

Businesses Run Better on NetSuite.



**General Business
KPIs that Matter**

Sponsored by



Improved Results from Businesses Like Yours

 Business Visibility	360° Visibility & Actionable Insight	↑ Increased 55% - 80%
	Business Agility	↑ Improved 20% - 30%
	Reporting Time and Resources	↓ Reduced 40% - 55%
 Financial Management	Time to Close Financial Books	↓ Reduced 45% - 70%
	Audit Completion and Support Time	↓ Reduced 25% - 40%
	Time Required to Support Compliance	↓ Reduced 25% - 45%

KPI improvements are estimates based on discussions with NetSuite customers

Improved Results from Businesses Like Yours

 Financial Management (contd.)	Accounting Staff Productivity	↑ Improved 25% - 50%
	Collection Time For Accounts Receivables	↓ Reduced 30% - 50%
	Order Process Efficiency and Costs	↑ Improved 40% - 60%
	Billing Efficiency	↑ Improved 15% - 25%
 IT Management and Resources	IT Support Resource Costs	↓ Reduced 40% - 65%
	Business Continuity/Disaster Recovery Costs	↓ Reduced 45% - 65%

KPI improvements are estimates based on discussions with NetSuite customers

Cloud-Based Business Solutions Suite Delivers Key Performance Improvements

Real-time business visibility and end-to-end business management

Many companies have been caught off guard by the pace of change and the increasing demands common in a world running on a real-time digital foundation. Old operational methods and tools—be they Excel spreadsheets for managing financial operations, or aging and non-integrated applications for other core business operations—can drag down a company’s efficiency and its long-term prospects.

The limits of poorly integrated, restricted-functionality and outdated tools and processes can quickly become serious threats should business events stress their capabilities to the breaking point. Among the business event triggers cited by many NetSuite customers were:

- Rapid company growth
- Expansion into a new product or business line
- International expansion
- Mergers and acquisitions
- Going public

These and other business challenges can overwhelm an organization’s existing operational systems. Such challenges can introduce errors, slow or halt critical processes, and cause the organization’s systems to fail to deliver the functionality and business visibility required.

In many cases reported by the NetSuite customers we interviewed, the combination of aging business tools and new business challenges—both foreseen and unexpected—led them to deploy a NetSuite business suite solution.

The cloud-based NetSuite service offers organizations a variety of integrated functional modules that share common interfaces, data and programming methodologies. In addition to sophisticated enterprise resource planning (ERP) and customer relationship management (CRM) applications, other NetSuite modules include ecommerce, analytics, financial planning and budgeting, point-of-sale and professional services management, in addition to other functional building blocks. Customers can easily customize their deployments with NetSuite’s workflow and scripting tools, and multinational corporations can get multicurrency conversions, local tax compliance and other functions with the NetSuite OneWorld offering.

Addressing Business Management Challenges

Aligning business management to meet these challenges

General Business Challenges

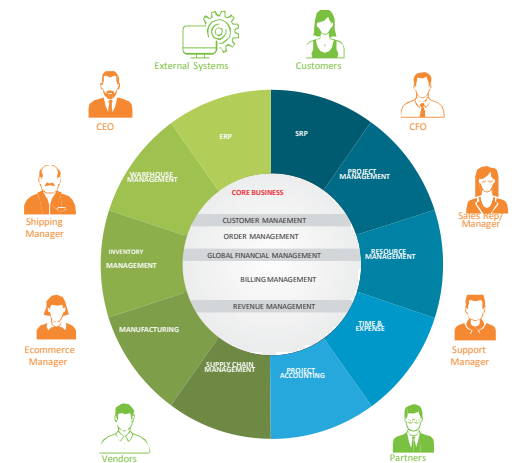
- **Financial management:** All companies need to manage their finances in ways that ensure accuracy, speed and efficiency.
- **Business visibility:** They need complete visibility into the full range of their operations, both in real time to seize opportunities or counter threats, and over time to identify positive or negative trends.
- **IT management:** They need IT operations – either internally or cloud-based—that are flexible, always available and closely aligned with business requirements.



