



University of Dreams

www.summerinternships.com



At A Glance:

- **Company:** University of Dreams is the world's leading internship program for college students providing opportunities in New York, Los Angeles, Chicago, San Francisco, San Diego, Washington D.C., Barcelona, London, Hong Kong, Sydney, and Costa Rica.
- **Industry:** Services: Education
- **Headquarters:** Redwood City, CA, with offices in Chicago, New York and Barcelona
- **Software switched from:** Spreadsheets; other silo systems
- **NetSuite Partner:** Demand Solutions Group (www.demandolutionsgroup.com)



“We were easily able to consolidate multiple systems and turn on an integrated solution for all of our employees at one time. We saw an immediate impact to the stability and visibility of our operations. NetSuite has provided an incredible foundation to allow us to expand our growing business as we now spend more time supporting our customers’ needs.”

— Eric P. Normington, Chief Marketing Officer, University of Dreams

Challenges:

- University of Dreams was suffering data managing nightmare—three silo systems and tons of spreadsheets, losing valuable data in the process when transferring back and forth from one system to the other.
- Managing thousands of applicants and monitoring hundreds of interns worldwide, company needed a system to provide easy, up-to-date and relevant data available anywhere, anytime.
- University of Dreams’ clients (interns) were forced to work with multiple Web-based systems of differing paradigms and interfaces causing confusion and massive amounts of manual data re-entry and transfer by the University Dreams personnel.
- Needed a quick-to-implement and easy-to-learn solution that would allow them to continue with their normal operations.

Results with NetSuite:

- NetSuite provides a single accounting + CRM solution allowing University of Dreams to focus more on understanding and analyzing data rather than transferring and retrieving it.
- Through NetSuite, University of Dreams gained the much needed 360-degree view and control over its business—helping manage its customers and streamlining internal operations.
- Through NetSuite, University of Dreams gained a single Web portal for all interactions with the interns and with the companies providing internships. Participants and providers are able to apply for, select, prepare for and provide all needed information, fees and activities through a single native NetSuite Web portal.
- Through NetSuite University of Dreams was able to automate many notifications and interactions, thereby providing significant efficiency gains for the company.
- With help from NetSuite solution provider Demand Solutions Group, University of Dreams ensured its success with NetSuite and received timely implementation and training.

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