

ORACLE® + NETSUITE

# THE #1 CLOUD ERP

ERP | COMMERCE | CRM



# TURNING TO THE CLOUD

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Successfully executing your enterprise cloud ERP strategy means turning to the world's most proven, trusted and deployed cloud ERP solution—NetSuite. With more than 30,000 organizations and subsidiaries running NetSuite across more than 160 countries, some of the world's best-known brands trust their businesses to NetSuite and take their financial and operational processes to the cloud. Why NetSuite?

**A BROAD RANGE OF ROBUST ERP** and global financial functionality designed for modern businesses, enabling customers to streamline their mission-critical business processes.

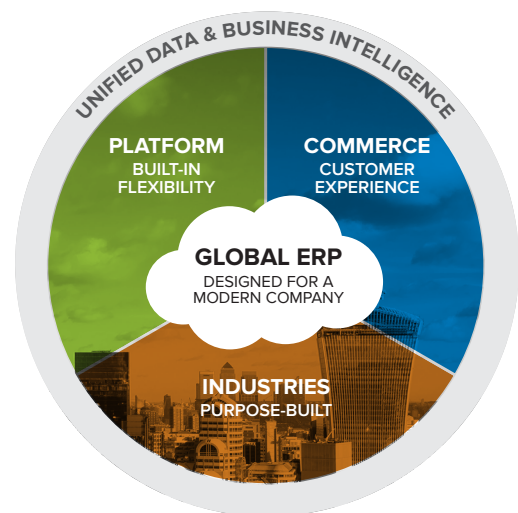
**DESIGNED FOR A MODERN COMPANY** Cloud-based, mobile-enabled and social, NetSuite frees the modern business from antiquated PC-based, anti-social systems locked behind the firewall. At its core, NetSuite provides a dynamic, easy-to-use platform designed for all users across a global organization that can be accessed via any device, at any time.

**A HIGHLY SCALABLE SYSTEM FOR GROWTH** with the ability to quickly and easily add functionality as a business grows and international capabilities including support for 190 currencies, 20 languages and automated tax compliance in over 100 countries to fuel global expansion.

## WITH NETSUITE, YOU CAN:

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- 1. Scale With Ease:** Gain the agility, flexibility and scalability your business needs to power innovation and growth.
- 2. Gain a More Complete Picture of Your Business:** Built-in business intelligence provides real-time insights into key business performance indicators for a unified view of the organization.
- 3. Future Proof Your Organization:** Bid farewell to version lock, and improve agility with software that is always current with all customizations carried forward to support your business.





“The real-time information and 360-degree view of the business we have with NetSuite have been extremely valuable. Our time savings are immense and we have real-time access to our most critical data.” *U.S. CAD*

**BUILT-IN BUSINESS INTELLIGENCE** that delivers a single-version of the truth and provides real-time insights into key business performance indicators for a unified view of the organization.

**COMMERCE-READY CAPABILITIES FOR B2B AND B2C** businesses that provide a seamless brand experience by unifying ecommerce and in-store POS to order management, inventory, merchandising, marketing, financials and customer service.

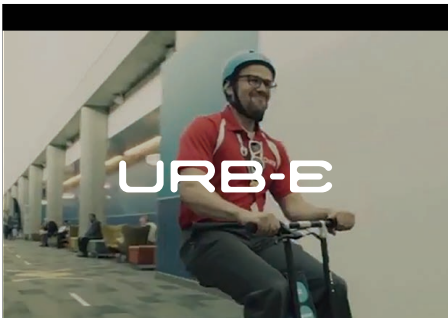
**A POWERFUL DEVELOPMENT PLATFORM WITH UNPRECEDENTED FLEXIBILITY** that enables businesses to tailor the system to meet their unique requirements and industry-specific needs plus a comprehensive partner ecosystem that can help them scale up, spin off or reinvent business models.



# BUILT FOR MODERN BUSINESSES

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From fast-growing start-ups to global enterprises, NetSuite powers innovation and growth across a variety of industries. Below is a cross-section of NetSuite customers.



