

# NETSUITE



THE WORLD'S #1 CLOUD BUSINESS MANAGEMENT SUITE

“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

Research calculations show NetSuite as the fastest growing out of the top 10 financial management systems globally.\*

\*Calculations performed by NetSuite with data from Gartner report, “Market Share: All Software Markets, Worldwide, 2013,” published on March 28, 2014.

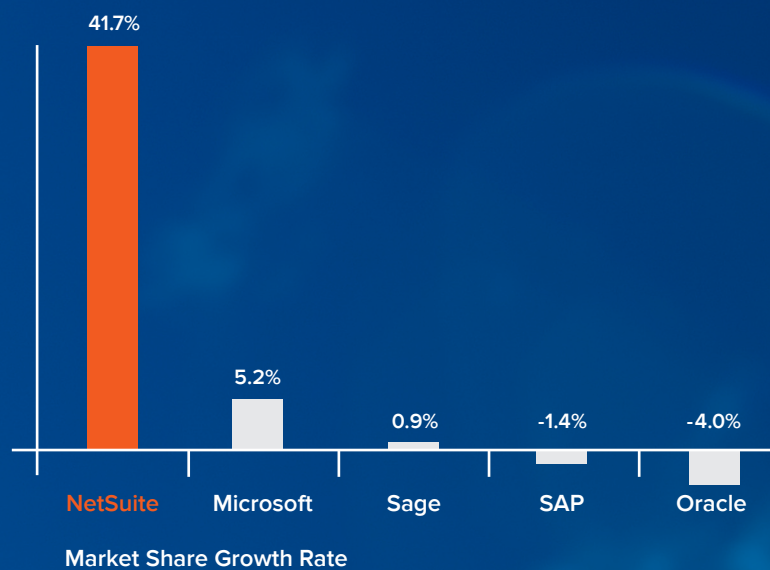


Chart created by NetSuite based on Gartner research.

Successfully executing your enterprise cloud Enterprise Resource Planning (ERP) strategy means turning to the world's most proven, trusted and deployed cloud ERP solution—NetSuite (NYSE: N). With 20,000 organisations and subsidiaries running NetSuite across more than 100 countries, some of the world's best-known brands trust their business to NetSuite to take their financial and operational processes to the cloud.

Organisations that run NetSuite:

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

### Transformational Benefits with NetSuite

NetSuite delivers transformational benefits for thousands of organisations across several different industries, geographies and stages of growth: whether they are large enterprises or rapidly growing small- and medium-sized businesses. NetSuite does this by slashing total cost of ownership (TCO), accelerating deployment, providing instant visibility, through to rapid ERP standardisation.

20,000  
Organisations



100  
Countries

“NOT ONLY DOES NETSUITE SUPPORT OUR  
BUSINESS GROWTH, BUT IT ALSO BENEFITS  
OUR INVESTOR AND STRATEGIC PARTNER  
RELATIONS WITH ITS SUPPORT FOR FINANCIAL  
TRANSPARENCY, INFORMATION ACCURACY,  
AND REGULATORY COMPLIANCE.”

GoPro

Below is a small cross-section of our customers across the entire spectrum of growth.

