ORACLE NETSUITE

NetSuite Introduction

Agenda

1   Every Size, Every Industry, All Over the World

2   A Solution Suited for All

3   Achieve Lasting Success

4   A Platform for Flexibility & Growth

5   Data & Insights to Accelerate Businesses

ORACLE NETSUITE

Every Size, Every Industry, All Over the World

ORACLE NETSUITE

Oracle NetSuite Growth

The first cloud company

ORACLE NETSUITE

Global Business Unit

Customers in over 215 Countries and Territories

Record Growth

7,000+
Employees globally
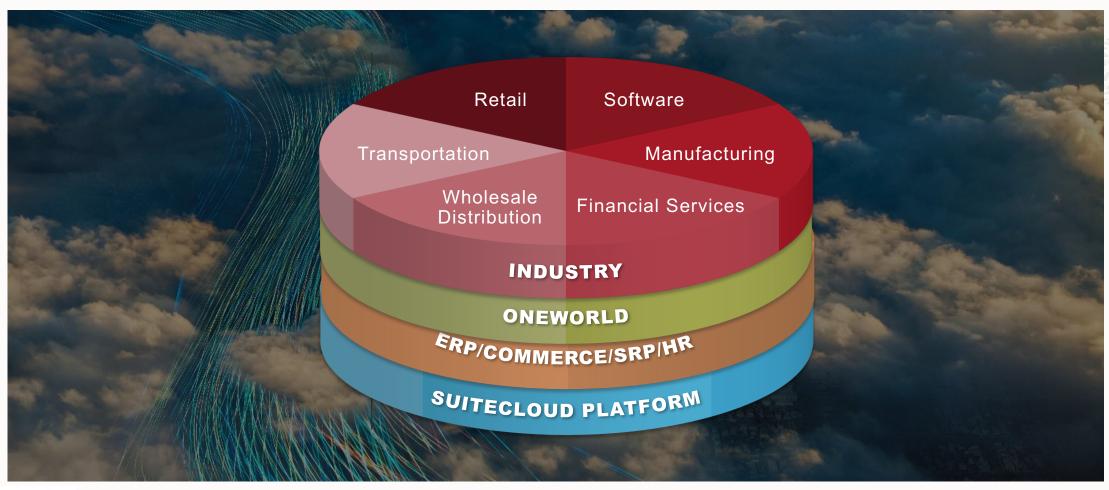
34,000+
Customers worldwide

6,000+
New customers last 12 months

ORACLE NETSUITE
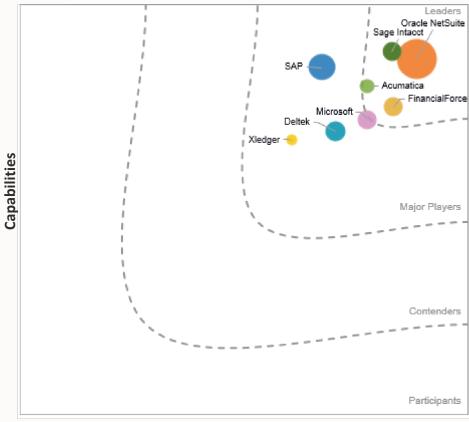
ORACLE NETSUITE #1 CLOUD ERP

What industry experts think about NetSuite?

IDC

Worldwide SaaS and Cloud-Enabled Midmarket Finance & Accounting Applications 2020 Vendor Assessment

Gartner

Magic Quadrant for Cloud ERP for Product-Centric Enterprises

Trusted by 37,000+ customers

Every Size. Every Industry. In Every Part of the World

FSI	Services	AMP	Nonprofit	Manufacturing	Wholesale Distribution	Retail
RD Technologies	AVANT	[a·mo·bee]	ASHOKA	BAILEY	BIG AGNES Steamboat Springs, Co	ALTON LANE
QFPAY	Lightbend	CARDINAL PATH	BRIGHTPOINT HEALTH	CORKCICLE.	Automation Take Control	BRILLIANT EARTH
xendit	livelike	dwa	HEALING WATERS INTERNATIONAL	epec | build to print electronics	HESTRA	JONATHAN ADLER
Tranglo	OpenSymmetry	FORTHEA interactive marketing	kiva	FORTO COFFEE SHOT ORGANIC	mountz the torque tool specialty	journelle
kiplePay a greenpacket company	OPTIV	SHE MEDIA	LEUKEMIA & LYMPHOMA SOCIETY	inter·lux	PRECISION DISPOSABLES	LOVESAC
Hugo	spectrio	The Second City	Rise AGAINST HUNGER	Shaw	rst BRANDS	LUCKY BRAND EST. 1990
2c2p	SoFi	THRILLIST	Seed Savers EXCHANGE	SUGAR BOWL BAKERY	SNACKNATION	TOAD&CO
	topdown CONSULTING	W2O GROUP			TACTICAL MEDICAL SOLUTIONS	WILLIAMS-SONOMA
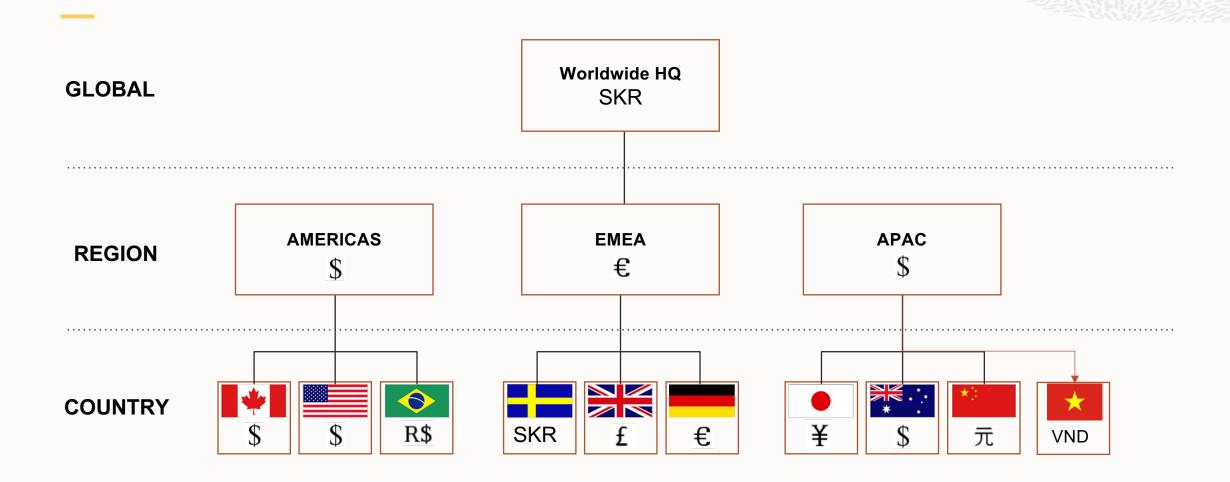
ORACLE NETSUITE

