



## InnoVergent

[www.innovergent.com](http://www.innovergent.com)



### At A Glance:

- **Company:** InnoVergent is a rapidly growing reseller of leading cloud-computing business solutions including NetSuite and OpenAir.
- **Industry:** Value Added Reseller (VAR)
- **Location:** Alpharetta, GA

*“OpenAir provides our organization with a strategic advantage over our competitors. It provides us the capability to deploy a full services resource planning solution that is fully integrated and extremely functional. Our clients demand a value based solution that provides them the performance metrics to aid them in realizing operational excellence — OpenAir plays a significant role in meeting and exceeding our client expectations.”*

*— Paul Cammisa, Founder, InnoVergent*

### Challenges:

- InnoVergent began exploring additional offerings to increase footprint at current clients
- Company identified a major gap in current clients' business processes
- Lack of professional services automation (PSA) left customers without a complete view of services business
- No PSA offering left InnoVergent susceptible to lost business opportunities

### Solution:

- InnoVergent signed on to resell OpenAir in November of 2008
- OpenAir's seamless integration with Intacct and NetSuite is a natural fit for current customers looking for services automation
- OpenAir PSA is the perfect solution for InnoVergent's core market

### Results with OpenAir:

- The addition of OpenAir to InnoVergent's portfolio has generated multiple add-on sales including two in the last six months
- Success with deploying NetSuite and OpenAir has generated multiple referral deals
- InnoVergent is now able to sell an additional product under the same NDA
- Company's focus on customer satisfaction has led to the reputation of being a trusted business advisor

