NETSUITE

THE WORLD'S #1 CLOUD ERP FOR THE ENTERPRISE

TRIMTAB CONSULTANTS
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> **NetSuite is the most successful ERP suite SaaS provider operating in terms of active customers, international presence and functionality offered across the product.**
>
> —Gartner, June 2011

FASTEST GROWING FINANCIAL MANAGEMENT SYSTEM ACCORDING TO GARTNER

Top 10 Financial Management System Market Share Growth 2008-2010 North America

Bar chart with vertical axis from -20.00% to 80.00% in 10% increments. Categories: NetSuite (~79%), Lawson (~33%), Oracle (~24%), Epicor (~10%), Deltek (~10%), SAP (~-2%), Microsoft (~-5%), Sage (~-13%), Infor (~-14%), Exact (~-18%).

Market Share: All Software Markets, Worldwide, 2010   Source: Gartner

Chart created by NetSuite based on Gartner market share note.

THE WORLD'S #1 CLOUD ERP FOR THE ENTERPRISE

According to Gartner, cloud computing is the global CIO priority for 2011 and beyond.[1] Enterprises are turning to cloud solutions at a rate four times greater than on-premise software.[2] More than 40% of the cloud will be tapped by enterprises with 1,000-plus employees by 2014—transforming IT budgets, eliminating the costly upgrade treadmill, enabling the mobile workforce and reallocating IT resources from maintenance to innovation.

Successfully executing your enterprise cloud ERP strategy means turning to the world's most proven, trusted and deployed[3] cloud ERP solution—NetSuite (NYSE: N). With over 10,000 companies and subsidiaries running NetSuite across more than 100 countries, some of the world's best-known brands trust their businesses to NetSuite to take their financial and operational processes to the cloud. Enterprises that run NetSuite:

- Free themselves from expensive and disruptive upgrades
- Deploy across divisions and subsidiaries with unprecedented speed and efficiency
- Transform their IT budget—reducing cost and driving business results
- Gain ERP that is flexible and changes with the needs of the business.

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[1] Gartner, *Reimagining IT: The Gartner 2011 CIO Survey*, January 2011.

[2] IDC, *Worldwide and Regional Public IT Cloud Services 2011-2015 Forecast,* June 2011.

[3] Gartner, *Market Share: All Software Markets, Worldwide,* March 2011.

ENTERPRISES DRIVING GLOBAL SUCCESS WITH NETSUITE

QUALCOMM®

GROUPON®

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ca technologies®

software AG

SIEMENS

Johnson&Johnson

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To find out more, contact NetSuite Inc. at 1-877 NETSUITE or visit www.netsuite.com.

YOUR LAST-EVER ERP UPGRADE

It's easy for on-premise ERP to become "version-locked." Version-lock is when ERP customizations make every upgrade a costly, disruptive, lengthy and error-prone process. It's the reason that, according to Forrester[4], about half of ERP deployments are locked on versions four or more years old, translating to wasted maintenance spend and users struggling with aging functionality.

NetSuite's cloud ERP frees your business from the upgrade treadmill by providing every upgrade automatically. Your business gains competitive advantage by always running the latest, most advanced functionality. And customizations no longer hold your business back, because with NetSuite they migrate with every upgrade.

> **"**We wanted to get to one platform, one component, and get there very quickly.**"**
>
> *(49 countries in less than 52 weeks)*
>
> —John Bosshart
> International Controller, Groupon

Deploys in Weeks and Months, Not Years

NetSuite cloud delivery enables deployment many times faster than traditional ERP systems—weeks not months, and months not years. Enterprises can roll out NetSuite across subsidiaries with a single on-demand NetSuite instance with unprecedented speed by completely eliminating time wasted provisioning and deploying infrastructure and on-site resources for each individual subsidiary. Using NetSuite's cloud-based deployment, enterprises can centralize implementation and package best practices to accelerate delivery further.