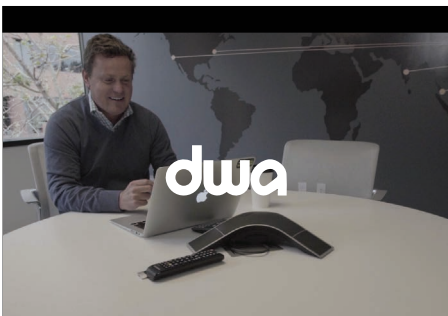
“NetSuite's power and flexibility frees us to focus on inventing and manufacturing products that are innovative, intuitive and beautifully constructed.”



“NetSuite allows our finance managers to engage more with our products and systems versus simply dealing with manual data entry, processing and reporting.”



“NetSuite gives us transparency and a single view of everything without jumping through hoops. It's a system that can grow with us.”



“The big gain is we're improving overall company results with NetSuite because we can take a more strategic approach to the business, instead of just data capture and processing.”



“NetSuite has transformed our reporting and month-end close process. I can now wrap up my month-end close responsibilities from home after I put my kids to bed if necessary.”



“NetSuite OneWorld absolutely gives us the ability to be flexible and innovate. NetSuite has been critical in helping us to enter new markets quickly, efficiently and effectively.”





“We run our entire business through NetSuite, from design to manufacturing to managing vendors in Asia.”

EPEC ENGINEERED TECHNOLOGIES

# BEST-IN-CLASS CLOUD SOLUTIONS

NetSuite provides cloud financials, CRM, ecommerce, HCM and professional services automation management for all organizations from fast-growing midsize companies to large global organizations. 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.

**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 sophisticated revenue recognition management. NetSuite accelerates financial processes with real-time multi-currency consolidation and real-time






“NetSuite OneWorld has allowed us to grow. It’s very easy to expand into new countries and set up new subsidiaries, and we have much better visibility into the business.” **PROPERTYGURU**



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 also provides sophisticated financial and statutory reporting for external stakeholders.

- NetSuite’s optimized **order management** and **fulfillment processes** tightly drive 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 **Business Intelligence** gives corporate, division and subsidiary stakeholders a true real-time view into every level of the business.
- NetSuite's **Premier Payroll** solution minimizes payroll headaches, reduces tedious paperwork and ensures peace of mind in a single, full-service solution.





“NetSuite has given us a more holistic view down to the smallest details. This level of visibility was not possible with our previous systems.”

ALTON LANE

**Peyton Jennings**  
Co-founder and President of Alton Lane  
NetSuite customer since 2013

**SERVICES RESOURCES PLANNING (SRP)** NetSuite offers the only cloud-native solution for project- and product-based companies that unites sophisticated ERP and professional services automation functionality to meet the business requirements and needs of both product and services companies in a single system. NetSuite SRP automates project management, resource management, project accounting and timesheet and expenses management. It delivers advanced functionality across sales, service and finance that drives down bench time, elevates on-time project delivery, improves invoicing accuracy, streamlines revenue recognition and increases visibility into the services organization.

**NETSUITE OPENAIR** OpenAir is the best-in-class professional services automation software designed for professional services organizations of all sizes including both service-based companies, and services divisions within product companies such as hardware or software companies. NetSuite OpenAir can be easily integrated with your technology ecosystem and gives



professional services organizations the ability to run their core business operations including project management, resource optimization, project accounting, time and expense management, and billing and revenue recognition. Delivering end-to-end automation and visibility, NetSuite OpenAir helps professional services organizations gain real-time insights, increase project profitability, maximize billable resource utilization and make informed, data-driven decisions.

**OMNICHANNEL COMMERCE** NetSuite SuiteCommerce enables retailers, manufacturers and distributors to seamlessly connect every step of a multi-channel, multi-location business—from ecommerce, POS and order management to merchandising, marketing, inventory, financials and customer support. Featuring an advanced webstore that allows for the creation of uniquely branded and personalized shopping experiences optimized for multiple devices, SuiteCommerce empowers businesses to run across multiple touchpoints—web, brick-and-mortar stores, social, mobile—all from a single, unified cloud-based commerce platform that provides unprecedented visibility into your business and customers.

**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.

**SUITECLOUD PLATFORM** NetSuite's proven, secure, reliable and scalable SuiteCloud platform delivers the customization and extensibility to make NetSuite the business management platform of choice for your current and future needs. SuiteCloud boasts a multi-tenant cloud platform featuring a comprehensive offering of cloud development tools and applications, providing the core infrastructure that a modern business requires including support for industrial-strength standards of availability, disaster recovery and security. It includes an integrated development environment and APIs to build applications on the platform. With SuiteApps, customers gain access to an online marketplace of value-added integrated cloud solutions to power specific business processes or meet industry-specific needs.

