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NewGen Business Solutions



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The annual listing of 10 companies that are at the forefront of providing solutions in the NetSuite ecosystem and transforming businesses

NewGen Business Solutions Bringing the Power of NetSuite to Event Industry

The past three decades have been nothing less than a roller coaster ride for ERP solution vendors. With new trends—client-server, open-source, cloud, and more—emerging continuously, it has been difficult for them to fulfill the growing needs of clients. However, amidst the changing trends and needs, one company that has steadily steered toward success is Scottsdale, AZ-based NewGen Business Solutions, a leader in the implementation and support of quality business software exclusively focused on the event industry. One might ask how? To explain, Richard Kostopoulos, the CEO and president of NewGen Business Solutions, says, “Clients often ask whether we know their business model or have a reputable platform built out to that end. We tell them that we leverage the knowledge we have acquired over the years knowing the industry and knowing it well, and then combine that knowledge into an ERP platform that is second to none, NetSuite. Once they find that we have paid our dues and understand their needs thoroughly, they are ecstatic.” By understanding its clients’ prospects’ business to the core, and offering a prebuilt platform,

ConventionSuite, NewGen Business Solutions mitigates its clients’ challenges and caters to their needs in a comprehensive manner. “We embed our knowledge into a second to none ERP platform—NetSuite—which enables us to provide the desired outcome for our clients,” remarks Kostopoulos.

NewGen Business Solutions combines over three decades of business solutions and technology experience, multi-industry business acumen, and top rated technologies to provide expert guidance for transforming its clients’ business. Operating as a full-service NetSuite support partner, the company follows a modified, event industry specific “NetSuite SuiteSuccess” implementation methodology that reduces time to go-live. On the platform side, NewGen Business Solutions offers a prebuilt, cloud-based, single-system business management software, ConventionSuite. Built on top of NetSuite, the software delivers complete back-end automation around order management, billing and invoicing, vendors and procurement, accounting period management—all customized according to the clients’ needs.



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With features around ERP, CRM, project management, and integrated eCommerce, ConventionSuite helps clients in painting a complete and integrated picture of the entire organization, which improves operational processes. Delivered through the cloud, the platform requires no hardware purchase or setup. ConventionSuite deployment utilizes leading practices for solutions delivery and can be deployed in less than 100 days. Further, NewGen Business Solutions also provides NetSuite evaluation, implementation, support and administration, optimization and development, and managed services.

What differentiates NewGen Business Solutions is the in-depth technical and industry know-how that it possesses. “We are constantly learning how to take the world’s number one cloud ERP—NetSuite—and leverage it to empower our clients,” mentions Kostopoulos. And the results are stupendous. Clients appreciate the industry knowledge and

thought leadership that NewGen Business Solutions offers to help them achieve their desired results. In an instance, the company melded the NetSuite platform into the business processes of one of Chicago’s major convention center. The client was using two different platforms that weren’t as pliable as NetSuite before they switched to the third one, which was NetSuite. “Since NetSuite is an all-encompassing solution, the project was a success for both of us,” says Kostopoulos.

A renowned expert in the field of ERP methodologies, Kostopoulos is highly passionate about educating students on the benefits of combining technology with business practices. He has delivered speeches on the same in many eminent universities, such as the University of Chicago (Booth School of Business) and the Illinois Institute of Technology. With Kostopoulos at the helm, NewGen Business Solutions envisions expanding rapidly in the near future. “For us, knowing multiple sub-segments of a very demanding industry comes first. We have certainly paid our dues and will continue to pay them as we head toward a bright future,” concludes Kostopoulos. [CR](#)