Average Deal Size



Reduction in DSOs



Unlimited Expansion



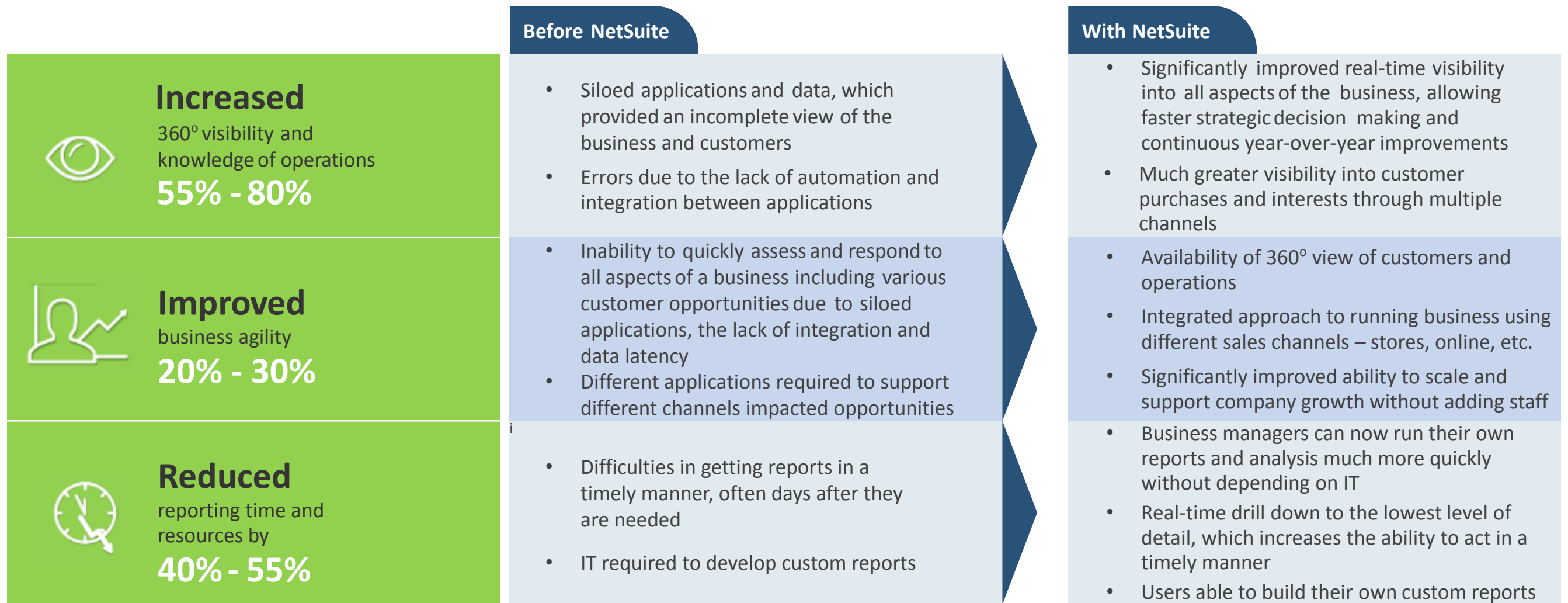
Revenue Growth



Intelligent Order Orchestration

Business Visibility

Business value for company management



KPI improvements are estimates based on discussions with NetSuite customers

Financial Management (1 of 3)

Business value for accounting department

Before NetSuite

With NetSuite



Reduced

time to close the financial books

45% - 70%

- Extensive time spent on reconciliations, especially with multi-channel, multi-region and multi-currency businesses
- Difficulty in translating web-sales related currency between regions, which led to errors and time-consuming financial consolidation

- Earlier availability of financial results through faster period-end processes and more accurate reconciliations
- Ability to do monthly/annual financial book close and analysis due to availability of real-time data



Reduced

audit completion and support time

25% - 40%

- No central repository for the information required to support audits

- Significant reduction in audit time because all the information required for audits is available in NetSuite
- Transparency and accuracy for audits provided by real-time information and analysis down to the lowest level of detail



