# The #1 Cloud ERP

ERP | PSA | CRM | Commerce

ORACLE
**NET**SUITE

Australia
netsuite.com.au

Hong Kong
netsuite.com.hk

India
netsuite.com/in

Singapore
netsuite.com.sg

# Turning to the Cloud

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 37,000 customers running NetSuite across more than 219 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:

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.

ORACLE
NETSUITE

"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.
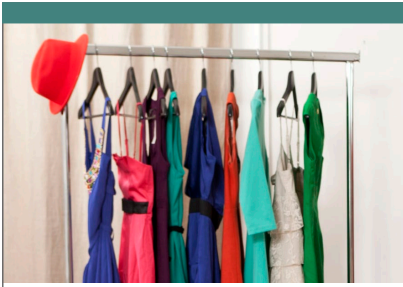


"In growing and maturing, we transitioned the business systems and a key part of that was the successful implementation of the Oracle NetSuite ERP. We've now got incredible control and visibility, which is critical with the complexity and diversity of the business."

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



"Having a clear overview of financials—and representing that data to external stakeholders—is very important. With NetSuite, we can easily consolidate across different markets and businesses, which grants us agility and confidence to propel our growth."

Doctor Anywhere
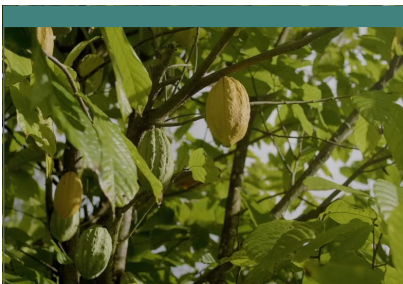


"We couldn't have achieved such high levels of growth and efficiencies without the reporting and up-to-date, real-time data we now have available to us."

Belgian Delights



"We're in a complex business, but the system behind it doesn't have to be complex. NetSuite has been a game-changer for us."

Extel Technologies



"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
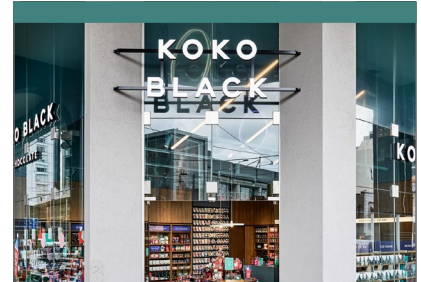


"If we didn't have that integration with NetSuite, there is no way we would have been able to pivot so quickly, especially during our peak trading season."

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
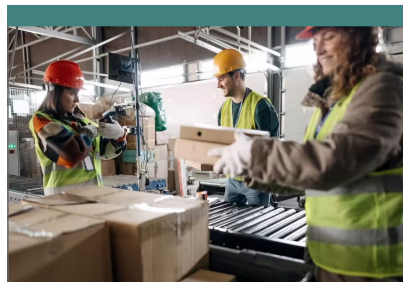


"NetSuite is inherently efficient and resilient—it's best in class. We've now got a platform with great operational systems embedded."

Rio Industrial Group



"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**

# Best-In-Class Cloud Solutions

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.

"NetSuite provides us a fully integrated platform that's easy to use. This allows us to efficiently quote, process and track orders, as well as managing order fulfilment and payments for our customers across multiple countries."

**Erich Vosshage, CEO, Kids Treasures**

### 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 helped us modernise and accelerate our operations so that we can focus on developing sustainable finance technologies."

**Wendy Koh, Vice President Finance, MVGX**

**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
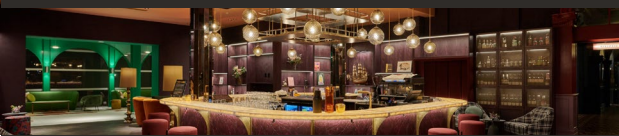


### Naumi Hotels Simplifies Financial Management to Allow for Smart Expansion

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
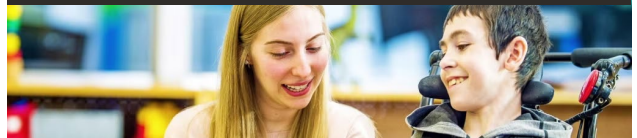


### Nonprofit Westhaven Automates Multi-Subsidiary Consolidation, Accounts Payable and Financial Reporting

1. Westhaven switched to NetSuite as soon as their organisation grew and added subsidiaries, consolidating financial information across the organisation.

2. NetSuite eliminated the need for spreadsheet-based reporting, saving Westhaven's finance team over 40 hours a month. Month-end close now takes five days, and the accounts payable process is completed one day faster each week.

