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## Accenture and NetSuite partner to develop M&A transaction Accelerators

### Accelerator Platforms

Based on collective experience, Accenture and NetSuite have identified Oracle EBS, SAP ECC 6 and SAP R/3 4.x as the platforms upon which to build our accelerators. Accenture and NetSuite believe these platforms represent the most commonly used ERP systems within enterprise organizations and therefore are the most likely to be associated with the M&A transactions scenarios. We continue to see hesitation among some corporate executives to consider the use of NetSuite Cloud-based solution to support M&A transactions, even though many of the same executives will acknowledge the transformational potential of the Cloud. In many

cases, we feel it is some form of "inertia" that is preventing these executives from deploying Cloud solutions.

Thus, Accenture and NetSuite have created a set of accelerators to make it easier for executive teams working within Oracle or SAP environments to evaluate the potential of cloud ERP generally, and the NetSuite cloud-based solution in particular, to support their transaction activity. We have designed the M&A accelerators to enable customer teams to evaluate, deploy and transition to NetSuite in a timely, standardized, cost-effective and lower-risk manner than traditional platforms.

### Delivery Accelerator

### Description

#### Approach Strategy



The purpose of the approach strategy is to document tested leading practices for delivering data migrations in typical M&A transaction scenarios. The approach document provides insight into typical processes, pain points and solutions for ensuring a successful migration from an on-premise ERP application to a NetSuite Cloud-based ERP solution.

#### Accelerator Assets



Accelerator assets include developed and tested deployment components that can be utilized to speed NetSuite Cloud-based ERP implementation timelines within M&A transactions. These assets include pre-developed code for data extraction, pre-defined integrations with Dell Boomi as well as templates needed to map data between old and new systems.

#### Level of Effort/Estimation Factors



Documented estimation factors to drive the initial evaluation of the level of effort required to migrate from an old legacy system to a new NetSuite Cloud-based ERP solution. These factors are derived from Accenture and NetSuite's delivery experience over hundreds of projects and reflect our collective lessons learned. Use of these estimation factors will provide more accurate effort and cost estimates and will speed M&A-driven NetSuite Cloud-based ERP deployment timelines.

#### Sample Timelines and Key Activities



The accelerators have been developed based on inputs from actual Accenture and NetSuite delivery situations. They are designed to assist implementation teams recognize and reflect the full scope of activities required for a successful NetSuite Cloud-based ERP implementation in one of the typical M&A scenarios.

# Overview of Accenture and NetSuite M&A Capabilities

## Accenture M&A Services Overview

Accenture is uniquely qualified to help organizations optimize the planning and execution of a wide variety of transaction types.

**M&A leadership:** Accenture has led or has played a significant role in the three largest mergers worldwide in the past six years.

**Extensive client experience:** In the past five years, Accenture has advised clients in more than 620 deals globally.

**Minimize Risk:** Deep experience managing and implementing major enterprise-wide projects helps to minimize the risk in any transaction. Companies and organizations are looking for game-changing solutions delivered with the right mix of skills, experience and global reach, and that's what distinguishes Accenture in the marketplace.

**Value capture:** M&A practitioners have large-scale transformation experience and bring expertise across the entire investment lifecycle.



## NetSuite Cloud Business Management Platform

NetSuite brings an integrated approach to M&A. Using a unified, fully integrated system gives companies a deeper understanding of key business performance metrics spanning general ledger and accounting, customer relationships and omnichannel commerce. NetSuite's proven, enterprise-class suite can be implemented rapidly and powers fast-growing companies internationally. By implementing the world's leading cloud business management solution, our customers have experienced the following value:

- Cut order-to-cash cycle by 50%
- Accelerate financial close by 20-50%
- Reduce IT costs by 50%
- Reduce audit preparation by 50%
- Reduce invoicing costs by 25-75%
- Reduce days sales outstanding (DSO) by 10-20%

We know where to look for additional value that is typically missed by our competitors.

**Functional expertise:** Accenture has a dedicated global M&A practice with deep expertise in strategy, supply chain, IT, sales, marketing, change management and finance capabilities.

**Global delivery:** Network of M&A professionals in Europe, Asia, Africa and the Western Hemisphere enables us to draw upon the best talent and resources for every client project.

**M&A thought leaders:** Accenture has multiple patents, assets and tools and has published extensively more than 100 articles on key topics.

Together, Accenture and NetSuite offer a powerful combination of comprehensive M&A Services and a state-of-the-art cloud ERP technology platform able to support the most complex of M&A transaction requirements.

## Why NetSuite and Accenture

### Putting Our Combined Strength to Work for You

Our partnership combines the respective strengths of two global organizations. Accenture is a NetSuite global partner, leveraging 80,000 trained ERP professionals. Together, our combined M&A capabilities allow us to assist companies involved in M&A transactions implement technology solutions that are efficient, cost effective, mitigate risk, and accelerate value with a 30-year track record of delivering enterprise solutions.

### Charting a Strategic Course for Growth

Contact us to explore how NetSuite and Accenture can assist your organization achieve its vision for business transition and transformation.

### For more information, please contact:

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