NetSuite

The World's #1 Cloud Business Management Suite

NETSUITE BENEFITS

Benefits experienced by organizations using NetSuite include[1]:
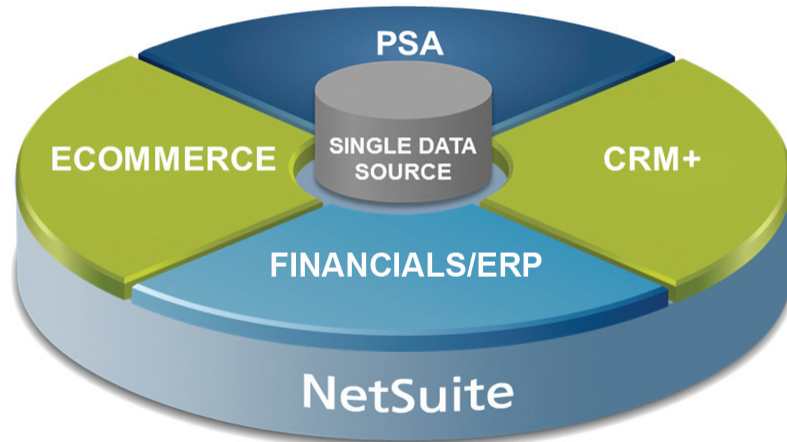
- Reduced IT costs by 50% or more
- Accelerated financial close by 20%–50%
- Cut quote-to-cash cycles by 50% or more
- Reduced invoicing costs by 25%–75%
- Improved sales productivity up to 20%
- Reduced days sales outstanding (DSO) by 10%–20%

NetSuite Customers Include:

GAWKER MEDIA

ESET®

PRECOR® COMMERCIAL FITNESS

GROUPON
Collective Buying Power

IGLOO®

RightNow®

NetSuite (NYSE: N) is the world's #1 cloud business management suite, providing your company with a single, web-based solution to integrate its core business processes—accounting/enterprise resource planning (ERP), customer relationship management (CRM), professional services automation and ecommerce.

Since 1998, NetSuite has been enabling companies to transform their business performance and processes. Now, over 10,000 organizations and subsidiaries of every size across a broad range of industries trust their businesses to NetSuite. With NetSuite, businesses slash IT costs, streamline order and procurement processes, eliminate onerous spreadsheet-based reporting and improve employee productivity.

NetSuite Provides the World's #1 Cloud Business Management Suite

Why NetSuite?

Dramatically Reduces IT Costs

NetSuite's cloud delivery enables businesses to run their core business applications without having to maintain costly on-premise IT infrastructure and resources. The result is savings of 50% or more, according to Hurwitz & Associates, as well as automated upgrades, security and data management.

Single System Drives Productivity

With NetSuite, you can eliminate the costly hairball of multiple business applications and run a single system for accounting/ERP, CRM, ecommerce and more to automate processes, improve visibility and drive productivity. NetSuite's completely integrated order management and procurement processes eliminate manual entry, accelerate cycle times by 25% to 75%, reduce errors and free up resources.

Real-Time Visibility for Everyone

Built-in business intelligence provides a clear view into finance, sales and service performance through role-based dashboards and real-time reports. A 360-degree view of the customer ensures unified customer information throughout marketing, sales and service, improving collaboration and eliminating duplicate, out-of-date customer information.

[1]*Sources: Nucleus Research and Hurwitz & Associates*

> NetSuite has simplified our company's operations, given us great efficiency, power, and flexibility, helped us do business on the web, and has helped unify our customer touchpoints by linking CRM with ERP and ecommerce. In IT, NetSuite changed our role.
>
> —Advantage Sign Supply

> With NetSuite, we're able to grow in a controlled and scalable way without worrying about our systems or having to add new staff members just to keep up with our volume.
>
> —WhippleHill

> We went from the most expensive piece of software on the planet—SAP—down to QuickBooks and then to Great Plains. They were all either limited, costly or both. We finally realized that we had to get on a single system, and that's where NetSuite came in.
>
> —Distribution Video & Audio

Run Your Business from Anywhere

NetSuite's web-based solutions enable your employees to access critical business information from anywhere on the globe. With support for popular mobile devices, NetSuite users get access to their business application from the palm of their hand.

