



# NetSuite for **MANUFACTURING**

The NetSuite Manufacturing Edition is the only integrated SaaS business suite for manufacturing—perfect for forward-looking companies keeping an eye on costs while fulfilling their vision for growth. ➡

## Increase Profit – Grow Revenue, Build Better Products, Control Costs

While the economy is still a challenge, optimism among manufacturers has increased significantly in the past two years. Manufacturers are beginning to shift attention away from cost reduction to focus on investing to create new products and grow revenue from both new and existing customers.

In a recent survey, NetSuite found that over 75% of manufacturing companies expected their business to improve in the near term. Now, 60% are focused on revenue growth and cost savings as key objectives, and about 30% are focused primarily on revenue growth. NetSuite delivers robust functionality and a perfectly balanced combination of scalability, flexibility, and cost-effectiveness to help manufacturers grow revenue,

control costs, and provide customers better products and service.

NetSuite Manufacturing Edition is a complete solution for manufacturing resource planning, integrated inventory and dynamic replenishment, warehouse management, financial accounting and costing, customer and partner relationship management, and

ecommerce. Now you can manage your entire business with one integrated Software-as-a-Service (SaaS) suite, delivered on-demand over the Internet.

As a cloud-based application, NetSuite lowers TCO by eliminating costs for on-premise servers, license fees, and site-to-site IT support. Its open architecture enables easy system integration with your supply chain. It enhances mobile productivity. And it delivers rapid implementations, lower costs, and a quick ROI.

**NetSuite Manufacturing Edition is a complete and integrated SaaS solution.**



CEO Zach Nelson explains how NetSuite uses cloud computing to bring enterprise solutions to businesses of every size.



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**Nucleus Research Note:**  
NetSuite's Impact on Manufacturing Company Performance

## NetSuite Manufacturing Edition offers the industry's first:

- Complete on-demand manufacturing solution for fast-growing businesses
- Role-based, customizable dashboards
- Integrated manufacturing, CRM, ERP/financials, and ecommerce
- Self-service vendor, partner, and customer centers
- Native out-of-the-box support for global operations

NetSuite helps manufacturers automate key tasks, accelerate their quote-to-cash cycles, and improve visibility, inventory management, and productivity—all while reducing IT costs.

### Accelerated Quote to Cash

By automating processes such as order processing, fulfillment, shipping, and collections, NetSuite customers can often accelerate their quote-to-cash cycles. Many NetSuite customers are able to create orders on the fly instead of keying them in manually, and have reduced the need for adjustments or rework because of fewer errors.

### Greater Visibility

Many manufacturers cite the need for greater visibility as a key motivation for adopting NetSuite. The real-time operations and financial visibility they gain from NetSuite enables them to better plan and manage inventory and provide more accurate product delivery estimates to customers faster. They gain deeper insight not only into what's happening—but why.

### Better Inventory Management

NetSuite customers are often able to translate greater visibility into improved inventory management. Every single point in the build process from requisitions to finished goods is represented in the system as a single item. And automated alerts and inventory replenishment allow manufacturers to carry less inventory while avoiding stock outs.

Benefits are based on the Nucleus Research Note: *NetSuite's Impact on Manufacturing Company Performance*.



See how RedBUILT saved \$275K+ moving from SAP R/3 to NetSuite Cloud ERP and CRM.



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Nucleus Report:  
RedBUILT's ROI and Payback Study

Manufacturers using NetSuite report average inventory carrying reductions of 20%.

— Nucleus Research

Benefits (Continued)

### Improved Productivity

Because NetSuite automates many quote-to-cash processes and other functions—such as work order / schedule management, purchasing, and inventory management—manufacturers moving to NetSuite often experience productivity increases. For instance, many improve the productivity of report builders between 20% and 50% by implementing standardized reporting.

### Reduced Software Costs

NetSuite customers deploying multiple components within NetSuite can avoid or eliminate investments in standalone ERP, CRM, order processing, and other applications from other vendors, as well as the cost of integrating those applications. Manufacturers often find that NetSuite displaces at least two on-premise applications and their related support costs.

### Increased Sales

NetSuite Manufacturing customers often find that greater access to information enables their salespeople to be more effective in customer relationship management. This benefit leads to further improvements that increase sales, productivity, revenue optimization, web presence, and customer satisfaction.

### Increased Gross Margin

Companies that use NetSuite to improve decisions of salespeople and purchasers boost their bottom lines by increasing their gross margins. Many NetSuite users use their deployments to gain important strategic information about customers and vendors such as price, quality, volume, and on-time delivery performance.

Benefits are based on the Nucleus Research Note: *NetSuite's Impact on Manufacturing Company Performance*.



See how **Lightspeed** drives order management and strengthens customer relations with NetSuite.



## LEARN MORE

CITO Research Paper:  
The Million Dollar Misperception

“NetSuite gives us a single view of the customer, rather than having customer data all over the place. We have strengthened customer support and customer relations...”

