



Cloud Doing Good

NetSuite Solution Provider Partners With Charities as a Force for Good



Cloud Doing Good, a NetSuite solution provider in the UK, works mainly with clients in the charity and environmental sectors, using [NetSuite ERP](#) to help them make an even bigger impact. Cloud Doing Good completed over 30 implementations for various organisations last year and won a NetSuite Partner of the Year award for the most new clients in EMEA.

From Startup to Award-Winning Solution Provider

Doing good business

In the two and a half years since its launch, Cloud Doing Good has grown tenfold. Revenues have increased 100% in the past year. The company's first rapid deployment involved a small, £1.2 million charity with 15 employees. Now, with NetSuite as its offering, Cloud Doing Good pitches for global organisations with £30 million to £90 million annual turnover — and wins.

“NetSuite’s SuiteSuccess implementation programme makes things so easy that it seems like you’re starting 10 metres from the finish line.”

Iain Goldmann, Partner, Cloud Doing Good



While many IT resellers offer a range of technology platforms, Cloud Doing Good prefers to work only with NetSuite. It has found that the strength of NetSuite's product and brand name help win business, especially with bigger clients.

Plenty of support

Back when it was a relatively small startup, Cloud Doing Good lacked a dedicated marketing function. The team appreciated NetSuite's huge support in the form of product development, sales, and marketing materials. While many IT resellers offer a range of technology platforms, Cloud Doing Good prefers to work only with NetSuite. It has found that the strength of NetSuite's product and brand name help win business, especially with bigger clients.

Winning big

Cloud Doing Good's prospective clients appreciate that NetSuite doesn't require heavy customisation like some ERP systems. And [NetSuite's SuiteSuccess implementation methodology](#) — with embedded leading practices developed from NetSuite's experience in thousands of implementations — is a process that's easy to sell.

Social impact at scale

Cloud Doing Good plans to continue expanding its reach in the social impact space. It takes special pride in leading implementations across a wide range of charity missions, from membership organisations to social care, for instance. Cloud Doing Good also expects to continue growing the 20% of its practice that deals with commercial clients with an ESG focus, backed by NetSuite's reputational strength.



Company Snapshot

Company: Cloud Doing Good

Location: Guildford, U.K.

Industry: IT Services and IT Consulting

To find out more, contact NetSuite on [Hello-Netsuite_GB@oracle.com](mailto>Hello-Netsuite_GB@oracle.com)

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