Easy to Customize and Adapt

NetSuite's SuiteCloud platform supports proven application customization to adapt NetSuite to your needs—whether specific workflows, integration or tailored logic. Even better, no matter how you customize, you'll always be running the latest version.

Enterprise-Class Security, Availability and Data Management

With certifications such as SAS 70 Type II, PCI DSS and EU-US Safe Harbor, NetSuite delivers the utmost compliance and security confidence. And with multiple data centers, automated data backups and a stringent Service Level Commitment, NetSuite provides infrastructure that is more robust than typical on-premise deployments.

Designed to Meet Specific Industry Needs

NetSuite provides specific industry editions for software companies with advanced revenue recognition needs, manufacturers and wholesale distributors with multi-site inventory, production and services organizations with disparate resources and complex multi-currency client billing, and retail/e-tail businesses with multiple channels.

Delivered by a Trusted Cloud Solution Provider

As a public company with strong cash reserves and extensive international operations, NetSuite gives its customers the assurance that they're partnering with a company that has the resources to drive their long-term success.

NetSuite Customer Benefit Examples

Improvement Area	Business Result	Company
Accounting Efficiency	Monthly close reduced by 50%	nomis solutions
	Accounting reduced costs by 20%	GAWKER
	Financial close reduced from weeks to 4 days	COVER-ALL TECHNOLOGIES
IT Efficiency	Saving approximately $250,000 annually	successfactors BUSINESS EXECUTION SOFTWARE
	Reduces IT cost by $275,000 and achieves ROI in just 6 months	RedBUILT Engineered Wood Products
Employee Productivity	Services revenues lifted by 20%	healthinc
	Grew 350% in 6 years without adding staff	DIGITAL CHECK

" NetSuite makes the revenue recognition process more secure and safe from human error."

—CashEdge

" The consistent, repeatable practices in NetSuite's order-to-fulfillment chain have been a tremendous boon. We're cutting the time in half."

—China Manufacturing Network

NetSuite Features
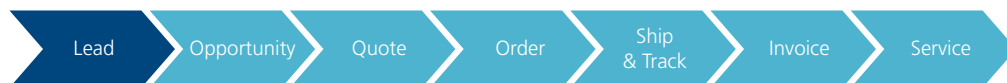
Financials / ERP

Powerful Financial Management

NetSuite financial management provides comprehensive accounting functionality that accelerates your financial close, provides strong invoicing and expense management, streamlines order and revenue management, and delivers complete real-time visibility and reporting to manage the financials of the business.

- Provides more than 100 standard reports, including income statements, balance sheets, consolidated reports, variance reports and side-by-side comparisons—or easily create and define financial reports according to the needs of your business
- Flexible general ledger, accounts receivable and accounts payable; supports an unlimited number of general ledger accounts, sub-accounts and segments
- Automated allocations, currency management tools and period locking simplify the period-end close process
- Always-on audit trail provides total background into every transaction, such as the author and time of each entry
- Fixed asset management enables maintenance and control of the complete asset lifecycle across depreciating or non-depreciating assets, from creation to depreciation, revaluation and disposal
- Accommodates different accounting and business practices across countries and supports local reporting and taxation requirements
- Full multi-currency accounting support for offices in other countries, or when conducting business with foreign companies