Reduce



IT Costs

NETSUITE BENEFIT	NETSUITE CUSTOMER	RESULT
Australian software developer grows globally by 200%		Automated multi-currency function speeds financial consolidation across 7 subsidiaries selling into 138 countries and more than 15,000 customers.
Services organisation replaces six legacy business systems and skyrockets growth 173% with NetSuite		Faster and more efficient complete customer management cycle, from new opportunity through scheduling staff, through project management to invoice payment. Reporting and dashboards throughout.
Australian wholesale distributor runs scalable, complete business management system to support rapid growth		NetSuite supported 176% growth and doubling in daily orders, without adding staff.  100% faster response times in resolving distribution problems or bottlenecks with third-party supplier integrations.
Deployed cloud-based ERP in just four months across multiple Asian countries		Flexible and scalable solution enables Toll Global Express Asia to instantly add and adapt to new business requirements without need to engage costly IT staff.  Unprecedented visibility into Asia Pacific operations with multiple language, currency, taxation and reporting requirements, whilst giving a consolidated, real-time view of its entire business.
Global food chain standardises multiple subsidiaries on a common platform		Completed rollout to 10 stores in Vietnam in just two months. 265 stores rolled out in China with more coming in U.S. and other countries.  Multi-language and multi-currency support allows staff in China to access systems in Chinese while management sees the same information in English.
Manufacturer grows 300% while expanding market and attracting strategic investors		Revenue up by 300% year-over-year, while adding just two IT/Business Application Analysts.  Saving approx. \$360,000 yearly on IT development, configuration and customisation over the cost of a comparable, on-premise ERP system.
International ecommerce channels	WILLIAMS-SONOMA	Enabled rollout of four global brands, four websites and four retail stores in Australia, all live on NetSuite in a matter of months.
Global manufacturing facilities managed by a single cloud-based ERP system		NetSuite OneWorld enabled China expansion in extremely short time.  Deployed 11 subsidiaries to support Asia Pacific operations with a repeatable and proven model for international expansion; local autonomy; runs Chinese partner solution for local tax reporting.



## WHY NETSUITE

### 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 your global organisation that can be accessed via any device, at any time.

### Flexibility Built-In

As your business changes, you can change your business system. Scale up, spin off, adopt new business models, NetSuite's flexibility lets you do it all, quickly and easily. Version-lock is a thing of the past. With every NetSuite upgrade, your configurations and customisation migrate seamlessly. NetSuite's SuiteCloud platform supports complete application customisation and an average end user can configure and customise NetSuite to their specific business needs.

Flexibility



Built In

### Business Intelligence for All

Real-time analytics is the NetSuite user interface. Users know what they should be doing and how they're helping the business, with easily accessible reports and key performance indicators. Vital business data is analysed and displayed from right within the system. NetSuite Business Intelligence provides the power of built-in, real-time dashboards, reporting and analysis across all the integrated processes within the software suite.

“NO ONE AT ATLISSIAN HAS TO MAINTAIN  
NETSUITE...AND IT HAS ALLOWED US TO BUILD A  
STABLE AND RELIABLE FINANCIAL PLATFORM  
TO SUPPORT THE COMPANY THROUGH ITS  
DRAMATIC GROWTH.”

Atlassian



### Commerce-Ready ERP

Regardless of your industry, changes in commerce are affecting you, whether you are planning for it or not. The good news is, with NetSuite, your core business system now becomes your customer-facing commerce system with a customisable, customer-specific, pixel perfect experience. Featuring an advanced webstore that allows the creation of uniquely branded and personalised shopping experiences optimised for multiple devices, SuiteCommerce empowers businesses to run across any touchpoint—web, brick-and-mortar stores, social and mobile.

### Cloud ERP That Reaches Across the Business

Maximising the ROI on ERP means extending beyond automating back-office operations to streamlining sales and service processes. NetSuite automates all elements of the business from core ERP to customer relationship management (CRM), professional services automation (PSA), Human Capital Management (HCM) and ecommerce. The result is streamlined order management and procurement processes, cross functional reporting and elimination of business silos.

## KEY NETSUITE FEATURES

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



### THE #1 CLOUD BUSINESS SOFTWARE SUITE

One unified business management suite,  
encompassing ERP/financials, CRM and ecommerce

#### 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’S MULTI-CURRENCY, MULTI-COMPANY,  
AND MULTI-LANGUAGE CAPABILITIES ARE BETTER  
THAN ORACLE E-BUSINESS SUITE.”

Jollibee Foods

## KEY NETSUITE FEATURES

- 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 roll-up across orders, accounts receivable, accounts payable, payroll, inventory, billing, invoicing and order fulfilment, 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 optimised **order management and fulfilment processes** tightly drives the order process from quote to eventual fulfilment. Sophisticated multi-location manufacturing, inventory management and fulfilment 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 **Professional Services Automation (PSA)**, which includes Project Management, Resource Management, Project Accounting, Timesheet & Expense Management and Analytics, provides powerful tools to help you manage your projects, resources and finances.

