



NETSUITE'S PRIVATE EQUITY PRACTICE

Delivers White Glove Service to Critical Accounts

NetSuite understands that sponsor-backed companies have a unique DNA in terms of growth, investment theses and M&A activity. Often operating under accelerated timelines and aggressive budgets, we recognize that they work under a broader relationship based on the ownership. To support these companies, NetSuite's dedicated team provides executive alignment throughout your entire lifecycle as a customer, from pre-acquisition to exit.

NetSuite at a Glance

- Used by more than 40,000 organizations
- Used in 160+ countries
- #1 on G2 Crowd for ERP
- Acquired by Oracle in November 2016
- More than 5,000 employees
- First Cloud ERP – founded in 1998

Zero to Cloud in 100 Days

- Industry expertise with industry-leading best practices already built into the system.
- Pre-defined roles to jump start business activation.
- Dedicated process flows and KPIs tailored to your business built in.
- Turnkey set up and training.

“Private equity firms are led by progressive thinkers who understand the value of a unified business platform to accelerate portfolio company value creation.” **Rahul Puri**, Global Private Equity & Venture Capital Practice Leader, NetSuite

How NetSuite Drives Value for PE-backed companies	
PE-backed companies are often:	SuiteSolutions:
M&A prone	PE-backed companies often grow by acquisition. NetSuite’s scalable platform enables companies to quickly and easily integrate add-on acquisitions and accommodate even the most aggressive growth plans.
Experiencing high growth	PE-backed companies often use their source of funds to fuel growth internationally, open new distribution channels and accelerate organic growth. NetSuite’s OneWorld module allows multi-book and multi-currency consolidation in real-time. The single platform allows companies to have a single source of data across ERP, ecommerce and CRM, providing a simple and clean 360-degree view of the customer, as businesses move towards an omnichannel environment.
Evolving their business models	PE-backed companies may seek to add new revenue streams or enter new markets to keep up with the rapid pace of change. Regardless of how the business model may strategically evolve, NetSuite accommodates these changes with flexible, best-in-class technology to support fast-growing and fast-changing businesses.
Focused on operational excellence	PE-backed companies have a keen focus on operational excellence. NetSuite helps companies attain incremental EBITDA by driving front- and back-office synergies. Often, the number of FTEs required for NetSuite is far less than the number required by on-premise alternatives, freeing up resources to work on higher-value activities and eliminating manual processes.
Focused on financial accuracy and visibility	PE-backed companies have zero tolerance for inaccurate or delayed financial reporting. NetSuite’s real-time visibility ensures the data is correct and available to the stakeholders who need it. Customizable roles and responsibilities ensure only the appropriate parties have access.
Require business stability	PE-backed companies must drive value creation within a finite hold-period, typically five to seven years. This means they cannot afford lengthy implementation cycles or any inefficiencies in the evaluation process. NetSuite’s engagement model ensures a smooth delivery, while the PE team streamlines the sales cycle by offering preferred commercials and a fast-track for redlines and SSAs.

Carve-Outs

- Nearly 20 percent of sponsor-backed carve-outs in 2016 selected NetSuite as their platform for growth.
- NetSuite’s engagement model ensures newly carved-out companies can go live on NetSuite within 100 days or less, enabling them to adhere to even the most strict TSAs.

Cross-Portfolio Benefits

- NetSuite goes to market in an industry-oriented fashion – from sales to implementation, our teams are dedicated to honing their vertical expertise.
- NetSuite’s Private Equity team is a horizontal across all industries – we are designed to accommodate even the most industry agnostic private equity investors, and act as a central point of contact.

