A Pathway to Success

NetSuite SuiteSuccess Starter Products 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 Products Edition delivers a unique set of processes and functionality specially designed to address key aspects of product-based organisations including inventory management, order management, fulfilment, and customer relationship management.

Key Benefits

- **Ready day one.** The pre-configured solution delivers a unique set of processes and functionality specially designed to deliver value to product-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 activation approach 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, inventory, and business in real time combining data with visual analytics to generate meaningful and actionable insights.

ORACLE
NETSUITE

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

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

Note: Roles included depend on step in the evolution.

A Proven Path to Success

The SuiteSuccess Starter Products 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 product-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. Multiple units of measure provide the flexibility to define the various units used to stock, purchase, and sell inventory. Inventory item records are used to track information about items you

keep in stock. With visibility into stock across all locations, you can proactively monitor stock levels and sell through, transferring inventory between locations as necessary to ensure inventory availability and minimise obsolete inventory. Back and forward trace inventory using lot and serial tracing helps define fulfilment strategies (such as first expiring, first out), minimising waste and ensuring inventory is used in the most efficient way. Easily manage inventory in locations with or without bins.

Matrix items track products by options such as size and colour. Updates made to the parent item are automatically applied to sub-items, greatly simplifying SKU management. Demand-based replenishment uses NetSuite historical and seasonal sales data, average lead time, and number of inventory days' of supply to dynamically manage item reorder points and maintain preferred stock levels. NetSuite automatically generates tasks and alerts and sends them to the purchasing manager.

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

Centrally manage your procurement process and vendors 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. All information related to each vendor is located within a central record, so purchasing managers can easily access relevant data and keep supply chains on track. Tracking the overall health of your supplier relationships means monitoring items and their pricing, lead times, on-time deliveries, defects, shortages, and more. That oversight, and keeping vendors accountable for the products they supply, is easy with the vendor scorecard. Every transaction is tracked, analysed, and recorded, so buyers can easily monitor key performance indicators and provide feedback for continuous improvement.

ORACLE NETSUITE | NetSuite Stairway For SuiteSuccess Starter Products

www.netsuite.co.uk/suitesuccess

Establish
• Financials
• CRM and order processing
• Analytics and dashboards
• Inventory management

Elevate
• International expansion
• Work orders and assemblies
• Warehouse management system
• Advanced procurement

Expand
• Quality management
• Supply chain execution
• Fixed asset management
• Optimise packing and shipping operations

Accelerate
• Centralised HCM
• Financial planning and budgeting
• Business insights and reporting

Dominate
• Integrated ecommerce

To find out more, contact NetSuite on Hello-Netsuite_GB@oracle.com

United Kingdom | Phone: +44-2078-167535 | www.netsuite.co.uk