End-to-End Order-to-Cash Management

- NetSuite fast-tracks your order-to-cash process—from quote to order to invoice—in a single integrated process that reduces manual effort, eliminates errors and accelerates order management.
- Converts quotes into approved sales orders and routes them to the finance team for invoicing and revenue recognition
- Integrates order fulfillment with inventory management and suppliers, improving efficiency at every step
- Incorporates pricing and discounting rules automatically into the quote process
- Automates revenue recognition by recognizing rules on how sales orders will be billed and fulfilled
- Reduces fulfillment errors by electronically routing orders to suppliers for drop shipping
- Provides real-time visibility into the entire order management process showing orders, trends and order-conversion
- Automates invoice creation by calculating sales tax, finance charges and discounts based on payment terms
- Provides flexibility to bill in advance or arrears, and prorate partial months
- Eliminates data re-entry by easily accepting payments from a wide array of payment vehicles
- Self-service capabilities enable customers to manage their own billing plans, payment options and information

Lead ▸ Opportunity ▸ Quote ▸ Order ▸ Ship & Track ▸ Invoice ▸ Service

NetSuite Automates the Complete Order Management Process

" With NetSuite, it's so simple to do a quote and turn it into a sales order with one click and then to automatically generate a purchase order with another click. Billing out a purchase order or sales order is very fast. The entire procedure just flows. "
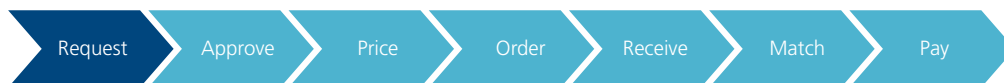
—Integrated Motion

" NetSuite's platform has helped our business improve customer service, eliminate paper and waste, and utilize advanced inventory management techniques to bring new products to market quickly. We are not only saving money, but using our NetSuite system to help grow our sales. "

—Malcolite

Sophisticated Procurement, Inventory and Fulfillment Management

NetSuite procurement, inventory and fulfillment management offers a complete set of capabilities that provide integrated supply chain management, while NetSuite's purchasing and vendor management capabilities reduce spending on goods and services, streamline procure-to-pay processes and ensure compliance with corporate policies.

- Allows employees to create and track purchase requisitions and orders through a self-service Employee Center that eliminates paper-based forms and associated errors
- Enforces strong purchase order approval processes with automatic approval routing and digital approvals
- Provides real-time, detailed visibility into key spend, inventory and supply chain management metrics
- Multiple location inventory management enables easily managing which warehouse location will receive or fulfill an order
- Provides comprehensive inventory costing methods including LIFO, FIFO, and average and standard costing
- Integrated demand planning forecasts required inventory levels based on historical data, sales forecasts, average trends and seasonal fluctuations
- Integrated Vendor Center provides vendors with self-service access to purchase orders, accounts payable data and other key information
- Ease of integration enables drop-ship business models
- Packaged shipping integration with carriers such as UPS, FedEx and USPS

Request ▸ Approve ▸ Price ▸ Order ▸ Receive ▸ Match ▸ Pay

End-to-End Procurement Management

Easy-to-Use Employee Management

NetSuite provides an end-to-end solution for employee management that offers comprehensive time tracking, incentive compensation, expense reporting and payroll tools, all built into a self-service portal that any employee can access 24x7.

- Complete manager and employee self-service with an online Employee Center to enter and track timesheets, expense reports, purchase orders and more
- Content management centralizes corporate policies and benefits information
- Commissions management automates calculation, speeds commission plan roll-out and automates commission reporting
- NetSuite Premier Payroll provides full-service payroll processing and back-office integration

Professional Services Management

NetSuite streamlines the complete professional services lifecycle—from marketing to project management, service delivery, billing, revenue management and driving repeat business from existing clients. NetSuite provides built-in services management, or integrates with the NetSuite OpenAir best-of-breed professional services automation (PSA) solution to achieve complete services resource planning (SRP).