# NETSUITE FOR EVERY INDUSTRY

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NetSuite provides functionality out of the box to meet and adapt to a variety of industry requirements, including yours. 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 business with multiple channels, NetSuite is the only cloud ERP system with the depth, breadth and flexibility of functionality to meet these needs. The functionality to support your particular business and industry has been built into the core product from the ground up, not a bolt-on afterthought.

Developed from experience working with thousands of companies in a variety of industries, NetSuite's industry-specific software solutions help you get up and running faster with the capabilities of NetSuite's cloud computing business management suite—including CRM, accounting/ERP, PSA, ecommerce and order management—while addressing your specific challenges.

Spanning Software, Wholesale Distribution, Professional Services, Advertising, Manufacturing, Nonprofit, Media and Publishing, and Retail, NetSuite offers the widest array of solutions to manage your entire business, all in one suite.

## ADVERTISING



### NetSuite Takes TubeMogul Global

1. Transactions in 12 currencies move six times faster.
2. Global financial consolidation across five subsidiaries cut in half.
3. Complex revenue recognition simplified with sales orders automatically triggering ad campaigns.

## DISTRIBUTION & WHOLESALE



### Big Agnes Gets Scalability for Growth

1. Doubled productivity in order and inventory management, fulfillment and accounting.
2. Real-time visibility with improved customer support.
3. Poised for expansion to 20 countries.



## MANUFACTURING



### P3 Medical Cuts Costs, Boosts Performance

1. Five-month implementation.
2. Flexibility for custom fields for complex sales, distribution processes.
3. Process efficiencies helped reduce manufacturing costs £100,000 annually.

## MEDIA &amp; PUBLISHING



### Flexibility Gives Sonoma Media Edge in Publishing

1. Halved its monthly financial close time from 10 days to 5.
2. SuiteCloud platform links to newspaper-specific software for circulation, subscriptions and advertising billings.
3. Real-time financial reporting spans five publications.

## NONPROFIT



### NetSuite Turbo Charges AbilityNet's Fundraising

1. Consistent customer data, accurate demand planning improves fund raising.
2. Automation saves order-processing time, expenses.
3. Optimized asset and inventory management has improved audit compliance.

## RETAIL



### Lovesac Gains Visibility, Efficiency, Growth

1. Unified platform provides real-time visibility into customer, order and inventory data across 60+ stores.
2. Omnichannel experience across in-store, online and call center touchpoints.
3. Custom workflows support unique operational and financial processes.

## SERVICES



### Integrated SRP Gives Unified View of MiPro Businesses

1. Combined NetSuite ERP and OpenAir gives MiPro real-time SRP for two services businesses.
2. Dramatic improvements in efficiency, scalability.
3. Parent company has cut three days from its monthly financial close process.

## SOFTWARE



### DocuSign Modernizes its IT Platform

1. Fully cloud environment minimizes IT hassles, integrates with other SaaS solutions.
2. Revenue recognition process cut from nine days to several hours.
3. Single system for global subsidiaries, multi-currency transactions.

# NETSUITE FOR ANY SIZE BUSINESS

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NetSuite meets the evolving business requirements of companies of all sizes, at every stage of growth. It is the No. 1 choice to run financials / ERP, CRM and ecommerce applications in the cloud.

From start-ups and midmarket businesses, to large multi-national enterprises, NetSuite empowers modern businesses, both private and public, to unlock their growth potential. The cloud-based solution streamlines mission critical processes and reduces IT costs, allowing you to easily scale and future-proof your business with an agile business platform that evolves as your needs change, regardless of size. Evolve, keep pace and grow with a fully up-to-date IT environment geared for innovation, scale and business transformation.

Scale up, spin-off, acquire new businesses, launch new business models—NetSuite supports you at every stage of growth and evolution with a flexible, scalable platform built for the modern-day business environment.

## SMALL, MIDSIZE AND ENTERPRISE

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### SMALL BUSINESS

Unlock your company's growth potential with a modern, agile business solution that is cost-effective, scales rapidly and future-proofs your company for long-term innovation and growth.