### 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.





## Manufacturing

NetSuite is a complete solution for manufacturing organisations that require inventory management with dynamic replenishment, production planning, warehouse management, financial accounting and costing, customer and partner relationship management, and ecommerce. Whether you're a true manufacturer, an assemble-to-order business or a distributor with manufacturing requirements, NetSuite lets you manage your entire business with one integrated cloud-based suite, delivered on demand over the Internet. It provides the essential visibility and control of key processes that manufacturers need to effectively compete in the market.

## Services Resources Planning (SRP)

NetSuite offers the only cloud solution for project- and product-based companies with project management, resource management, project accounting and timesheet and expense 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 organisation.

## Multi-Channel Commerce

NetSuite SuiteCommerce enables retailers, manufacturers and distributors to seamlessly connect every step of a multichannel, multi-location business—from ecommerce, POS and order management to merchandising, marketing, inventory, financials and customer support. Featuring an advanced webstore that allows the creation of uniquely branded and personalised shopping experiences optimised 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.

B2B



B2C

### 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.

### TribeHR Human Capital Management (HCM)

NetSuite TribeHR combines the rich, traditional HCM capabilities needed to manage growing organisations with an engaging, social interface that encourages employee involvement and collaboration. NetSuite TribeHR's system of record for employee activity, together with NetSuite's single system of record for core operational business data, gives organisations a modern platform to run the core aspects of their business—all with the scalability, flexibility and agility of the cloud.

### SuiteCloud Platform

NetSuite's proven, secure, reliable and scalable SuiteCloud platform delivers the customisation and extensibility you need to make NetSuite your business management platform of choice for your current and future needs. And with SuiteApp.com, you gain access to an online marketplace of value-added integrated cloud solutions to power specific business processes or meet industry-specific needs.

SuiteCloud is a comprehensive offering of cloud development tools, applications and infrastructure that enables customers and software developers to maximise the benefits of cloud computing. SuiteCloud comprises a multi-tenant cloud platform that provides the core infrastructure including support for industrial-strength standards of high availability, disaster recovery and security as well as an integrated development environment and application programming interfaces (APIs) to build applications on the platform.

“NETSUITE ONEWORLD CUSTOMERS CAN EXPECT  
TO ACCELERATE FINANCIAL CLOSE TIMES  
BETWEEN 20% AND 50%.”

Nucleus Research

## SECURITY AND AVAILABILITY

Securing data and achieving uptime can drain 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 modelled 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 centres ensure the most stringent data management and availability.

SLA of 99.5%



Uptime



## INVESTED IN YOUR SUCCESS

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.

Along with a platform to run your entire business, NetSuite also offers SuiteSuccess™ a complete program of professional services, training and support designed for its customers' success.



Professional Services



Support



Training

**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.

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

## NETSUITE FOR YOUR INDUSTRY

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 organisations with disparate 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 your 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 our experience working with thousands of companies in a variety of industries, our industry-specific software solutions help you get up and running faster with the capabilities of our 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, Manufacturing, Nonprofit, Commerce, Media and Publishing, NetSuite offers the widest array of solutions to manage your entire business, all in one suite.

“NETSUITE’S REPORTING GIVES US THE ABILITY TO  
VIEW OUR DIFFERENT REGIONAL SUBSIDIARIES IN  
AN INSTANT...INFORMATION IS READILY AVAILABLE  
WHEREVER AND WHENEVER WE NEED IT.”