> **"**NetSuite requires as little as 10% of the implementation effort normally associated with an ERP deployment.**"**
>
> —Nucleus Research

Dramatically Reduces IT Costs and Ongoing Maintenance

According to analysts, enterprises can spend as much as 90% of their IT budget on maintenance, not innovation. NetSuite's cloud delivery enables global businesses to automate their business processes within corporate lines of business and across their subsidiaries, without the multimillion dollar infrastructure and headcount resource costs required to run on-premise applications.

By eliminating the need for expensive infrastructure and maintenance (including hardware, middleware, databases and disaster recovery), NetSuite is typically able to slash overall IT costs by 50% or more. With NetSuite, enterprises can free up resources to focus on innovation, and gain the efficiency to extend standardized cloud ERP across subsidiaries.

> **"**We were spending 3% of our revenue on SAP. By switching to NetSuite, we reduced that cost to 0.1% of revenue.**"**
>
> —Asahi Kasei Spandex America

[4] Forrester Research, *Trends 2011: ERP Customers Demand Better Flexibility, Cost Transparency, and Mobility,* January 2011.

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Cloud ERP That Reaches Across the Enterprise

Maximizing the ROI on ERP means extending beyond automating back-office operations to streamlining sales and service processes. NetSuite encompasses automation of all elements of the business from core ERP to customer relationship management (CRM), professional services automation (PSA) and ecommerce. The result is streamlined order management and procurement processes, cross-functional reporting and elimination of business silos. NetSuite is completely modular, so you gain the peace of mind that while the deployment may start with ERP, NetSuite can easily extend to support the broader business when the business needs it.

Flexible and Agile ERP That Keeps Pace with Your Business

Today's enterprises need customization for their individual operating units without the baggage of version-lock. NetSuite's SuiteCloud platform supports complete application customization, including workflow management, scripting, analytics, web services, lifecycle management and more.

With SuiteCloud, NetSuite allows each subsidiary to meet specific geographic, organizational and industry needs—such

NetSuite Enables Complete Global Customization

as a local business-specific workflows or specific business models and reporting requirements, while ensuring each business gets automated upgrades no matter the extent of customization.

> **"** Accenture's unmatched industry expertise and NetSuite's sophisticated cloud leadership pave the way forward for global enterprises. **"**
>
> —Paul Daugherty
> Chief Technology Architect, Accenture

Mature Two-Tier and Hub and Spoke Deployment

Done right, two-tier deployment enables enterprises to standardize ERP rapidly and efficiently. Numerous enterprises such as Jollibee, Qualcomm, Olympus, Suntech and others have deployed NetSuite across divisions and subsidiaries versus enduring expensive global on-premise deployments. SuiteCloud Connect provides packaged integration with prebuilt support for Oracle and SAP, together with connectors with enterprise integration tools such as Informatica and IBM Cast Iron that ensure NetSuite can seamlessly exchange transactions and master data with existing corporate investments.

Implementation Success Driven by Leaders

As a public (NYSE: N) 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 success. NetSuite has partnered with more than 200 systems integrators and consulting partners globally, and supports an ecosystem of more 1,000 SuiteApps that plug into NetSuite. NetSuite's strategic partnerships with companies such as Accenture, Wipro and Informatica further ensure that NetSuite can be integrated and customized to drive success.

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High performance. Delivered.

INFORMATICA®
The Data Integration Company™

WIPRO
Applying Thought

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Designed to Meet Industry Needs

Your operating units have different go-to-market needs and demand more than rigid, one-size-fits-all ERP. NetSuite provides key functionality to meet and adapt to unique industry requirements. Whether for global software companies with advanced revenue recognition needs, manufacturers or wholesale distributors with multi-site inventory and production, professional services organizations with disparate professional services resources and complex multi-currency client billing, or a retail/e-tail business with multiple channels, NetSuite is the only cloud ERP system with the depth, breadth and flexibility to meet vertical needs.

