



A Pathway to Success

Leading Practices for Manufacturing



Software-enabled manufacturing startups are on the rise. With the emergence of new tools, resources, and intermediaries, manufacturing startups are finding themselves more equipped than ever before to prosper. Yet, these manufacturers face unique barriers when compared to their software startup cousins. Beyond product ideation and development, manufacturing startups need to act big to play in the big leagues. With the help of resources and intermediaries, like contract manufacturers and online sales channels, the little guys can keep pace with the big players in the industry.

NetSuite:

Built with manufacturing and accounting leading practices

- **Continuous Customer Lifecycle Engagement** to ensure seamless continuity from sales to services to support.
- **Full visibility across the organisation** to operate at the speed of modern business, drive results, and scale.
- **Industry-based leading practices** built from over 20 years of collective implementation experience to drive value on Day 1.
- **Fully flexible platform** which allows for customisation for industry and business needs.
- **150+ pre-built reports and pre-configured roles** with dashboards and business intelligence metrics.

That said, as startup manufacturers enter the competitive manufacturing space, more and more see not only the importance of acting big in their production and sales channels, but also acting big in their technology practices. To achieve their goals and truly play in the big leagues, manufacturing startups need to equip themselves for long-term success with back-office technology to accommodate every step of the journey. Here at NetSuite, one of our central goals is to create a system that fits the needs of companies of all sizes.

With over 20 years of best practices under our belt and more than 36,000 customers around the world, NetSuite has built a solution that can accommodate a business's operations from Day 1. As manufacturing startups

emerge, there are a number of reasons they turn to NetSuite over entry-level solutions like QuickBooks.

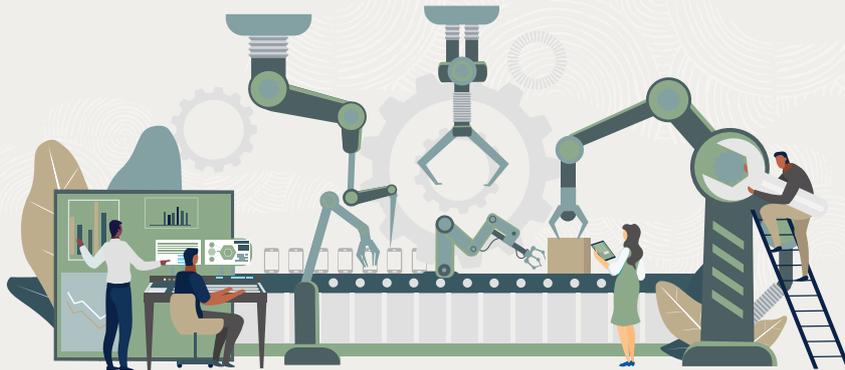
Proven: Given NetSuite's long-standing history with businesses and users spanning the drawing board to the boardroom, its solution has been built with the leading best practices for manufacturing in mind to ensure success.

Agile: With change happening every day, startups need technology that keeps pace. With over 20 years of best practices pre-built in to our solution, NetSuite is configured out-of-the-box with the KPIs, reports, and access every role needs to get you up and running quickly, but is simultaneously customisable to accommodate your changing business needs.

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**NetSuite Stairway
For Manufacturing**

www.netsuite.com.au/manufacturing



Establish

- Financials
- Order processing
- Inventory management
- Discrete manufacturing
- Case management

Elevate

- Commerce
- Warehouse and quality management
- Supply chain and asset management
- Work in process
- Payroll and people management
- SFA and Marketing

Expand

- Business insight and reporting
- Project management
- Planning and budgeting
- Production management

Accelerate

- Sales and order optimisation
- Warehouse and shop floor automation
- Project and revenue management
- Omnichannel commerce

Dominate

- Field service and repair
- Industrial internet of things
- Global expansion
- Business AI

Tailored: NetSuite is built for the manufacturing industry and comes with built-in business process flows, value-driven dashboards, and metrics to accommodate your manufacturing business processes every step of your journey. Whether you are manufacturing through a contract manufacturer or taking your operations in-house, NetSuite has seen it all and will help to manage your processes in the most efficient way possible. From there, they are freed from the constraints of their legacy systems and are ready to tackle more complex financial challenges, including integration expansion, project management organisations, global operations and book management, and advanced compliance requirements.

Ultimately, the focus turns to more innovative and disruptive strategies such as integrated marketing, enhanced customer experience through self-service, and multi-channel integration.

Cost-effective: Unlike some more established manufacturing counterparts, manufacturing startups have the unique ability to start in the cloud and scale in the cloud allowing for cost savings from Day 1.

Cloud delivery eliminates on-premises IT costs and provides automatic updates so your software is always current — unlike NetSuite's on-premises competitors, which require on-site data centres and costly upgrades to keep up with the most current software available.

Flexible: Regardless of what you change in your manufacturing operation, NetSuite has the flexibility to support your needs. Whether you are expanding internationally and need to accommodate international regulations or have plans to sell online direct to consumer, NetSuite has the functionality to get you there.

NetSuite:

At a glance

World's #1 Cloud Business Software Suite

- Used by more than 36,000 customers in 217 countries and dependent territories

Rapid Implementation

NetSuite uses the experience gained from thousands of deployments to speed ROI. Expert implementation equips customers to make the most of NetSuite and expand towards next-generation solutions.

- Move to NetSuite in weeks not months
- Proven leading practices
- Pre-built configurations
- Turnkey-approach to setup and training

Proven ROI

- 20% to 50% reduction in financial close time
- 50% reduction in audit preparation time
- 25% to 75% reduction in invoicing costs



NetSuite delivers a number of roles that are pre-configured to ensure rapid adoption and quick speed of implementation:

- CEO/Senior Executive
- CFO
- Financial Controller/Controller
- Accounting Officer/Accountant
- Administrator
- Sales
- Sales Manager
- Purchasing Manager
- Customer Service
- Warehouse Manager
- Supply Chain Manager
- Production Manager
- Production Operator
- Contract Manufacturer

**Note: Roles included depend on step in the evolution.*

Scalable: NetSuite provides a single, unified business management suite, encompassing ERP/Financials, CRM, and ecommerce that scales with you at every stage and accommodates your every business need. Starting your business on an accounting system may make sense for the beginning of your business lifecycle, but the reality is that all thriving businesses quickly find themselves in need of functionality accounting systems can't provide. Equipping your startup with a business system that can accommodate every phase of your development is setting yourself up for long-term success.

Trusted: With over 20 years of experience in cloud ERP implementations and more than 36,000 customers, NetSuite is proven and trusted as the #1 cloud ERP solution for your startup business. The bottom line is manufacturing startups seeking a solution to stay with them for the long haul should seriously consider NetSuite as a long term investment that will scale with them, accommodate their changing business needs, and provide them with the most current functionality to capitalise on new markets.

To find out more, contact NetSuite on Infoapac_WW@oracle.com

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