



CMC Energy Services

www.cmcenergy.com
www.hometuneup.com



At A Glance:

- **Company:** CMC Energy Services is a leading pioneer in residential energy services nationwide.
- **Location:** Bethesda, MD
- **Industry:** Energy; Professional Services
- **Software switched from:** Salesforce.com, MS Dynamics (Great Plains)
- **Other software considered:** SAP, Oracle, Maximizer

“We looked at SAP but they were really high end, more than our budget could handle. So we went with NetSuite.”

— Angelica Biehl, Controller, CMC Energy Services

Challenges:

- Needed full-service IT platform to combine CRM, ERP and Ecommerce
- High cost of integrating the applications was not practical
- High cost of SAP could not be justified

Results with NetSuite:

- Avoids complex and costly internal integration
- Able to launch at half the cost of a single seat with SAP
- Has everything — ERP, CRM, Ecommerce — under one roof

CMC Energy Services (www.hometuneup.com), based in Bethesda, Maryland, is a pioneer provider of energy efficiency solutions to utilities nationwide. CMC’s Home Energy Tune-uP® program needed a full-service enterprise management platform which could combine CRM, ERP, and Ecommerce. The company explored combining best-of-breed applications, but was turned off by the high cost of integration plug-ins. Sights turned on SAP as a single solution, but the high cost of ownership could not be justified.

That’s why the Home Energy Tune-uP® program runs on NetSuite today. With NetSuite, CMC Energy can avoid complex and costly internal integration, and was able to launch with multiple users at half the cost of a single seat with SAP.



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