TRANSFORMATIONAL BENEFITS FROM FINANCE TO OPERATIONS

NetSuite delivers transformational benefits for enterprises, and rapidly growing businesses—from slashing TCO, accelerating deployment, providing instant visibility, through to rapid ERP standardization:

NETSUITE BENEFIT	NETSUITE CUSTOMER	RESULT
Enterprise Scale	QUALCOMM®	Managing 140 locations worldwide, Qualcomm selects NetSuite OneWorld for order-to-cash optimization
Speed of Deployment in Months Not Years	GROUPON®	Groupon is deploying NetSuite OneWorld in 5 countries in 6 weeks, 26 countries in 3 months, and 49 countries by end of 2011
Total Cost of Ownership	Asahi KASEI	$100 million business switches from SAP to NetSuite saving $15 million in IT costs over 5 years
Cost-Effective ERP Standardization across Divisions and Subsidiaries	Knowledge Universe®	Global education company with 3,700+ locations lowers cost by 70% and gets 50%-80% faster implementation than Oracle
Elastic Growth	Lloyd's Register	Lloyd's Register has deployed NetSuite to 8,000 professional services users in 227 countries—about 40% of its employees
Instant Financial Consolidation	RightNow®	RightNow selected NetSuite OneWorld over Oracle Financials in 15 locations across 7 countries for real-time financial consolidation

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WHAT IS TWO-TIER ERP?

Two-tier ERP means running one ERP system for corporate, such as SAP or Oracle, and standardizing subsidiaries and divisions on a functionally robust solution that is easy to deploy and customize. It means enabling the subsidiaries to tailor the ERP to their own industry needs and support their own local accounting requirements. But it also means ensuring that a remote subsidiary doesn't end up with a burdensome, hard-to-maintain on-premise ERP deployment.

The Rise of Two-Tier ERP

Two-tier ERP is front and center on the CIO agenda. According to Constellation Research Group, interest in two-tier ERP from enterprise CIOs has leapt from 20% to nearly 50% in just 18 months. It's because CIOs face the challenge of rationalizing their ERP investments to speed consolidation and drive visibility across divisions and subsidiaries, without enduring the substantial time, expense and rigidity of standardizing them on the costly and inflexible Oracle or SAP instance that's being run at headquarters:

1. Single-instance on-premise ERP is inflexible to business change. Successive mergers and acquisitions and growth mean further fragmentation.

2. Single-instance on-premise ERP strategies are often unable to meet subsidiary go-to-market requirements and local cultural or regulatory needs.

3. SAP or Oracle are often simply too large, costly, complex and onerous for business units to deploy and manage effectively. They become a barrier for managing operations in high-growth and emerging markets.

Why NetSuite for Two-Tier ERP

NetSuite combines the keys to successful two-tier deployment that are practically impossible to match with traditional on-premise ERP systems:

- **Accelerates entry into emerging markets and products.** Fast-moving "companies within companies" can't wait. NetSuite's global language, currency and regulatory support paired with speed of deployment make it the ideal platform for supporting emerging and growing businesses.

- **Quickly deploys to meet the needs of M&A, divestitures and joint ventures.** NetSuite provides a fast, flexible, cost-effective and repeatable ability to run the new business while shedding the infrastructure complexities typically inherent in the prior applications, avoiding ties and commitments to the prior parent.

- **Faster consolidation and better corporate visibility.** Two-tier ERP doesn't mean less visibility—it means more. NetSuite supports all subsidiaries' charts-of-accounts within a single instance, providing instant on-demand access to subsidiary and divisional financials.

- **Eliminates the need to put IT boots on the ground.** Cloud delivery enables deployment of mature, full-featured ERP without having to hire local IT resources. The whole subsidiary deployment process can be managed from the division or from corporate—cutting costs, speeding deployment and reducing infrastructure footprint.

> "NetSuite is increasingly considered a safe choice for evaluation by many of the world's largest enterprises as they look to consolidate and revise their mid-tier applications."
>
> —Gartner

- **Customizes to individual go-to-market needs.** NetSuite's SuiteCloud platform supports extensive customization without being forced into deploying a separate instance or suffering from version-lock.

- **Easily integrates to corporate systems.** Enterprises deploying NetSuite can use NetSuite's SuiteCloud Connect solutions for best practices-based integration with Oracle and SAP, or leverage Informatica, IBM Cast Iron, Dell Boomi or Pervasive Software.

- **Elastic growth.** NetSuite's cloud infrastructure enables dynamic growth—there's no need to provision resources in anticipation of demand.

