



<http://www.ebizq.net/news/11680.html>

09/10/2009

United States Postal Service Embraces NetSuite Integration

NetSuite Inc. (NYSE: N), a vendor of cloud computing business software suites, today announced that the U.S. Postal Service® (USPS®) shipping is now integrated with NetSuite, providing the thousands of NetSuite customers with yet another strong and cost-effective shipping option. This development enables companies to offer postal delivery to its customers while reducing time spent on manual processes such as printing labels and manifest forms. This in turn reduces shipping error risk and promotes greater customer satisfaction. For more information about NetSuite integration with USPS, please visit www.netsuite.com/uspsintegration.

ebizQ received the following:

As the engine at the heart of the \$1 trillion American mail industry, the U.S. Postal Service needs no introduction. Flexible and cost-effective, and the only delivery method with access to millions of Post Office Boxes™, this development gives any NetSuite customer with an interest in reliable, universal delivery an important new option for managing order, shipping, tracking, and receivables processes.

“We are very pleased that the leader in cloud computing business software suites now provides USPS integration and are eager to provide a cost-effective, reliable shipping option to NetSuite customers,” said Gary Reblin, vice president of Expedited Shipping for the U.S. Postal Service.

NetSuite's USPS shipping integration capabilities were developed in partnership with Endicia, a leader in internet shipping and mailing software for small businesses, industrial and enterprise users and part of Newell Rubbermaid's DYMO Technology Global Business Unit. Because the USPS integration is part of the NetSuite SuiteCloud ecosystem, users are assured a stable, integrated, and seamless experience within the NetSuite application. “Endicia is excited to partner with NetSuite to bring our comprehensive Internet Postage solution to customers,” said Amine Khechfe, general manager for Endicia. “NetSuite has integrated several Endicia features, such as e-refund request capability, SCAN forms and package status, to help to maximize the benefits of the U.S. Postal Service for users.”

NetSuite's USPS shipping integration offers retailers, Ecommerce operators, distributors, and wholesalers instant access to all key USPS services, including price quotes, shipping label generation, package tracking numbers and full customs documentation — saving time on manual lookups and tedious pen-and-paper form completion. NetSuite customer records can be instantly confirmed against the USPS database of valid addresses.

Behind the scenes, the NetSuite solution automatically ties USPS tracking and Delivery Confirmation™ numbers to sales orders, invoices, and customer records, providing visibility into the shipment process, enabling users to examine a customer's comprehensive purchase history, right down to the delivery date.

Through existing shipping solutions with UPS and FedEx, NetSuite merchants have already shipped 2.5 million packages through the NetSuite integrated carrier solution.

“The addition of USPS to the NetSuite cloud shows the direction in which corporate America is moving in the 21st century — towards cloud computing,” said Mini Peiris, vice president of Product Marketing at NetSuite. “Our partnership shows that the NetSuite SuiteCloud development platform has the power to enable more and more companies to embrace cloud-based applications for areas they may not have thought of before, such as shipping via the postal service.”

NetSuite is establishing itself as the clear choice for many successful and growing companies as the cloud computing leader, and it cements its position as a premiere provider of enterprise computing solutions. Recently ranked one of the top 10 Financial Management System vendors in North America by Gartner Dataquest — and the fastest-growing in that elite group — NetSuite is leading the way in providing companies with a cost-effective and highly efficient alternative to on-premise applications. Unlike on-premise software vendors, NetSuite has a modern cloud-based code base to maintain and innovate — so NetSuite customers get all the benefits of a highly focused R&D effort designed to help them leverage and grow their investment.