



A Pathway to Success

NetSuite SuiteSuccess Starter Services Edition



NetSuite SuiteSuccess Starter Edition is a total solution designed to help small and rapidly growing companies manage all aspects of their business in a single system. The solution is designed from a set of leading practices that pave a clear path to success and are proven to deliver rapid business value and get you live on NetSuite in a predictable timeframe. The Services Edition delivers a unique set of processes, activities, and functionality specially designed to address key aspects of services-based organisations including project management, time and expense entry, billing, and project reporting.

Key Benefits

- **Ready day one.** The pre-configured solution delivers a unique set of processes and functionality specially designed to deliver value to services-based businesses.
- **Continuous engagement.** Ensure success through a consultative approach from sales to activation, through support and beyond.
- **Go live quickly.** The solution takes advantage of the NetSuite stairway, a staged approach to activation that allows customers to consume capabilities based on what the business needs and drives faster time to value and better ROI.
- **Visibility and insights.** By unifying the front- and back-office, NetSuite delivers a complete view of your customers, projects, and business in real time combining data with visual analytics to generate meaningful and actionable insights.



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

- Chief Executive Officer
- Financial Controller
- Inventory Manager
- Sales
- Purchasing
- Project Manager
- Employee Centre
- Administrator

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

A Proven Path to Success

The SuiteSuccess Starter Services Edition provides customers with a strong foundation to grow their business with a proven engagement methodology and pre-configured solution that includes detailed process flows, pre-configured functional roles, dashboards, over 95 reports, and services-specific KPIs.

Financial Management

Automate your accounting functions. The general ledger supports the unique structure and requirements of your business. A simplified chart of accounts structure organises financial and statistical data. Journal entries are created automatically and in real time as transactions happen. Easily create and update budgets. Bank and credit card statements can be automatically imported into NetSuite for reconciliation. The period close checklist makes closing the books fast and easy.

Item Management

Using Item records allows for more efficient processing of transactions while reducing the likelihood of data entry errors. Item records hold the accounting information,

pricing, and attribution for all of the goods and services you buy and sell to customers, and the parts and raw materials you purchase from vendors. Item records are used to track information about items you keep in stock.

Sales Management

Streamline your sales process while helping your organisation gain complete visibility without duplicating effort. All processes are connected, from the creation of a lead to turning it into an opportunity through generating an estimate. Once a quote is accepted, generate the sales order directly from the estimate to ensure an accurate audit trail.

Order Management

NetSuite enables efficient order entry, item fulfilment, and invoice processing all within an integrated suite. Leverage sales orders to sell products and services automating invoice creation and sales reporting. Quickly process returns, issue credit memos, and apply credits to any open invoices the customer might have.

Purchase Management

Streamline your procurement process all while providing visibility, efficiency, and effective purchasing controls in your organisation. Create and track purchase orders. Invoices are matched to purchase orders and receiving statements to avoid overpayments, duplicate payments, or other errors. Maintain detailed records on all suppliers, including contacts, addresses, banking information, purchase orders, past payments, and credit memos. Create vendor credits and issue refunds if needed.

Project Management

Manage projects end-to-end within NetSuite. Create a new project from a project template including phases, tasks, and milestones with estimated hours. Track and resolve issues with real-time visibility across the project team. Assign resources and track actual time against projects and project tasks. Expenses appear against the project, allowing for monitoring of project costs and invoicing of billable expenses. Automate the billing of projects using multiple billing rules including time and expense based, fixed date, milestone, and percent complete. Run project reports like project profitability, project budget vs. actual, and resource utilisation.

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NetSuite Stairway
for SuiteSuccess Starter Services

www.netsuite.co.uk/suitesuccess



Establish

- Financials
- CRM
- Analytics and dashboards
- Project management and billing

Elevate

- Professional services automation
- Advanced financials
- Revenue management

Expand

- International expansion
- Centralised HCM
- Inventory management
- Financial planning and budgeting

Accelerate

- Subscription management
- Business insights and reporting

Dominate

- Integrated ecommerce

To find out more, contact NetSuite on [Hello-Netsuite_GB@oracle.com](mailto>Hello-Netsuite_GB@oracle.com)

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