Top 5 NetSuite Differentiators

1. True Cloud

2. Unified Platform

3. Scalability

4. Real-time Reporting

5. Customer Experience

The World's Greatest Multi-company, Multi-currency System

GLOBAL

Worldwide HQ
SKR

REGION

AMERICAS
$

EMEA
€

APAC
$

COUNTRY

$ $ R$

SKR   £   €

¥ $ 元   VND

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ORACLE NETSUITE

Enabling Global Business Growth

217
Countries & Dependent Territories Deployed

27
UI Languages

100+
Countries Tax Calculation & Reporting

203+
Countries & Dependent Territories Transacted

90
Bank Payment Formats

190+
Currencies Updated Daily

ORACLE NETSUITE

A Solution Suited for All

ORACLE NETSUITE
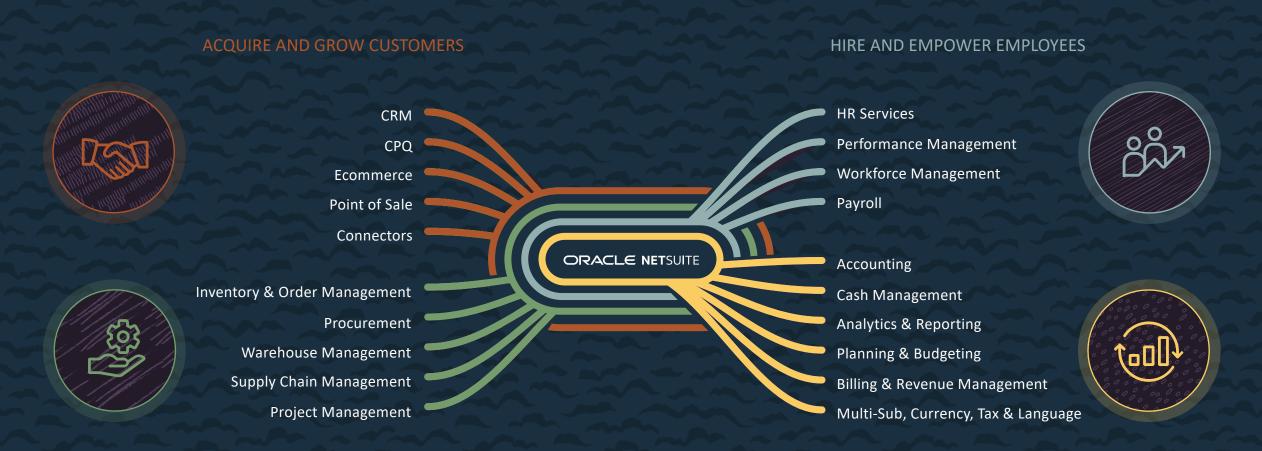
Challenges Faced Running and Growing a Business

ACQUIRE AND GROW CUSTOMERS

CREATE AND DELIVER
PRODUCTS AND SERVICES

OPTIMIZE CASH AND
PROFITS

HIRE AND EMPOWER EMPLOYEES

ORACLE NETSUITE
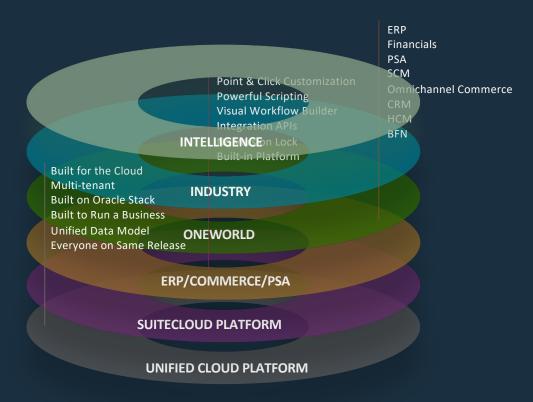
A Suite of Applications to Run Your Business on a Single Database

ACQUIRE AND GROW CUSTOMERS

HIRE AND EMPOWER EMPLOYEES

CRM

CPQ

Ecommerce

Point of Sale

Connectors

HR Services

Performance Management

Workforce Management

Payroll

ORACLE NETSUITE

Inventory & Order Management

Procurement

Warehouse Management

Supply Chain Management

Project Management

Accounting

Cash Management

Analytics & Reporting

Planning & Budgeting

Billing & Revenue Management

Multi-Sub, Currency, Tax & Language

CREATE AND DELIVER PRODUCTS AND SERVICES

OPTIMIZE CASH AND PROFITS

ORACLE NETSUITE

NetSuite 6 Technology Layers

AI
Machine Learning
SuiteAnalytics
Predictive
WorkBooks
Reporting
KPI's & Dashboards

Advertising
Media & Publishing
Software
Services
Nonprofit
Manufacturing
Wholesale Distribution
Retail

Multi-book
Multi-language
Multi-currency
Multi-country tax compliance
Master Data Management

ERP
Financials
PSA
SCM
Omnichannel Commerce
CRM
HCM
BFN

Point & Click Customization
Powerful Scripting
Visual Workflow Builder
Integration APIs
on Lock
Built-in Platform

INTELLIGENCE

Built for the Cloud
Multi-tenant
Built on Oracle Stack
Built to Run a Business
Unified Data Model
Everyone on Same Release

INDUSTRY

ONEWORLD

ERP/COMMERCE/PSA

SUITECLOUD PLATFORM

UNIFIED CLOUD PLATFORM

ORACLE NETSUITE

SuiteSuccess: A Proven Path to Success

Build

Engage

SUITE SUCCESS

Optimize

Consume

- Ready day 1 with industry-specific features, dashboards, KPIs and reports
- Faster time-to value
- Continuous engagement

ORACLE NETSUITE

Digitalize your supply chain

Work Collaboration

Purchasing Management

Demand Planning

ORACLE NETSUITE
300+ BI Reports

Item / Warehouse Management

Fixed Assets

Integration
(POS, B2C eCommerce, DMS, HR, e-invoice…)