- Manage all project-related data in one system, and easily track each job in real time
- Provides real-time updates of project status and key deliverables using project management and time tracking
- Supports managing and analyzing project finances, from bid preparation to time-and-expense tracking, client billing systems and internal chargebacks
- Streamlines billing and time and expense management with complete self-service process integration and easy web-based access and approvals from anywhere
- Enables team members to submit time and expenses, and update and monitor projects while on the road

Sales & Marketing → Project Management → Resource Management → Time Sheets → Expenses → Project Accounting → Invoicing

NetSuite Drives the Complete Services Lifecycle

CRM

Sales, Marketing and Service Automation

NetSuite automates your entire marketing process across channels, allowing you to better align campaigns and programs with your sales effort. Sales force automation drives your business performance with a totally seamless sales process from opportunity, upsell and quote management to sales forecasting, order management, fulfillment and even sales commissions. Call center management assigns, tracks and escalates cases for faster, more efficient customer service. NetSuite's 360-degree customer view gives marketing, sales and service a complete perspective on the customer.

- Enables creation, execution and tracking of campaigns in real time to maximize the value of leads and opportunities
- Delivers e-mail marketing—from creation to execution to measurement—in one system
- Enables sales and partners to manage opportunities across status, potential revenue, key contacts, notes, related documents and more
- Provides real-time quote management by incorporating pricing, sales tax and discounting rules automatically into the sales quote
- Supports sophisticated sales commission plans based on quotas, sales, quantity, profitability and other criteria
- Case management automates processes associated with customer support case assignment, management and escalation
- Mobile support, such as NetSuite for iPhone, provides salespeople with on-the-go access to calendars, contacts, opportunities and KPIs such as achieved versus quota, actual versus sales forecasts, commissions and more

NUCLEUS RESEARCH

The typical company deploying NetSuite increased sales productivity by 12.5%, and companies can expect to improve productivity by up to 20%.

"NetSuite has helped us increase our customer service and ultimately customer satisfaction."

—Innovise Software Division (UK)

Ecommerce

NetSuite makes it possible to deliver an "Amazon.com-like" experience and to better manage and grow the entire business with a fully PCI-compliant and integrated ecommerce system.

- Website hosting enables deployment of database-driven sites that are always in sync with the rest of the business
- Accepts real-time payments from different credit cards and international currencies, and supports Google Checkout or PayPal checkout options
- Supports creation of coupons or discounts on specific items, enables exempting other items from discounts, and automatically delivers upsell recommendations
- Streamlines order management by transferring orders automatically to accounts receivables and warehouse departments
- Ecommerce analytics provides search engine analysis, website analytics and reporting, online marketing analytics and more
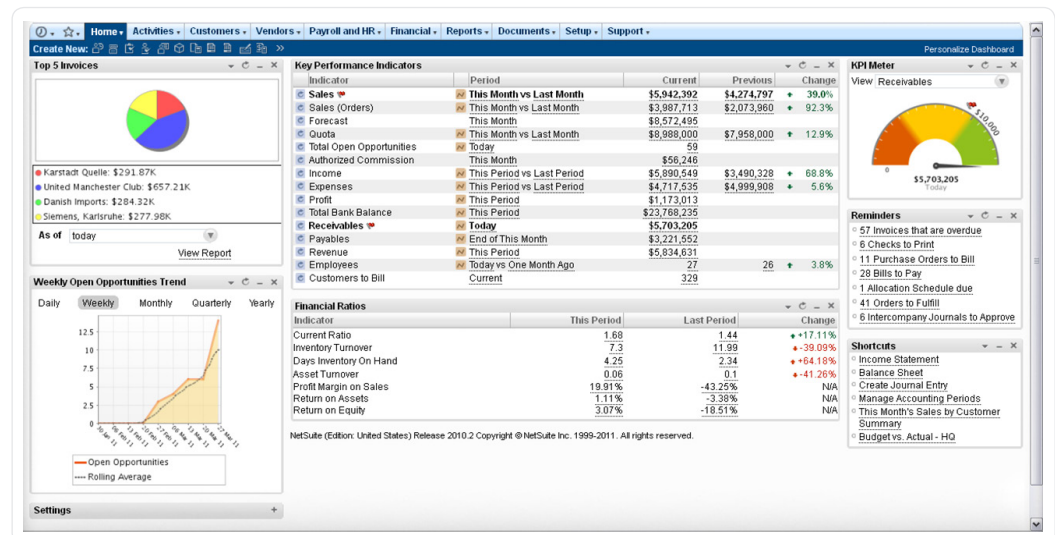
SuiteCloud Platform