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KEY NETSUITE FEATURES FOR THE ENTERPRISE

NetSuite provides cloud financial, CRM, ecommerce and professional services automation management for enterprises, whether deploying using a two-tier model or across the global business. Additionally, each component of NetSuite is modular, enabling it to be deployed and integrated with existing investments as required. NetSuite OneWorld scales with global businesses by providing complete multi-subsidiary management and support for local accounting regulations.

Powerful, Comprehensive Cloud ERP

Global Cloud ERP

NetSuite provides a complete cloud ERP system for global businesses. Businesses running on NetSuite can populate a single chart-of-accounts across subsidiaries, or use separate charts-of-accounts for each company within a single instance.

- NetSuite provides complete financial management, including invoicing and purchasing; time and expense management; project accounting and sophisticated revenue recognition management.

- NetSuite optimizes order management and fulfillment processes with order management that tightly drives the order process from quote to eventual fulfillment. Sophisticated multi-location manufacturing, inventory management and fulfillment ensure continually efficient operations.

- NetSuite streamlines procurement with a complete procure-to-pay process comprising workflow management, approvals, vendor self-service and payment.

> " NetSuite OneWorld customers can expect to accelerate financial close times between 20% and 50%. "
>
> —Nucleus Research

Instant Consolidation and Visibility

Today's enterprises demand a clear view into business performance. NetSuite gives corporate, division and subsidiary stakeholders a true real-time view into every level of the business, through always-on financial and operational role-based dashboards and reporting with drill-down from summary to detail. NetSuite's cloud delivers secure visibility anytime, across any device and browser, anywhere on the globe.

> " NetSuite OneWorld is more readily delivering information we need to run our business efficiently. "
>
> —Jeff Davison
> CFO, RightNow

NetSuite accelerates financial processes with real-time multi-currency consolidation and real-time roll-up across orders, accounts receivable, accounts payable, payroll, inventory, billing, invoicing and order fulfillment, from local in-country operations to the regional office to global headquarters. NetSuite provides sophisticated financial and statutory reporting for external stakeholders.

🌀 **To find out more, contact NetSuite Inc. at 1-877 NETSUITE or visit www.netsuite.com.**

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>
> —Reginald Singh
> CFO, Knowledge Universe

Multi-Currency, Multi-Tax, Multinational Intelligence

Enterprises can deploy NetSuite to every corner of the globe with confidence. With support for more than 190 currencies, 17 languages and country-specific accounting standards across North America, Europe and Asia, NetSuite enables organizations to seamlessly meet the individual needs of local operations. In addition, NetSuite is fully localized to French, Italian, Spanish, Portuguese, Danish, Swedish, Russian, Japanese, Korean, Thai, Chinese (Simplified and Traditional), Dutch, Canadian French, in addition to English. With NetSuite, businesses can:

- Adjust for currency, taxation and legal compliance differences at the local level, with regional and global business consolidation and roll-up

- Maintain all currency exchange rates, and perform sophisticated roll-up across subsidiaries

- Get real-time visibility, ensuring consistent and compliant internal and external reporting both globally and locally.

> **"**NetSuite's multi-currency, multi-company, and multi-language capabilities are better than Oracle E-Business Suite.**"**
>
> —Ysmael Baysa
> CFO, Jollibee Foods

Global CRM, PSA, Ecommerce and Self-Service

Customer Relationship Management (CRM): NetSuite allows enterprises to automate the opportunity-to-cash process and manage CRM activities across divisions and subsidiaries. It provides global visibility into and management of every aspect of CRM, including marketing campaigns, sales opportunities, forecasts, customer service, partner management and more.

Professional Services Automation (PSA): NetSuite OpenAir is the world's #1 cloud solution for project management, resource management, project accounting and timesheet and expenses management. It delivers advanced PSA functionality that drives down bench time, elevates on-time project delivery, improves invoicing accuracy, streamlines revenue recognition and increases visibility into the services organization.