Finance & Accounting

ORACLE NETSUITE

Rich ERP Features

FINANCE & ACCOUNTING

- General Ledger
- Accounts Receivable
- Accounts Payable
- Tax Management
- Fixed Assets Management
- Cash Management
- Payment Management

LEASING

- Lease purchasing
- Lease Payment Schedule
- Lease Contract Management

REVENUE MANAGEMENT

- Recurring Revenue Management
- Flexible Revenue Recognition Scheduling
- Percentage of Completion Accounting
- Rev Arrangements with Multi Deliverables
- Service Contracts

FINANCIAL PLANNING

- Flexible Modeling
- What If Analysis
- Comprehensive Reporting & Analysis
- Multi-Currency Support

FINANCIAL REPORTING

- On-Demand, Real-Time
- Flexible, Multi-Dimensional Reporting
- Global Compliance
- Consolidation
- Multiple Outputs

GLOBAL ACCT & CONSOLIDATION

- Multi-Currency Management
- Multi-Company Management
- Audit & Compliance (GRC)
- Multi-Language
- Configurable Tax Engine

ORACLE NETSUITE

Rich ERP Features

ORDER MGMT

- Quote and Order Management
- Billing Management and Invoicing
- Flexible Billing Scheduling
- Order Fulfillment and Continuity Programs
- Promotions
- RMA: Return Material Authorization

PROCUREMENT

- Purchase Requisition
- Purchase Contract & Blanket PO
- Request for Quote (RFQ)
- Requisition Approval Workflow

INVENTORY

- Inventory Control and Warehouse Management
- Cost Management
- Order Fulfillment
- Inventory Visibility

HCM

- Recruiting & HR
- Talent management
- Time accounting & payroll
- Employee self-service
- Managerial approval workflow
- Commission plans
- Workplace event

CRM

- Customer 360
- Rich customer profiles
- Segments for upsells and promotions
- Customer lifetime value
- Partner management

BUSINESS INTELLIGENCE

- Customized reporting
- Operational & financial reports and dashboards
- Data analysis by segments
- Instant, real-time visibility from summary to drill-down levels
- Robust security, segregation of duties
- Auditable business process

ORACLE NETSUITE

High useability

Data at your fingertips
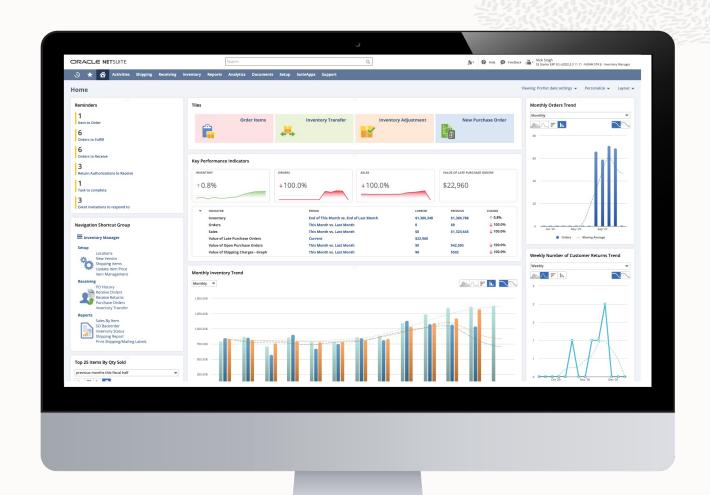
- KPIs, metrics, scorecards, reminders
- Operational and financial
- Role-based data visibility
- Easy personalization

Real-time access

- Live-data across all business functions
- Instant access with internet connection

Powerful drill-down capability

- Summary view of data
- Drill-down to multiple transactional levels

Transform the Business Experience

Unite marketing, commerce, operations and services to deliver connected consumer experiences

The benefits your company can find from NetSuite?

Realtime visibility of entire organization

Efficiency Improvement Employee Empowerment

Provide **capability** to help biz scale up

Business **Centralization**

Customize to **fit** biz requirement
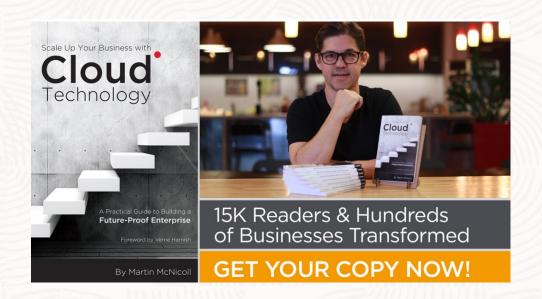
Flexible pricing

Automate **everything**

Easy Integration

Scale your business alongside with NetSuite

Like many other ERPs such as SAP, Oracle Fusion, and Microsoft, what makes NetSuite stands out is in its ability to provide businesses with the capability to scale up.

As you grow, NetSuite also grows with your company. With its four-tiered architecture (Industry, Multi-Subsidiaries, Modules and Platform), NetSuite allows businesses to expand seamlessly.

If you require more users, you can upgrade to NetSuite Enterprise. If you expand nationally or operate internationally, invest in modules and functionalities for global company operations. If you are concerned about changing platforms as you grow, you don't have to worry about that with NetSuite. It is designed to support you from small-to-medium to becoming a corporation.

Record to Report

Record to Report

- Financial segments flow from transaction and entity records through to the General Ledger and Chart-of-Accounts, allowing for reports to be run by a number of dimensions

- Exchange Rate integration provides accurate, automated exchange rate updates on a daily basis

- Allocation and amortisation schedules ensure that expenses are dealt with on time and accurately

ROLE(S):