Reduced

time required to support compliance

25% - 45%

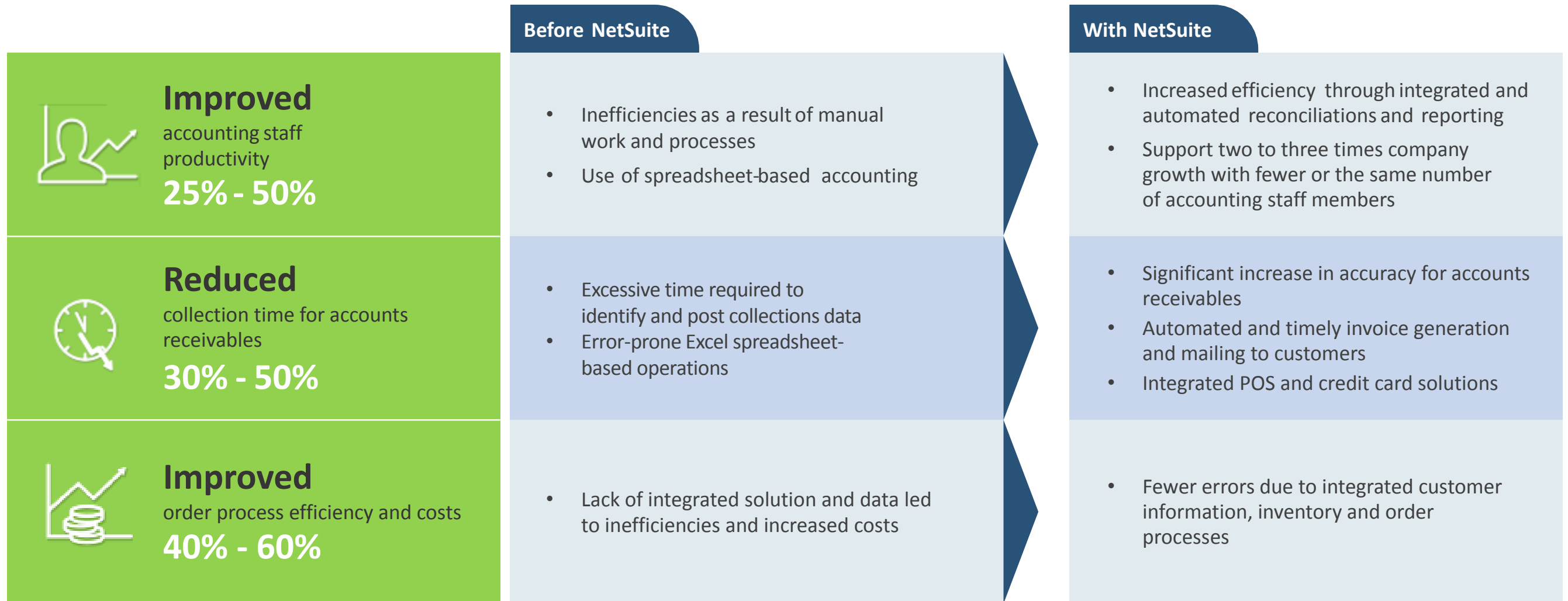
- Relevant information was not readily available or needed to be pulled from multiple sources
- Data analysis difficult or impossible

- Real-time availability of required financial and operational reports
- Availability of accurate, detailed and actionable information to support compliance needs

KPI improvements are estimates based on discussions with NetSuite customers

Financial Management (2 of 3)