TOLL GLOBAL EXPRESS ASIA



INDUSTRY	CUSTOMER	KEY FEATURE
<b>Manufacturing</b> 		<ol style="list-style-type: none"> <li>1. Demand planning for better inventory management.</li> <li>2. Standard costing to more easily identify cost-saving opportunities in production and procurement.</li> <li>3. Manufacturing WIP to minimise inventory holding cost, prevent stockouts and maximise efficiency.</li> <li>4. Bill of materials (BOM) effectivity dating to easily manage changes to components so you plan, purchase, use, and cost with the right components at that time.</li> <li>5. Routing and scheduling to define scheduling parameters such as setup time and run rates for each operation.</li> <li>6. Labour/machine time entry.</li> </ol>
<b>Retail</b> 		<ol style="list-style-type: none"> <li>1. Integrated processes to support a unified view for all channels of the business.</li> <li>2. Real-time and accurate demand data for all channels.</li> <li>3. Ability to purchase, return and exchange a product through any channel.</li> <li>4. Click and Collect: Ability to ship online orders or pick up an online order in the store.</li> <li>5. Delivering the same customer experience, regardless of channel.</li> </ol>
<b>Wholesale Distribution</b> 		<ol style="list-style-type: none"> <li>1. Procurement, inventory and fulfilment management.</li> <li>2. Real-time dashboard and reporting.</li> <li>3. Automated order processing.</li> <li>4. Shipping integration and logistics.</li> </ol>
<b>Media and Publishing</b> 		<ol style="list-style-type: none"> <li>1. Sales campaign execution within the system and easy access to results.</li> <li>2. Ability to manage both selling insertion orders to advertisers and subscriptions to your readership.</li> <li>3. Ability to track advertisements from insertion order through fulfilment and verification, then automatically generating invoices per customised billing schedules.</li> </ol>
<b>Software/Internet</b> 		<ol style="list-style-type: none"> <li>1. Comprehensive revenue recognition.</li> <li>2. Global financial management.</li> <li>3. Recurring revenue management.</li> <li>4. Unified billing solutions.</li> </ol>
<b>Professional Services</b> 		<ol style="list-style-type: none"> <li>1. Complete bid-to-bill management to maximise profitability.</li> <li>2. Real-time view of entire client lifecycle.</li> <li>3. Improve project management, project accounting and resource utilisation.</li> <li>4. Customisable timesheet and expense management.</li> </ol>

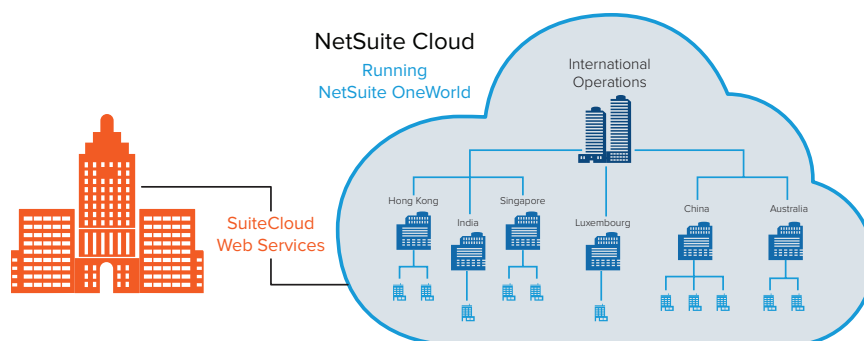
## NESUITE FOR LARGE ENTERPRISES

Just because you have pre-existing investments in a corporate on-premise ERP platform, doesn't mean you can't adopt cloud platforms. In fact, your prior investments in no way preclude you from taking advantage of all the benefits NetSuite cloud ERP offers.

Enterprises can deploy NetSuite to every corner of the globe with confidence. With support for more than 190 currencies, 19 languages and country-specific accounting standards across Australia and New Zealand, Asia, Europe and America, NetSuite enables organisations to seamlessly meet the individual needs of local operations.

Numerous enterprises such as Knowledge Universe, Shaw Carpets, Williams-Sonoma, CA Technologies, Jollibee, Qualcomm, Olympus 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, Dell Boomi and IBM Cast Iron that ensure NetSuite can seamlessly exchange transactions and master data with existing corporate investments.

In fact, given that businesses are constantly changing there are always events that present opportunities for you to take advantage of a cloud ERP solution like NetSuite.



### NetSuite Enables Complete Global Customisation

CIO CHECK LIST	NETSUITE
Security	<ul style="list-style-type: none"><li>• SSAE 16</li><li>• (SOC1)/ISAE 3402 Type II</li><li>• PCI DSS</li><li>• US-EU Safe Harbor</li></ul>
Availability	<ul style="list-style-type: none"><li>• Average uptime greater than 99.96%</li></ul>
Disaster Recovery	<ul style="list-style-type: none"><li>• Multiple data centres</li><li>• Mirroring and replication</li><li>• Redundancy, failover and recovery</li></ul>
Proven Scale	<ul style="list-style-type: none"><li>• Billions of requests/month</li><li>• Millions of unique logins/quarter</li></ul>

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