

CORPORATE BROCHURE

# The #1 Cloud ERP

ERP | PSA | CRM | Commerce



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NETSUITE

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an ALTEN group company

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# 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 28,000 customers running NetSuite across more than 200 countries and dependent territories, some of the world's best-known brands trust their businesses to NetSuite to take their financial and operational processes to the cloud. Why NetSuite?

**A broad range of robust ERP** and global financial functionality designed to enable customers to streamline their mission-critical business processes.

**Designed for a forward thinking company** Cloud-based, mobile-enabled and social, NetSuite frees the 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 organisation 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, 27 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 organisation.
- 3. Future Proof Your Organisation:** Bid farewell to version lock, and improve agility with software that is always current with all customisations carried forward to support your business.



“We are not big fans of complicated technology. We are big fans of getting the job done—the simpler, the better. That’s what brought us to NetSuite.”

**Bladnoch Distillery**

**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 organisation.

**Commerce-ready capabilities for B2B and B2C** businesses that provide a seamless brand experience by unifying ecommerce 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 Unlocking Growth

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.



“In growing and maturing, we transitioned the business systems and a key part of that was the successful implementation of the Oracle NetSuite ERP. We’ve now got incredible control and visibility, which is critical with the complexity and diversity of the business.”

Australian Fashion Labels



“Switching to NetSuite has enabled us to double our revenue. Before, we hit a ceiling, and even adding more people would just add more complexity. Now, we don’t have to worry about it—we know that NetSuite will cover it.”

CHINRIU



“NetSuite OneWorld empowered us to make smarter decisions and build inter-departmental business workflows, which are key for growth.”

DocDoc



“NetSuite helps us drive outcomes in the boardroom, so we can focus on driving outcomes in classrooms around the world.”

Education Perfect



“Today, we’re able to get a consolidated view of our business, enabling real-time, data-driven financial insights that impact our growth decisions, thanks to NetSuite.”

Everise



“NetSuite as an ERP and web store system has been really brilliant and going forward, gives us lots of room to grow.”

Global Fitness and Leisure



“NetSuite has set us up for long-term success by giving us the transparency we need to make smarter financial decisions and accelerate our biodiversity conservation efforts.”

Haribon Foundation



“We needed to have the confidence that the technology choice we made was going to be able to accommodate our subscription-based business.”

Instaclustr



“If we didn’t have that integration with NetSuite, there is no way we would have been able to pivot so quickly, especially during our peak trading season.”

Koko Black



“With NetSuite as the backbone of our business, we can run our operations more efficiently. Our teams now work collaboratively and make timely, informed decisions to deliver better value to customers.”

Manglam Electricals



“NetSuite provides deep, real-time visibility of our business performance, empowering us to solve problems early and take calculated risks to grow the business quickly.”

Qubix



“Oracle NetSuite supports global group business and meets the fiscal and tax requirements of many countries. In addition, NetSuite is deployed quickly, implemented quickly and iterated quickly.”

SUMEC Group



“NetSuite has made it possible to go from simply running the business to truly growing the business in creative and effective ways.”

Motech

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# Best-In-Class Cloud Solutions

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NetSuite provides cloud financials, CRM, ecommerce 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.

**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 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 drive 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 **Analytics** gives corporate, division and subsidiary stakeholders a true real-time view into every level of the business.



“Oracle NetSuite is very lightweight, flexible and comprehensive. It supports multiple languages and currencies, so our colleagues around the world can operate with ease.”

Yescom

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### **Services Resource 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, billing and revenue recognition, project accounting, and timesheet and expenses management. It delivers 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.

**NetSuite PSA Solution** Manage the complete Bid-to-Bill process of your services business with NetSuite's leading Professional Services Automation solutions. Designed from the ground up to serve the needs of your growing services delivery business, our solutions are easy to implement and simple to maintain. As your processes change, NetSuite's powerful configurability and expanded capabilities in project management, resource management, project financials, billing and invoicing are available when you need them.