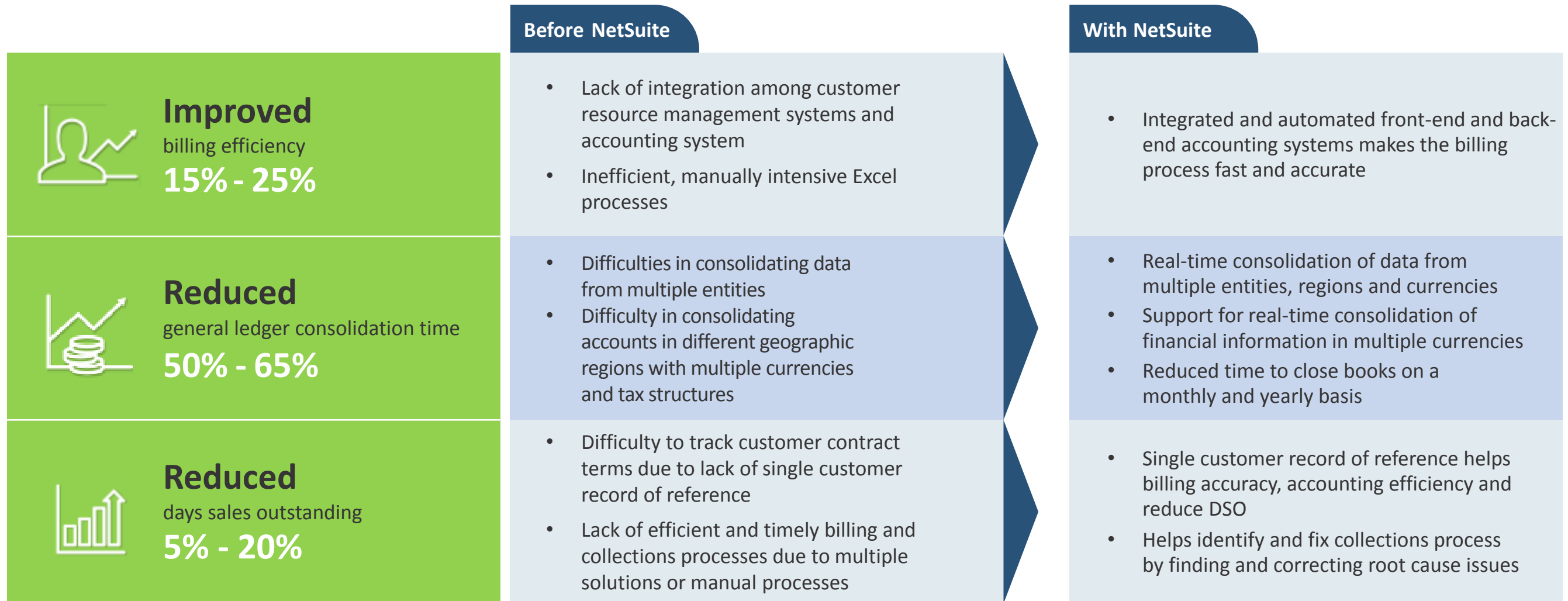
Business value for revenue analysis and management



KPI improvements are estimates based on discussions with NetSuite customers

Financial Management (3 of 3)

Business value for revenue analysis and management



KPI improvements are estimates based on discussions with NetSuite customers

IT Management and Resources

Business value for company operations

 <p>Reduced number of IT support people, resulting in IT cost savings of 40% - 65%</p>
 <p>Eliminated need and cost to purchase and maintain servers 100%</p>
 <p>Reduced need for business continuity / disaster recovery solution 45% - 65%</p>

Before NetSuite

- IT resources needed to implement, maintain and update on-premises ERP solutions
- IT resources needed to install and maintain server hardware and software
- Separate ecommerce and ERP systems

- Capital expenditure required to acquire and maintain servers for on-premises ERP application
- Ongoing management and maintenance costs

- IT resources and infrastructure needed to support business continuity/disaster recovery
- Complex and costly implementations

With NetSuite

- Cloud-based solutions eliminate the need for internal IT staff to support ERP application and on-premises servers
- Faster to implement, enabling productive use of the ERP solution
- IT resources re-deployed to ecommerce site development and support

- IT capital expenses eliminated by the NetSuite cloud-delivered solution
- Greatly reduced management and operational costs

- “Built-in” benefits of business continuity and disaster recovery with the NetSuite SaaS solution
- Redundant data centers support the business suite and data availability at no additional cost to customers

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