Finance

Record to Report Process

Chart of Accounts

Segmentation Strategy

Bank and Credit Card Reconciliation

Currencies and Exchange Rates

Journal Entries

Budgeting

Allocation Schedules

Amortization Schedules
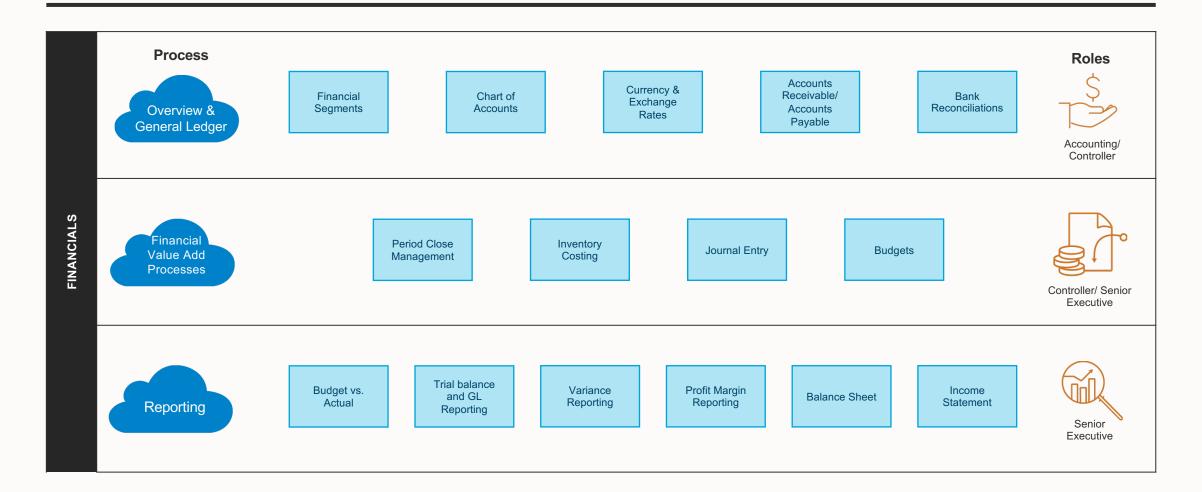
Period Close Management
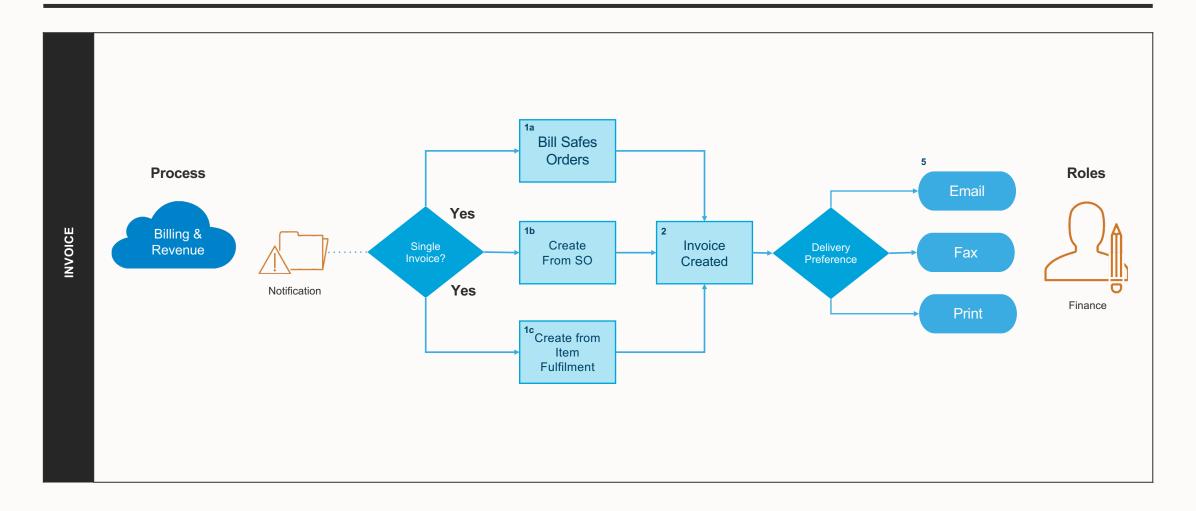
Budget Reporting

Financial Reporting

ORACLE NETSUITE
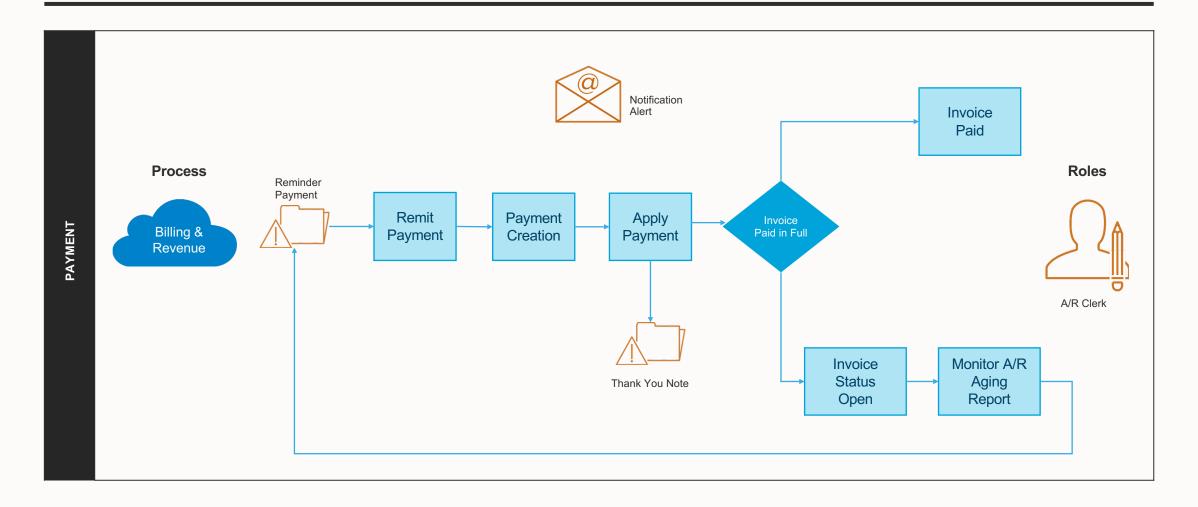
FINANCE: HIGH-LEVEL

FINANCIALS

Process

Roles

Overview & General Ledger

Financial Segments	Chart of Accounts	Currency & Exchange Rates	Accounts Receivable/ Accounts Payable	Bank Reconciliations

Accounting/ Controller

Financial Value Add Processes

Period Close Management	Inventory Costing	Journal Entry	Budgets

Controller/ Senior Executive

Reporting

Budget vs. Actual	Trial balance and GL Reporting	Variance Reporting	Profit Margin Reporting	Balance Sheet	Income Statement

Senior Executive

FINANCE: OTHER SALES ORDER INVOICING

Process

Billing & Revenue

Notification

Single Invoice?