With NetSuite's PSA solution, you will increase visibility into your professional services organisation, improve resource utilisation, streamline invoicing and billing, elevate on-time project delivery, and drive profitability.

The totally integrated solution, which includes Project Management, Resource Management, Project Accounting, Timesheet and Expense Management and Analytics, provides powerful tools to help you manage your projects, resources and finances.

Whether you are struggling to gain control over your projects, accurately invoice your clients or deliver more with less, NetSuite Professional Services Automation solution has you covered.

- Delivers real-time visibility into your services organisation's performance and profitability.
- Improves on-time project delivery and drives project success rates.
- Increases resource utilisation with resource management functionality.
- Equips your services team with mobile access to time and expense management.
- Reduces hardware maintenance costs and upgrade hassles with cloud-based delivery.

**SuiteCommerce Advanced** NetSuite SuiteCommerce enables retailers, manufacturers and distributors to seamlessly connect every step of a multi-channel, multi-location business—from ecommerce and order management to merchandising, marketing, inventory, financials and customer support. Featuring a webstore that allows for 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.



“NetSuite has enabled us to streamline our operations to continue delighting customers, and empowered us with real-time insights that fuel our growth strategy.”

The Craftmark Group

**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 customisation 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 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.

**SuiteCloud Developer Network** Building on the SuiteCloud platform, ISV partners create SuiteApps that further unlock the power of NetSuite. The ecosystem of SDN partners includes a broad range of industry-specific quality applications that extend NetSuite’s functionality for specific business needs.

# NetSuite for Every 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 extraordinary revenue recognition needs, manufacturers or wholesale distributors with multi-site inventory and production, professional services organisations 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, Manufacturing and Nonprofit, NetSuite offers the widest array of solutions to manage your entire business, all in one suite.

## Hospitality



### Naumi Hotels Simplifies Financial Management to Allow for Smart Expansion

1. The hotel group deployed NetSuite OneWorld to consolidate its financial data, automate processes such as generating purchase orders, and comply with local tax regulations in Australia, New Zealand and Singapore.
2. With more efficient processes, it now takes two days, instead of 21, for month-end close and half the time to generate annual financial reports.
3. Company stakeholders can now see real-time financial data about individual properties and the business as a whole from a single dashboard. This helps them better forecast revenue and understand their customers, so they can deliver increasingly innovative customer experiences.

## Wholesale Distribution



### Manglam Electricals Connects Its Finances and Supply Chain to Power Long-Term Growth

1. NetSuite partner Jobin and Jismi IT Services helped Manglam Electricals integrate its financial and supply chain processes with NetSuite. As a result, Manglam Electricals fixed its issue with negative inventory with enhanced demand planning.
2. With NetSuite implemented, teams now have real-time visibility of order status and overall cash flow.
3. Manglam Electricals now looks to use NetSuite to continue to comply with India's accounting standards and tax requirements while improving its financial analysis and budgeting capabilities.



## Manufacturing



### Extel Engineers Global Success With Precision Products

1. After considering other solutions including SAP Business ByDesign, Extel deployed NetSuite. Leadership reviewed performance daily and created production workgroups to identify root causes of issues, increasing manufacturing efficiency by 20%.
2. With NetSuite, the supply chain team can view orders throughout the procurement cycle without searching through emails and files. Finally, month-end close now takes two days.
3. NetSuite's user-friendly and universal interface has improved trust in the data it provides, enabling team members to collaborate on projects and maintain accurate project status at all times, while proactively identifying and resolving potential issues.

## Nonprofit



### Motivation Australia on a Mission to Improve Lives

1. Motivation Australia deployed NetSuite following a recommendation from another satisfied customer immediately turning a complex three-day reporting process to a two-minute job.
2. Moving on up, now that Motivation Australia has successfully improved its reporting system, it is looking to grow its pool of members and donors.
3. It is looking to deploy NetSuite CRM in the near future to assist with fundraising and donor management, while focusing on its mission of helping people live healthier lives.

