump on a plane."

The Solution:

After carefully considering its options, Nolan Computers became a NetSuite partner in late 2005. Despite more than a decade spent specializing in an on-premise business solution, the company's developers were able to get up and running with NetSuite very quickly. "The NetSuite development methodology complements the stable of languages our developers were already working in," Nolan says. "For some people, working in Java is very new, but Java is a very useful language to learn when you're working with Internet-focused applications."

With access to detailed logging information, Nolan's developers are never at a loss to understand how their code is affecting the NetSuite solution. "NetSuite is constantly expanding and improving its debugging tools," says Peter Boniface, Nolan Computers development manager.

Nolan Computers designed its first solution module, Fixed Asset Management, with NetSuite's penchant for comprehensive detail as a guide. "We wanted to make sure that the Fixed Asset system was very complementary to the rest of NetSuite, so with our solution a company's assets can be viewed very much like a customer record," Nolan says. "Users can view all sorts of detail about the history of the asset, including the e-mails, transactions and interactions associated with it."

To date, Nolan Computers has successfully deployed two modules for NetSuite, with more on the way. The NetSuite repository makes it possible for Nolan to cater to a worldwide audience. "The toolsets NetSuite provides have made it refreshingly easy for us to jump in and start doing useful things for clients straightaway," Nolan says. "And the international reach and easy deployment has expanded our markets—our first Fixed Asset customer was in Australia, and we managed that from the comfort of our armchairs here in the office!"

Nolan is confident that he selected the right partner for his company's expansion into SaaS development. "NetSuite is the most comprehensive, integrated solution that we know of—even when compared to SAP or Oracle. What NetSuite offers is extremely impressive."

 Find out more: contact NetSuite, Inc. at 1 877 NETSUITE or visit www.netsuite.com