Yes

Yes

1a Bill Safes Orders

1b Create From SO

1c Create from Item Fulfilment

2 Invoice Created

Delivery Preference

5 Email

Fax

Print

Roles

Finance

INVOICE
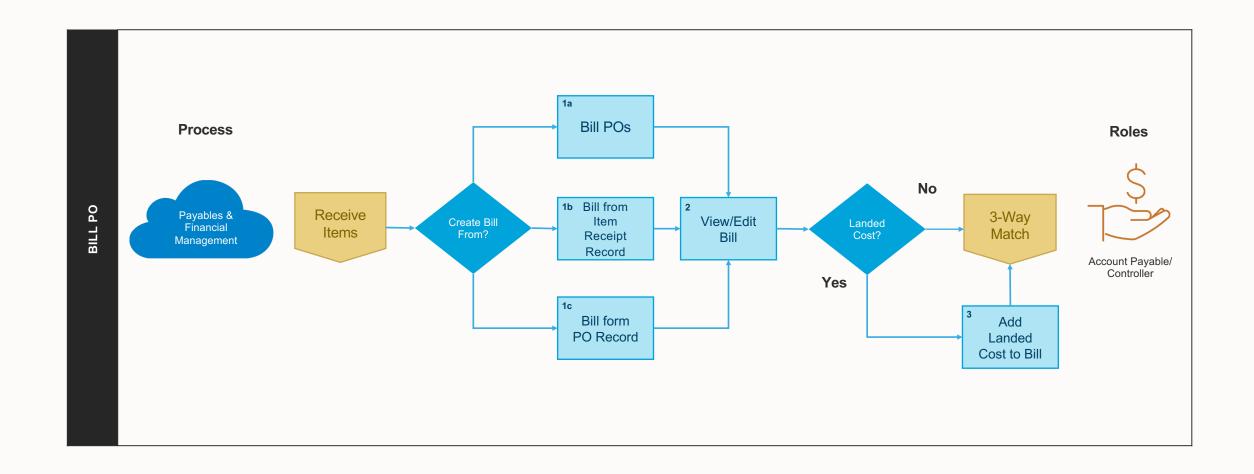
FINANCE: OTHER INVOICE COLLECTION
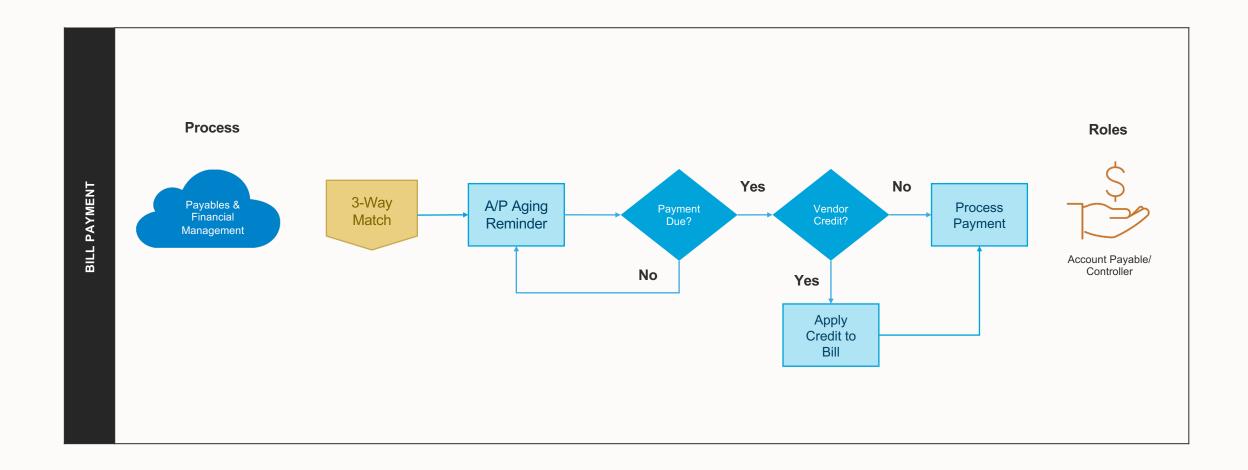
FINANCE: A/R DASHBOARD
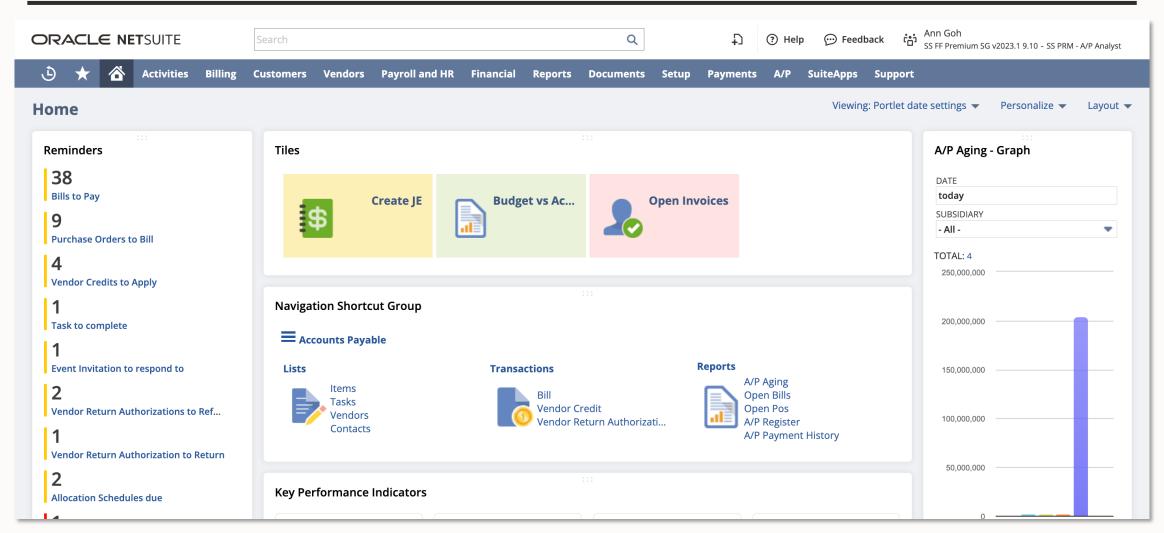
FINANCE: CREATE VENDOR BILL FROM PO

Process

Roles

BILL PO

Payables & Financial Management

Receive Items

Create Bill From?

1a Bill POs

1b Bill from Item Receipt Record

1c Bill form PO Record

2 View/Edit Bill

Landed Cost?