## Services



### Farmpal Empowers Indian Farmers to Reap the Financial Fruits of Their Labor

1. With visibility and quick access to inventory and financial data to drive end-to-end operations, it allows farmers to find buyers in 12 to 15 hours and ensures fast delivery without compromising produce quality.
2. Managing inventory and financials with Microsoft Excel became a hassle as the business grew. It was difficult to handle the logistics of perishable products using spreadsheets. Farmpal also took up to 15 days to generate monthly sales reports.
3. With real-time data access, it can better plan ahead, provide convenience to customers and accelerate payment cycles for farmers from one week to three days.

## Software



### With an Amped-up ERP System, Leading IT Firm Merges Seamlessly to Become Ampion

1. Ampion chose NetSuite early 2019 to reduce the number of systems it was using and improve functionality.
2. In just four months, Ampion, then Revolution IT, moved the data from its five previous systems to NetSuite to create a comprehensive picture of the entire business, with easy access for its dispersed employee network.
3. Reports, like accounting's exception reports, previously took weeks and now take less than a day to run. Leadership easily shares them across the business in real time through NetSuite.

# NetSuite for Any Size Business

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 and CRM applications in the cloud.

From start-ups and midmarket businesses, to large multi-national enterprises, NetSuite empowers 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 to grow as your business grows.

## High-growth, Midsize and Enterprise



### High-growth Business

Unlock your company's growth potential with an 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

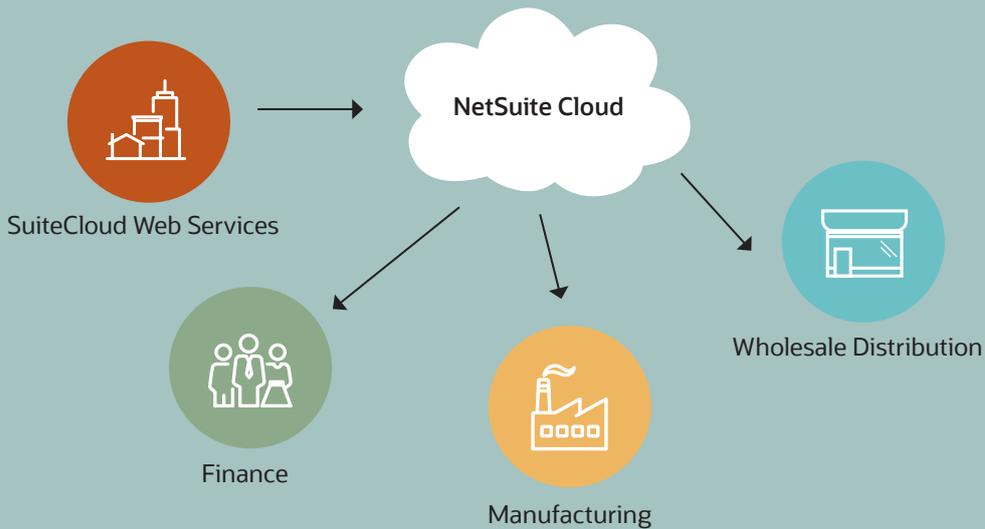
NetSuite has unlocked a whole new world of possibility for global enterprises. Across every industry, every business type (B2B, B2C or B2X), in every part of the world, we enable your team to stay agile and flexible.



“Our business can grow with NetSuite, first in Australia, and then all over the world.”

Emma & Tom's

Big Companies Can Act Small, and Small Companies Big



# 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.

NetSuite has met a host of audit and security standards including SOC 1, SOC 2, PCI-DSS and the EU-US Privacy Shield 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, together with complete performance transparency provided at <http://status.netsuite.com>. And for peace of mind, NetSuite's multiple data centres ensure the most stringent data management and availability.

## Service, Support and 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 programmes help you develop NetSuite expertise using the method that's best for your employees and your business.



“NetSuite enabled us to be more efficient and create new financial services that will elevate customer satisfaction.”

Tranglo

## Invested in Your Success

At NetSuite, innovation is at the core of delivering value to its customers. With over 28,000 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 an agile unified platform to run your entire business, NetSuite also offers SuiteSuccess™ a complete programme 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 customised 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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