Ecommerce: NetSuite Ecommerce automates web order management, customer self-service, and much more. NetSuite Ecommerce integrates to ensure that inventory, availability and other changes automatically reflect across all webstores. In addition, seamless integration with UPS, USPS and FedEx accelerates shipping and fulfillment processes. NetSuite Ecommerce provides comprehensive global payment management by integrating with payment gateways such as CyberSource, Merchant e-Solutions and WorldPay.

> **"**Qualcomm's operations span about 140 locations worldwide with various local software systems. NetSuite OneWorld presents us with an opportunity to begin centralizing some parts of our ecommerce systems and further streamlining the management process.**"**
>
> —Peter Rubenacker
> VP of Information Technology, Qualcomm

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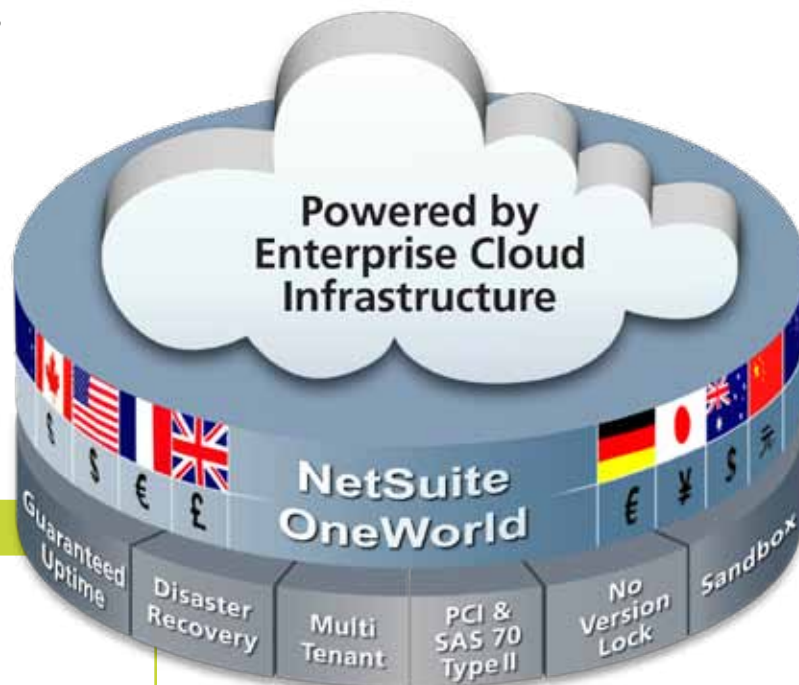
ENTERPRISE-CLASS
SECURITY AND AVAILABILITY

Securing data and achieving uptime can sap enterprise resources and expose the business to risk. NetSuite provides comprehensive disaster recovery, security and uptime capabilities to corporate and the most remote subsidiary.

With certifications such as SAS 70 Type II, PCI DSS and US-EU Safe Harbor, NetSuite delivers the utmost compliance and security confidence. NetSuite delivers unprecedented ERP availability with an average uptime of 99.96%, together with complete performance transparency provided at *http://status.netsuite.com*. And for peace of mind, NetSuite's multiple data centers ensure the most stringent data management and availability.

CIO CHECKLIST	NETSUITE
Security	• US-EU Safe Harbor • SAS 70 Type II • PCI DSS
Availability	• Average uptime greater than 99.96%
Disaster Recovery	• Multiple data centers • Mirroring and replication • Redundancy, failover and recovery
Proven Scale	• Billions of requests/month • Millions of unique logins/quarter

"Oracle is the technology that powers the cloud. Oracle and NetSuite share the belief that optimized solutions are the future of technology."

—Mark Hurd
President, Oracle

⚡ **To find out more, contact NetSuite Inc. at 1-877 NETSUITE or visit www.netsuite.com.**

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RightNow®

Founded in 1998 by Oracle CEO Larry Ellison and NetSuite CTO and Chairman Evan Goldberg, NetSuite (NYSE: N) is used by more than 10,000 companies and subsidiaries across 100+ countries to run mission-critical operations without the high capital costs and inefficiency of antiquated on-premise systems. NetSuite is named by Gartner as the fastest-growing top 10 financial management vendor in North America, the United Kingdom, and Australia.