No

Yes

3 Add Landed Cost to Bill

3-Way Match

Account Payable/ Controller
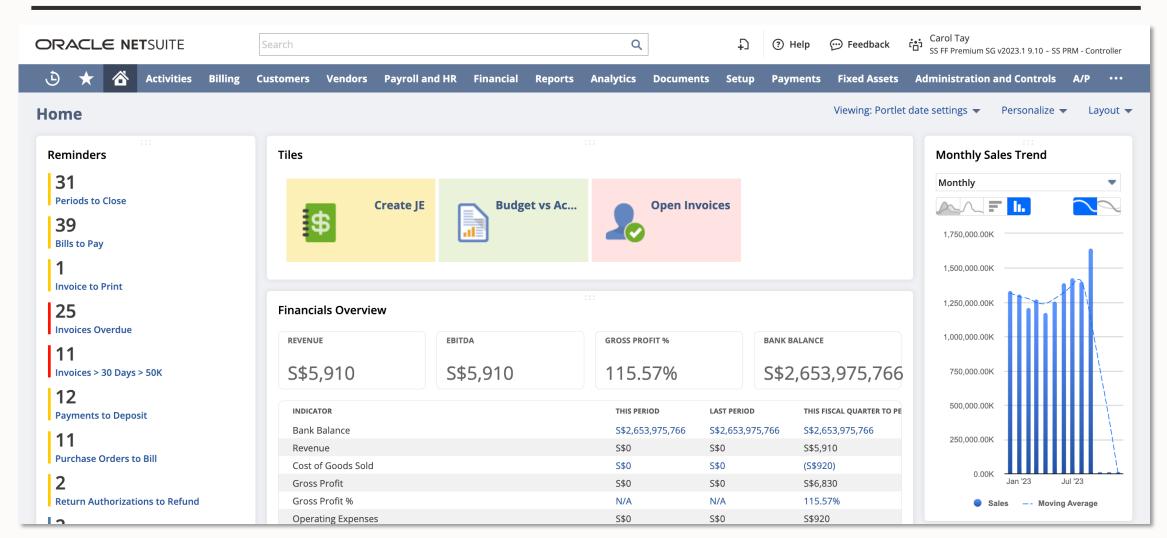
FINANCE: VENDOR BILL PAYMENT

BILL PAYMENT

Process

Payables & Financial Management

3-Way Match → A/P Aging Reminder → Payment Due?

Yes → Vendor Credit? **No** → Process Payment

No (loops back to A/P Aging Reminder)

Yes → Apply Credit to Bill → Process Payment

Roles

Account Payable/ Controller

FINANCE: A/P DASHBOARD
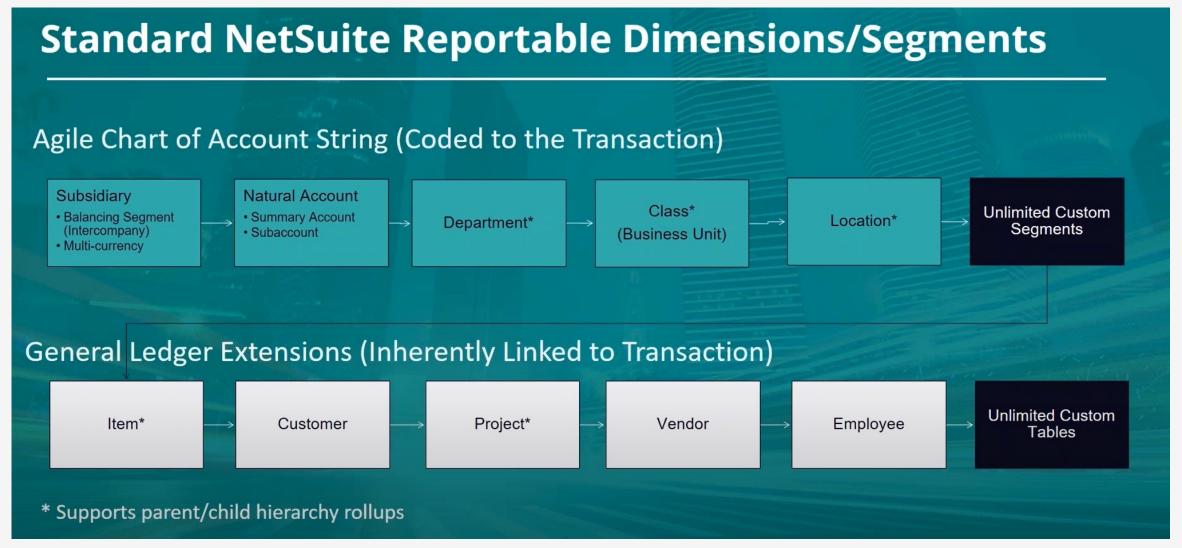
FINANCE: CONTROLLER DASHBOARD

NetSuite Segmentation Guide

Tips for building segmentations and COA on Oracle Netsuite

Design helps you get your point across

Standard NetSuite Reportable Dimensions/Segments

Agile Chart of Account String (Coded to the Transaction)

Subsidiary	Natural Account	Department*	Class* (Business Unit)	Location*	Unlimited Custom Segments
• Balancing Segment (Intercompany) • Multi-currency	• Summary Account • Subaccount				

General Ledger Extensions (Inherently Linked to Transaction)

Item*	Customer	Project*	Vendor	Employee	Unlimited Custom Tables

* Supports parent/child hierarchy rollups

How to start your COA Design

FLEXIBLE CHART OF ACCOUNTS

Legacy System COA

10-6371-200-40-03-120
10-6371-200-40-03-121
10-6371-200-40-03-122
10-6371-200-40-03-123
10-6371-200-40-03-124

Subsidiary /Client	Natural Account	Department	Business Unit	Location	Revenue Type
10	6371	Sales	40	03	120

One Natural Account

NUMBER	ACCOUNT
6371	Audit Fees
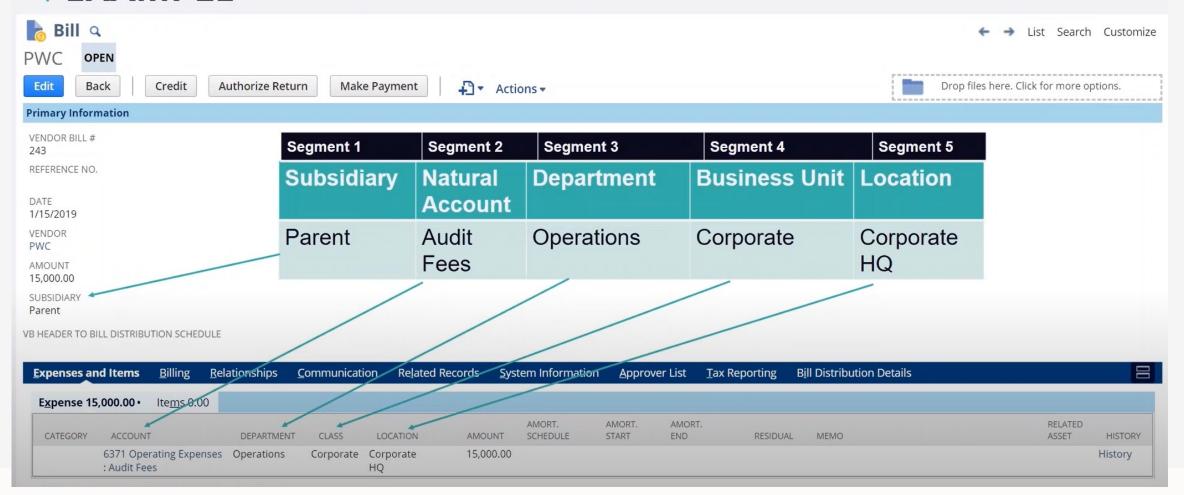
NetSuite COA

