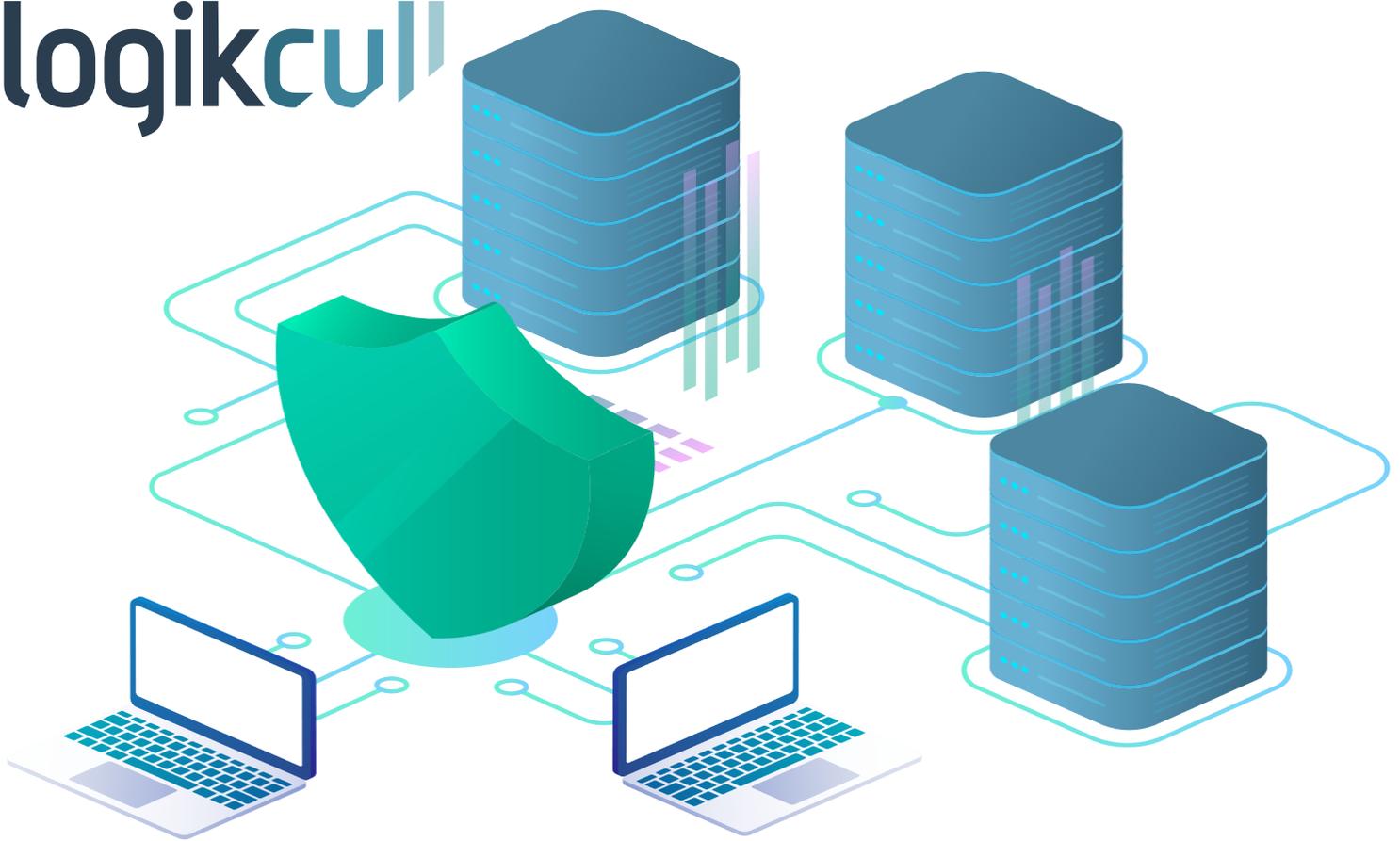# logikcull

Leading eDiscovery Company Works with CEBA Solutions to Implement NetSuite Cloud ERP

Focused on democratizing the discovery process, Logikcull replaces its basic ERP with an enterprise-grade cloud platform that will support the company's future growth.

Since 2004, Logikcull has been providing eDiscovery services to a wide range of industries and customers. Short for "electronic discovery," eDiscovery is the process of discovery in civil litigation that's carried out in electronic formats (e.g., email, instant messaging chats, documents, accounting databases, etc.).

Initially, Logikcull specialized in data processing for high-profile disputes like Microsoft antitrust litigation and matters related to the subprime lending crisis. After several successful years operating as a vendor—during which Logikcull was named among the fastest-growing legal tech companies in the world—the company pivoted to cloud-based software with the

goal of "democratizing discovery" and making it accessible to anyone, anywhere, and at any time.

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Evan Meagher, Vice President of Finance

Cloud-based discovery software makes it possible to upload, review, and produce documents online, via the cloud, without the delays, complications, or expense of traditional eDiscovery services.

"Everyone has a shared understanding of what the facts are," said Evan Meagher, Vice President of Finance. "Those facts become the foundation for legal arguments for both sides and are also used for Freedom of Information Act requests (i.e., when a citizen requests data from the government related to a specific action).

Searching for a Better Solution
Headquartered in San Francisco and venture-backed by some of the most well-known firms in Silicon Valley, Logikcull has 90 employees and more than 1,500 customers in 40 different countries.

With its customer-facing solution already in the cloud and fully accessible to the individuals who needed it, Logikcull went in search of a cloud-based enterprise resource planning (ERP) solution to replace an

existing, Xero ERP that wasn't living up to expectations.

"Xero is great if you're running batting cages or a nail salon, but it's not enterprise-grade and you're not going to go public on that platform," said Meagher. Among the system's shortcomings was the Breadwinner connector, which Logikcull needed to connect its ERP to the Salesforce customer relationship management (CRM) platform.

"A lot of our go-to-market data resides in our CRM and has to flow into our revenue recognition," Meagher explained. "The connector wound up creating a lot of downstream issues in terms of revenue recognition and the billing process that we use to generate invoices."

In need of an enterprise-grade solution to alleviate these and other problems, Logikcull put out a request for proposal (RFP) and evaluated NetSuite, FinancialForce, and Sage Intacct. After selecting NetSuite, it went in search of an implementation partner that could also help it efficiently transfer nearly 15 years' worth of data into its new system.

Introduced to CEBA Solutions by Vanessa and Scott Kruze, founders of Kruze Consulting, Logikcull engaged the NetSuite Partner to manage the implementation process. "We'd worked with Kruze in the past and they really raved about CEBA," said Meagher. "Vanessa and Scott really know what they're talking about, so we took their advice."

The Right Partner
Working on a strict budget at the time, Logikcull opted for CEBA's basic project management offering. Reflecting on that

decision, Meagher wishes he would have pushed harder for more budget dollars. "Our scope definitely crept due to the extent of our data fidelity issues—inherent in having a business that was nearly 15-years-old when we did the transition," Meagher explained. "In hindsight, I wish we'd gone with the 'Cadillac,' white glove, entirely outsourced option right from the beginning."

Even though Logikcull's team had to manage more of the data migration work, Meagher said the company's decision to use CEBA paid off. Starting with a kick-off meeting, CEBA established a project management site where implementation team members could collaborate, see their assignments, and track their deadlines.

"CEBA worked with our accounting manager to parse out the work and make sure the deadlines were reasonable," Meagher said. "They used a very logical, well-thought-out, formulaic process that ensured we didn't get lost in the weeds, of which there are many when you're doing an ERP transition."