

# Avalara

## Introduction

This case study of Avalara is based on a May 2021 survey of Oracle NetSuite customers by TechValidate, a 3rd-party research service.



“After switching to NetSuite, we were able to free team members from tedious tasks and move them on to more strategic projects.”

“We revamped our purchasing processes by leveraging NetSuite Advanced Approvals, which resulted in greater controls and transparency across the company.”

We significantly reduced the time taken to complete SOX compliance requests by leveraging NetSuite’s robust audit trail and saved search functionality.”

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Oracle NetSuite:

- They moved to NetSuite because they had a partnership with NetSuite and also needed to scale efficiently.
- They replaced Microsoft with NetSuite.

## Use Case

They chose NetSuite over the other solutions for the ability to scale and grow.

The parts of their business now being driven by NetSuite:

- Financials

## Results

The surveyed company achieved the following results with Oracle NetSuite:

- They have collected better data and reporting since switching to NetSuite.
- The organization has been able to do the following with NetSuite:
  - Automate many financial processes that were previously manual
- Rates NetSuite on the following capabilities compared to their previous software:
  - Ease of use for increased adoption: **significantly better**
  - Value returned for the price: **significantly better**
  - Overall software performance: **best they’ve used**
  - Breadth of capabilities & functionality: **best they’ve used**
  - Partner solution ecosystem & integrations: **best they’ve used**

### Company Profile

Company:  
**Avalara**

Company Size:  
**Medium Enterprise**

Industry:  
**Computer Software**

### About Oracle NetSuite

Oracle NetSuite is the world’s leading provider of cloud-based business management software. NetSuite helps companies manage core business processes with a single, fully integrated system covering ERP/financials, CRM, ecommerce, inventory and more.

Learn More:

[Oracle NetSuite](#)