### MIDSIZE BUSINESS

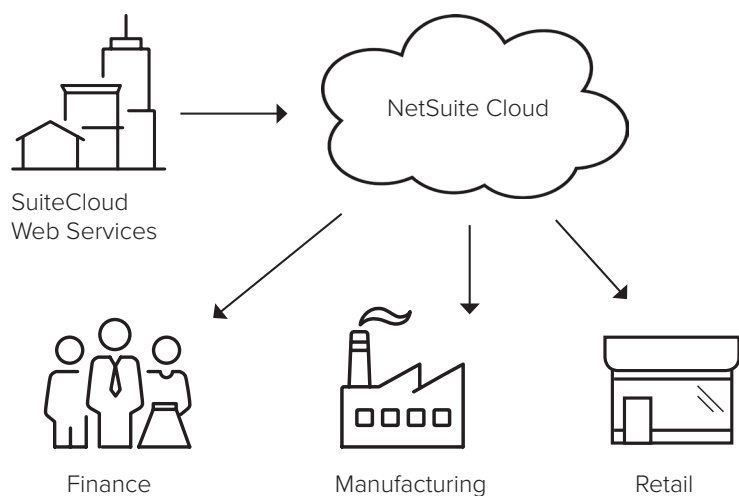
NetSuite for midsize business enables you to accelerate entry into new markets, quickly add new product lines and more easily engage with customers in new channels. Take your business where it was meant to go.



### ENTERPRISE

NetSuite has unlocked a whole new world of possibility for global enterprises. Across every industry, every business type (B2B, B2C or B2X), in every part of the world, we enable your team to stay agile and flexible.



**BIG COMPANIES CAN ACT SMALL, AND SMALL COMPANIES BIG**

“Because NetSuite is in the cloud, we can enter new markets faster. We’re very confident NetSuite will seamlessly support our growth outside North America.”

SHAW INDUSTRIES

# SECURITY AND AVAILABILITY

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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.

NetSuite has met a host of audit and security standards including SSAE 16 (SOC 1), PCI-DSS and the US-EU Safe Harbor framework. In addition, NetSuite has modeled its security and risk management processes according to National Institute of Standards and Technology (NIST) and ISO 27000 series of standards. NetSuite guarantees an SLA of 99.5% uptime and delivers unprecedented ERP availability with an average uptime of 99.96%, together with complete performance transparency provided at [status.netsuite.com](https://status.netsuite.com). And for peace of mind, NetSuite's multiple data centers ensure the most stringent data management and availability. With four data centers across North America and Europe NetSuite provides high levels of security, extensive connectivity, performance, support services and fully redundant infrastructure. Additionally, both data centers are powered by 100 percent renewable energy.

## SERVICE, SUPPORT AND TRAINING

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### PROFESSIONAL SERVICES

Applying deep industry expertise and the proven NetSuite One methodology, SuiteConsulting helps you tailor your NetSuite software solution to your unique business requirements.



### SUPPORT

When you have questions or need assistance with your NetSuite business software implementation, the NetSuite SuiteSupport team helps you 24/7.



### TRAINING

From instructor-led courses to self-paced e-learning, NetSuite SuiteTraining programs help you develop NetSuite expertise using the method that's best for your employees and your business.



“We are projecting significant growth and we’re thankful NetSuite is going to be able to handle it.”

BLUE MICROPHONES

**John Maier**  
CEO of Blue Microphones  
NetSuite customer since 2014

## INVESTED IN YOUR SUCCESS

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At NetSuite, innovation is at the core of delivering value to its customers. With over 30,000 customers and tens of thousands of successful implementations, amassed over two decades, NetSuite has a deep understanding of global businesses across all industries and the many challenges that they face. Along with a modern, agile unified platform to run your entire business, NetSuite also offers SuiteSuccess™ a complete program of professional services, training and support designed for its customers’ success.

NetSuite also offers strategic partnerships with companies such as Accenture, Wipro, Capgemini, Deloitte and Informatica, which further ensure that NetSuite can be integrated and customized to drive success. In addition to the global System Integrators, NetSuite also partners with a variety of solution providers, BPO partners, and technology partners in every part of the world so that you receive the best support in leveraging NetSuite no matter where your business is located.

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