Real-Time Dashboards, Reporting, Analytics and Planning

NetSuite provides businesses with the power of built-in real-time dashboards, reporting and analysis—integrated right into the ERP, CRM or ecommerce application that employees use every day. Business users gain personalized visibility into the latest business performance metrics, whether financial, sales, service or marketing performance.

- Provides personalized, role-based, real-time dashboards and reporting across the company—from accounting and sales to ecommerce and support
- Transparent drill-down from a summary level to greater detail, all the way to the underlying transaction, in just a few clicks
- Complete self-service reporting enables easy ad hoc report creation, added fields, custom formulas and report sharing

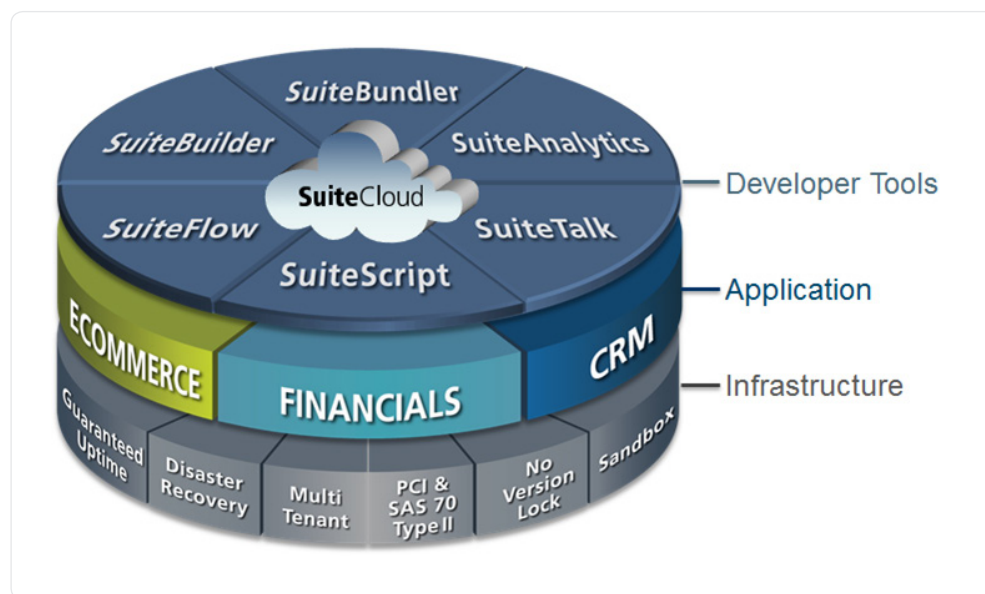*Comprehensive Dashboards, Reporting and Analytics across the Business*

> "NetSuite is flexible enough for us to affordably customize it to fit the company's long-term needs."
>
> —Hallelujah Acres

Easy to Customize and Tailor

NetSuite provides limitless cloud customization to adapt to business change, including sophisticated forms management, graphical workflow management, scripting, web services and more. Businesses that run NetSuite can customize with confidence, as all customizations automatically migrate with every new NetSuite release.

With SuiteFlow, power users can quickly create point-and-click, rules-based workflows that automate and streamline business processes—whether they're implementing an automated collections process or creating rules-based lead nurturing.

NetSuite SuiteCloud Provides a Complete Customization Platform

SuiteCloud SuiteTalk and SuiteScript provide comprehensive web services and procedural logic to support integration and custom business logic, enabling businesses to weave NetSuite into internal and external systems, and tailor it to support specific business processes. A set of third-party solutions at the SuiteApp (www.suiteapp.com) partner directory offers you additional flexibility to enrich and extend NetSuite.

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