



A Complete Business Management
Solution for Australian Businesses

SuiteSuccess Starter



With thousands of successful implementations, NetSuite has a deep understanding of businesses across all sectors and the many financial challenges they face. As the pace of change accelerates — especially for those still relying on aged, on-premises ERP systems — companies are struggling to keep up. While they strive to improve business performance and increase customer satisfaction in an increasingly competitive environment, businesses today are constantly challenged with:

- Metrics based on unreliable data.
- Duplicative and manual processes.
- Maintaining compliance and control.
- Lack of flexibility resulting in an inability to scale.
- No real-time visibility into sales, customers, financials, and inventory.

NetSuite:

Built with financial 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 to industry and business need.
- **150+ pre-built reports and pre-configured roles** with dashboards and business intelligence metrics.

“NetSuite gives us a system we can build on. We now have an integrated real-time view of what’s happening across the business and can spot issues earlier for faster intervention.” Ger Kirk, Operations Manager, Calnex

As they seek to address these challenges, companies are concerned about the time and capital required to fix their back-end systems. They realise, however, that the ability to quickly adapt and scale is critical to their success. What they need is a proven solution that can rapidly accelerate the business with a modern architecture to go from zero to cloud within weeks. *What they need is NetSuite.*

NetSuite delivers a unique set of processes, activities, and systems specifically designed to deliver value. It provides our customers with a strong foundation to transform their business with a pre-configured solution and methodology that includes proven:

- Detailed workflows
- Pre-configured functional roles
- Dashboards
- KPIs

These leading practices leverage NetSuite’s unmatched experience and knowledge of accounting, financials, and inventory management processes. The focus is on enabling our customers to rapidly meet their business objectives and seamlessly scale with NetSuite.

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NetSuite Stairway
for SuiteSuccess Starter

www.netsuite.com.au/suitesuccess



Establish

- Financials
- CRM
- Analytics and dashboards

Elevate

- International expansion
- People management
- Planning and budgeting
- Asset management

Expand

- Project management
- Billing and advanced revenue
- Advanced reporting
- Requisitions and procurement
- Inventory management

Accelerate

- Expense management
- Fulfillment
- Ecommerce
- Multi-book accounting

Dominate

- Talent management
- Email marketing
- Advanced planning

A Proven Path to Success

NetSuite delivers a unified and phased pathway for our customers to succeed and scale their business. Here is how it works:

- The first step is all about delivering a single view of customers, orders, items/SKUs, and real-time reporting capabilities. Getting a business on a real-time platform so that all channels are operating from a unified base is the critical foundation. Leveraging NetSuite's pre-configurations and leading practices, customers are able to go live on this step quickly.
- After moving to NetSuite, customers can choose from a number of capabilities to help streamline other parts of the business. A common next step is expanding the accounting and financial functionality of the platform to enhance reporting and automation capabilities. This phase allows for international expansion, advanced financial capabilities, more streamlined procurement processes, and tighter purchasing controls.
- 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.

NetSuite:

At a glance

World's #1 Cloud Business Software Suite

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

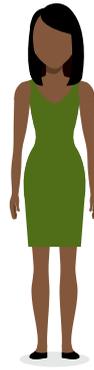
Rapid Implementation

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.

- Implementation in 100 days or less
- 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%-75% reduction in invoicing costs



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

- Financial Controller
- CEO
- Purchasing
- Sales
- Administrator
- Inventory Manager

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

Delivering Transformative Results

Solution providers will often talk about ‘roles’ — however, NetSuite delivers all the tools needed from day one so that anyone can get up and running quickly with the right workbench to be successful. All of our roles come pre-configured with all the KPIs, reminders, reports, and value-driven dashboards for daily and strategic needs — proven from years of real-world use by thousands of people in similar roles.

In a study by SL Associates, companies reported stunning improvements in key performance metrics after switching to NetSuite’s cloud-based software solution.

NetSuite has packaged over two decades of experience from thousands of deployments into a set of leading practices that paves a clear pathway to success and is proven to deliver rapid business value.

Are you ready to put NetSuite leading practices to work and take your business from zero to cloud within weeks?

Actionable Business Insights:	+55%-80%
Reporting Time and Resources:	-40%-55%
Time to Close Financial Books:	-45%-70%
Audit Completion and Support Time:	-25%-40%
Time Required to Support Compliance:	-25%-45%
Accounting Staff Productivity:	+25%-50%
Collection Time for Accounts Receivable:	-30%-50%
Order Process Efficiency and Costs:	+40%-60%
Billing Efficiency:	+15%-25%
IT Support Resource Costs:	-40%-65%
Business Continuity/Disaster Recovery Costs:	-40%-65%

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