3. The nonprofit is now working to eliminate manual file uploads from its customer management software, CTAR with the goal of saving time through an integration that will transfer data directly into NetSuite.

## Services



### SYPAQ Speeds Month-End Close, Gets Paid Faster and Fuels Growth

1. Previously running Pronto ERP, supplemented by Fathom software, SYPAQ turned to NetSuite to gain real-time view of data in one place, which helps them complete month-end close in one week.

2. All projects are now managed through NetSuite's professional services automation solution, OpenAir. This automated timesheet approvals and billing and minimising invoicing errors to help SYPAQ get paid seven days faster on average.

3. SYPAQ has been able to confidently grow its customer base by 20% since deploying NetSuite, which has increased revenue by more than 30%.

## Software



### Embrava Powers Global Expansion With Efficiency

1. Embrava switched to NetSuite as soon as demand for their products spiked helping them carefully plan their production schedule and to automating calculation of reorder points.

2. With NetSuite, Embrava was able to support its 10x growth while saving an estimated $300,000 AUD per annum in time that employees previously spent updating and analysing spreadsheets.

3. The business has seamlessly expanded into the UK and consolidates its multi-entity, multi-currency financials in real time, all without increasing finance headcount.



ORACLE
**NET**SUITE

# 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 multinational 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.
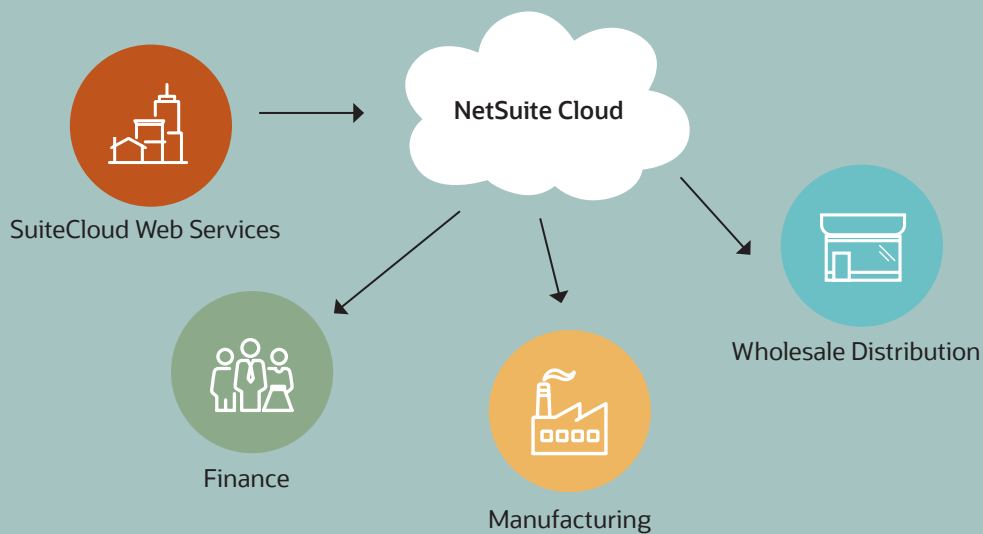
**Enterprise**

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.

"In terms of revenue and business operations, we're eight times bigger now than when we first took on NetSuite, and it's not projected to stop. NetSuite has provided a solution that grows with us."

**Lisa Gemmell, Finance Director, Mons Royale**

## Big Companies Can Act Small, and Small Companies Big



SuiteCloud Web Services

NetSuite Cloud

Finance

Manufacturing

Wholesale Distribution

# 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.
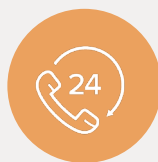
### Support

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.

> "To equip your people with the right information to make decisions confidently, you need to give them a system that is complete—from customer-facing to accounting, inventory, all the way to ticketing. That's why we are very happy with NetSuite."
>
> **Erwin Co, President, GLC**

# Invested in Your Success

At NetSuite, innovation is at the core of delivering value to its customers. With over 37,000 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.

ORACLE
**NET**SUITE

# ORACLE
## NETSUITE

**Australia**
Phone: 1800 638 784
www.netsuite.com.au

**New Zealand**
Phone: +64 9 977 2100

**Singapore**
Phone: +65 6263 1300
www.netsuite.com.sg

**Hong Kong**
Phone: +852 3655 1949
www.netsuite.com.hk

**China**
Phone: 400 610 6668
www.netsuite.cn

**Philippines**
Phone: +632 8295 9022

**Japan**
Phone: 03 6834 4888
www.netsuite.co.jp

**India**
Phone: +9180 4029 8789
Phone: +9180 4029 8809
www.netsuite.com/in

Infoapac_WW@oracle.com