+ **NetSuite Account Segments**

Subsidiary	Dept.	Location	Business Unit	Revenue Type (Custom Seg)
Parent	Sales	03: Boston	40: Risk	120: Medical Malpractice
Child 1	Operations	04: San Francisco	50: Strategic Outsourcing	121: Medical Stop Loss
Child 2	Marketing	05: Corporate HQ	60: MGA	122: Workers' Compensation
	R&D		70: Corporate	123: Miscellaneous

Example

Examples

FLEXIBLE REPORTING

Income Statement   ⬆ View Detail

FINANCIAL ROW	- NO BUSINESS UNIT Amount	CORPORATE Amount	MGA Amount	RISK Amount	RISK GROUP A Amount	RISK GROUP B Amount	STRATEGIC OUTSOURCING Amount	TOTAL Amount
⊟ Ordinary Income/Expense								
⊟ Income								
⊟ 4000 - Revenue								
4001 - License and Subscription	$0.00	$30,000.00	$24,000.00	$6,000.00	$12,000.00	$12,000.00	$36,000.00	$120,000.00
4002 - Services	$0.00	$87,500.00	$70,000.00	$17,500.00	$35,000.00	$35,000.00	$105,000.00	$350,000.00
Total - 4000 - Revenue	$0.00	$117,500.00	$94,000.00	$23,500.00	$47,000.00	$47,000.00	$141,000.00	$470,000.00
Total - Income	$0.00	$117,500.00	$94,000.00	$23,500.00	$47,000.00	$47,000.00	$141,000.00	$470,000.00
Gross Profit	$0.00	$117,500.00	$94,000.00	$23,500.00	$47,000.00	$47,000.00	$141,000.00	$470,000.00
⊟ Expense								
⊟ 6000 - Operating Expenses								
6001 - Tax Preparation Fee	$24,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$24,000.00
⊟ 6121 - Automotive Expense								
6124 - Repairs	$25,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$25,000.00
Total - 6121 - Automotive Expense	$25,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$25,000.00
6371 - Audit Fees	$0.00	$15,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$15,000.00
6650 - Insurance Expense	$0.00	$2,750.00	$5,500.00	$8,250.00	$5,500.00	$16,500.00	$16,500.00	$55,000.00
7200 - Rent Expense	$0.00	$4,750.00	$9,500.00	$14,250.00	$9,500.00	$28,500.00	$28,500.00	$95,000.00
Total - 6000 - Operating Expenses	$49,000.00	$22,500.00	$15,000.00	$22,500.00	$15,000.00	$45,000.00	$45,000.00	$214,000.00
Total - Expense	$49,000.00	$22,500.00	$15,000.00	$22,500.00	$15,000.00	$45,000.00	$45,000.00	$214,000.00
Net Ordinary Income	($49,000.00)	$95,000.00	$79,000.00	$1,000.00	$32,000.00	$2,000.00	$96,000.00	$256,000.00
Net Income	($49,000.00)	$95,000.00	$79,000.00	$1,000.00	$32,000.00	$2,000.00	$96,000.00	$256,000.00

PERIOD: This Fiscal Year   FROM: Jan 2019   TO: Dec 2019   SUBSIDIARY CONTEXT: Parent (Consolidated)   COLUMN: Business Unit   MORE   Find...

Refresh   Customize

Example

CHART OF ACCOUNTS
EXAMPLE (LEGACY SYSTEMS)

NETSUITE

Subsidiary	Natural Account	Department	Business Unit	Location	Line of Business
Parent	Audit Fees	Operations	Corporate	Corporate HQ	Medical Malpractice

LEGACY SYSTEM

Subsidiary	Natural Account	Department	Business Unit	Location	Line of Business
10	6371	2019	04	03	120

GL ACCOUNT STRING: 10-6371-200-04-03-120
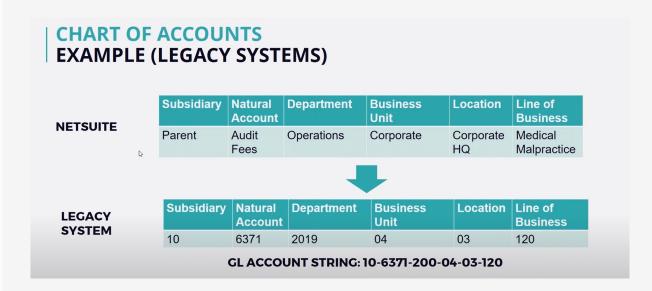
Company	Branch	Cost Center	Account	Analysis code	Sales Channel