— Lightspeed Technologies

Built on the NetSuite SuiteCloud platform, NetSuite delivers a powerful and flexible solution for manufacturers with rapid implementations, lower costs, and a quick ROI.

### One Complete Solution for Manufacturing

Manage your entire manufacturing business with one integrated application: Manage your demand plan, create a supply schedule, auto-release work orders and purchase orders to support the schedule, ship products to customers, and monitor costs throughout the process in real time.

**Manage your entire manufacturing business with one integrated application.**

### Flexible and Extensible

NetSuite's Manufacturing Edition allows fast-growing and mid-sized manufacturing companies to select and deploy only the functionality required, and to expand their suite capabilities as their business and marketing conditions evolve. NetSuite

Manufacturing Edition can be deployed in three configurations: Light Assembly, Standard Edition, or Advanced Edition.

### Advanced Inventory and Order Fulfillment

NetSuite saves manufacturers countless hours of work associated with data entry, organization, and fulfillment. You can convert forecasts to orders, orders to shipments, and shipments to revenue with unprecedented efficiency. NetSuite also enhances warehouse order fulfillment, packing and shipping processes, and is integrated with UPS, FedEx, and USPS.



Watch how **Speck Products** boosted planning efficiency to keep pace with the competition.



LEARN MORE

NetSuite Data Sheet:  
NetSuite Manufacturing Edition

## NetSuite Manufacturing Edition

Manufacturing Needs	NetSuite Manufacturing Edition
Demand Planning	✓ Leaner inventory
Material Requirements Planning	✓ More control
Production Engineering	✓ More collaboration
Shop Floor Control	✓ Schedule, dispatch and track
Production Engineering	✓ Scales to your business size
Shop Floor Control	✓ Comprehensive, real-time view
Manufacturing Inventory Control	✓ Better timing, budgeting; less human error
Manufacturing Cost Control	✓ Synchronize control with one truth
Project Control	✓ Advanced planning and scheduling
Lot & Serial Control	✓ Synchronize control with one truth
Multi-Division/Multisite Solutions	✓ Advanced planning and scheduling

Features (Continued)

### Complete Procure-to-Pay Purchasing

NetSuite lets you move from paper-based manual purchasing to lower-cost, higher-control automated purchasing. Everything from one-click purchase orders to self-service vendor and customer centers are designed to save you money that goes straight to your bottom line.

### The Ultimate Business Dashboard

With several out-of-the-box role-based dashboards, NetSuite Manufacturing Edition gives every user in your company an easily customized dashboard to monitor the aspects of the business most important to them. You can track data trends in leads, opportunities, inventory utilization, service issues, expenses, and much more.

## NetSuite enables significant efficiencies in finance and operations.

through integration, real-time tracking and reports, and auditing tools that reduce the overhead that typically burdens manufacturers.

### Integrated Ecommerce Capabilities

Your website is how most customers choose to interact with your company. NetSuite is the only application provider that offers website hosting and ecommerce as core components of the application—helping you leverage the web to grow your business faster and more cost-effectively with an intuitive and streamlined experience for customers and partners.

### Integrated Back-Office Operations

NetSuite's integrated back-office management enables significant efficiencies in manufacturing company finance and operations departments. This proven solution delivers greater productivity



Watch how **GoPro** retooled its supply chain to spur faster growth.



## LEARN MORE

Video Overview:

NetSuite for Manufacturing Companies

## Powerful Functionality for Manufacturers

- ▶ Assembly Management
- ▶ Work Orders
- ▶ Manufacturing Requirements Planning
- ▶ Production Engineering
- ▶ Shop Floor Control
- ▶ Manufacturing Inventory Control
- ▶ Manufacturing Cost Control
- ▶ Project Control
- ▶ Lot and Serial Control
- ▶ Multi-Division and Multisite
- ▶ Bill of Materials (BOM)
- ▶ Demand Planning
- ▶ Product History Tracking

Click below to find out how hundreds of manufacturing companies have achieved lower costs, quick ROI, and a rapid time to value running their business on **NetSuite**.

**AsahiKASEI**



See how **Valutek** overhauled its demand planning with NetSuite.



## LEARN MORE

### NetSuite Survey:

A Survey of Key Business Objectives and Challenges among Mid-Market Manufacturing Companies

“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

NetSuite can help you enable your company and empower your employees in every corner of your organization. We invite you to contact us or explore the additional resources below to find out more.

## Watch Videos



Cloud Computing: The Next—and Last—Great Technology Architecture



Speck Products Boosts Planning Efficiency to Keep Pace



RedBuilt Saves \$275K+ Moving from SAP to NetSuite



GoPro Retools Supply Chain for Rapid Growth



Lightspeed Drives Order Management with NetSuite



Valutek Overhauls Demand Planning

## NEXT STEPS

Contact Us: 1877NETSUITE

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## NETSUITE PARTNERS

Supported by a thriving ecosystem, NetSuite's manufacturing offering is supplemented by partners providing a number of innovative third-party solutions that are tested and developed specifically to work with NetSuite.

[Learn more.](#)

