



ReVision Energy Revamps With Unified Finance and Operations



Founded in 2003, ReVision Energy has grown from a bright idea into the leading solar energy installer in Maine, New Hampshire, and Massachusetts. The employee-owned Certified B Corporation has installed nearly 20,000 solar projects, saving commercial and residential customers \$75 million and eliminating 140,000 tons of carbon emissions. Named the nation's number five top solar installer in 2024 by Solar Power World, ReVision acquired peer company Sunbug Solar in late 2023 and today employs roughly 420 people—a fourfold increase since 2013.

“The BNN team had a ton of expertise in how to build out RFP requirements, evaluate RFP responses, and challenge vendors to provide the information we needed. They were very easy to work with, very professional, very organized, and very detail oriented. Once NetSuite was selected as the best ERP for ReVision’s needs, BNN oversaw the implementation process, which was handled by NetSuite Alliance partner Myers-Holum.”

Sam Lavallee, Chief Financial Officer, ReVision Energy



ReVision Energy
www.revisionenergy.com

Powering Increased Performance Efficiency With NetSuite

Steady growth outstrips QuickBooks capabilities

ReVision outgrew its QuickBooks desktop application as revenue increased by 20% to 30% each year over a decade. Finance and accounting staff struggled with spreadsheets and manual work, while limited and labor-intensive reporting failed to provide leadership with the insights needed to support decision-making. Inventory tracking, project management, and operational efficiency suffered, and instability in QuickBooks led to frequent crashes, data loss, and emergency backups. As ReVision expanded into new markets, products, and services, it recognized the need for a cloud-based ERP and a modern tech stack.

Expert guidance in choosing the optimal ERP

ReVision's expertise is in solar energy, not ERP evaluations. To help make informed decisions on its IT strategy, the company worked with Baker Newman Noyes (BNN), an advisory, assurance, and tax firm, that offers independent technology advisory services. BNN helped ReVision evaluate solutions including Acumatica, NetSuite, and Microsoft Dynamics, which was especially attractive since ReVision uses Microsoft Dynamics CRM.

Double-digit efficiency gains

With nearly 40 financial and operational users on NetSuite, ReVision's upgrade is delivering remarkable gains in efficiency and visibility. Period-end financial closes are now twice as fast, dropping from 14 business days to 7, while overall financial management efficiency has increased by 50% since June 2023. ReVision has also reduced its inventory carrying days and costs by 50%, and days sales outstanding is down 30% due to improvements in accounts receivable speed and visibility.

With NetSuite, ReVision can segment customers and projects for incisive financial reporting that helps control costs and optimize profitability. Finance leadership has real-time visibility into the balance sheet and cash flow, which was not possible with QuickBooks, and can easily drill down into transactional detail. Integration between NetSuite and ProCore, a project management system deployed as part of the project, lets finance, operations, and service teams better track costs against budgets and accelerate project delivery.

Smoother operations from an accelerated go-live

ReVision has transformed into a more data-driven business, achieving breakthrough scalability and flexibility to support continued growth, diversification, and potential acquisitions. Engagement with BNN helped guide this strategic journey, from initial ERP evaluations to coordinating among Myers-Holum, NetSuite, and third-party application vendors throughout the implementation process. Partner flexibility also helped to speed up the NetSuite go-live date by a month.



Company Snapshot

Company: ReVision Energy

Location: South Portland, Maine

Employees: 420

Application Replaced: QuickBooks

Other Solutions Considered: Microsoft Dynamics, Acumatica

NetSuite Modules Deployed:

[Customer Learning Cloud Support Company Pass Sandbox Environment for NetSuite Customers](#)
[NetSuite SuiteCommerce MyAccount Cloud Service](#)
[NetSuite SuiteSuccess Services Prm Cloud Service Premium Service Tier](#)
NetSuite ACS Monitor 36

Implementation Partner: Myers-Holum



Advisory Partner: Baker Newman Noyes