Aircraft Type	Route	Service Class	Intercompany

Dashboard KPIs and Metrics

MANAGE TEAM TASKS, EVENTS, AND BUSINESS HEALTH

REAL-TIME REPORTS ANYWHERE

KPIs
- # of Orders
- Bank Balance
- Days Outstanding
- Days Sales Outstanding
- Debt to Equity
- Debt to Total Assets
- EBITDA
- Equity Transactions
- Expenses
- Expenses (excluding Tax; Dep'n & Amort)
- Gross Margin
- Gross Margin %
- Gross Profit
- Gross Profit %
- Net Income
- Net Income %
- Operating Expenses
- Operating Expenses (excluding Tax; Dep'n & Amort)
- Profit Margin on Sales
- Quick Ratio
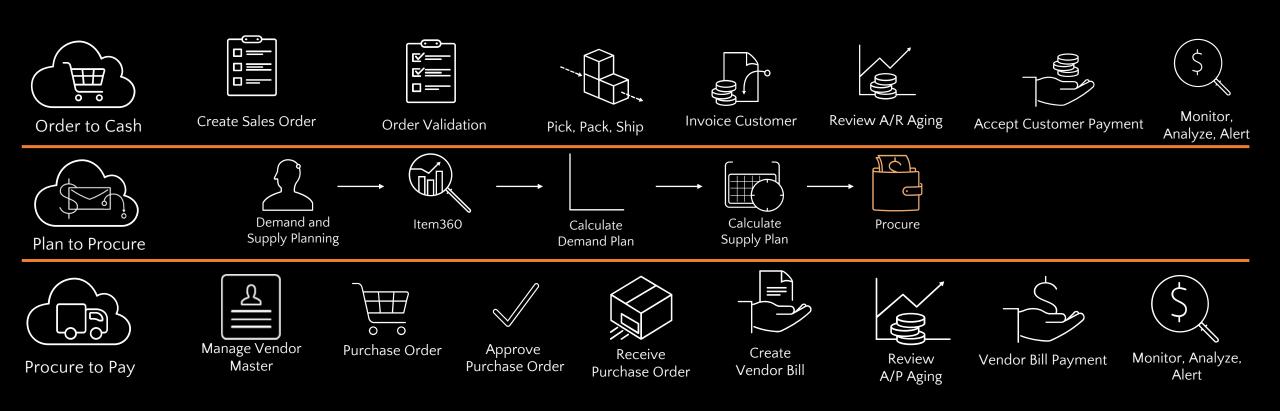
- Receivables Turnover
- Return on Equity
- Revenue
- Revenue per Employee
- Sales

MEASUREMENT METRICS
- Change in Average Days to Pay
- Change in Average Days to Receive
- Change in Bank Balance
- Change in COGS
- Change in Credit Card Balance
- Change in Credit Card Expenses
- Change in Expenses
- Change in Forecast
- Change in Income
- Change in Sales
- Change in Late Purchase Orders
- Change in New Vendors
- Change in Open A/P by Vendor
- Change in Open Estimates
- Change in Open Purchase Orders

- Change in Operating Cash Flow
- Change in Operating Expenses
- Change in Orders
- Change in Payables
- Change in Receivables
- Change in Revenue
- Change in Sales
- Change in Sales (Cash Basis)
- Change in Sales Orders
- Change in Total Bank Balance

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ERP Solution Landscape

Order to Cash
- Create Sales Order
- Order Validation
- Pick, Pack, Ship
- Invoice Customer
- Review A/R Aging
- Accept Customer Payment
- Monitor, Analyze, Alert

Plan to Procure
- Demand and Supply Planning → Item360 → Calculate Demand Plan → Calculate Supply Plan → Procure

Procure to Pay
- Manage Vendor Master
- Purchase Order
- Approve Purchase Order
- Receive Purchase Order
- Create Vendor Bill
- Review A/P Aging
- Vendor Bill Payment
- Monitor, Analyze, Alert

ORACLE NETSUITE

Order to Cash: Challenges & Solutions

SALES MANAGEMENT

CHALLENGES

Manual order entry
Manual customer notices

SOLUTIONS

Built in sales process with integration to DMS systems

ORDER MANAGEMENT

CHALLENGES

Lack of oversight
Slow fulfillment process
many systems

SOLUTIONS

Order traceability and audit logs

Pre-defined fulfillment process

BILLING & COLLECTIONS

CHALLENGES

Manual billing
A/R visibility

SOLUTIONS

Bulk invoicing
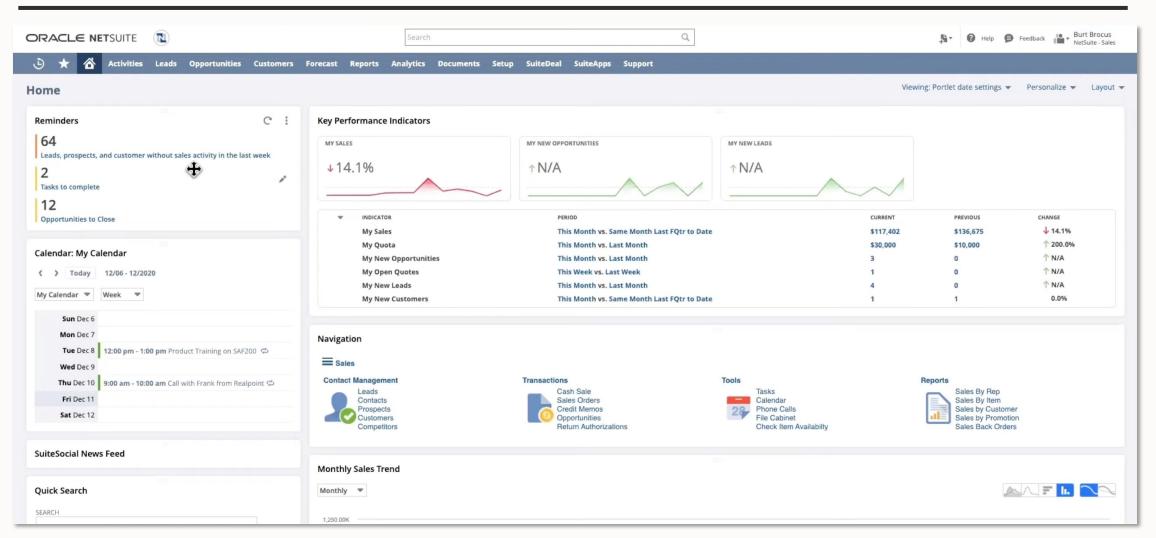
Real-time receivables

TMS integration

REPORTING

CHALLENGES

Limited Metrics
Manual Calculation

SOLUTIONS
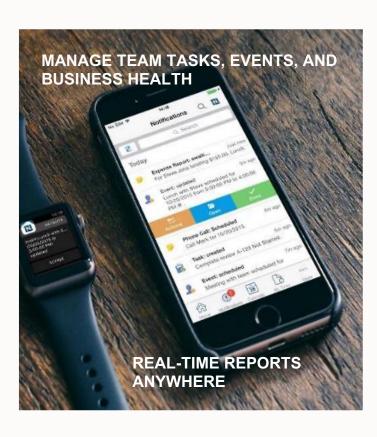
Real-time Metrics

Dashboard KPI's

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SALES: DASHBOARD

Dashboard KPIs and Metrics

MANAGE TEAM TASKS, EVENTS, AND BUSINESS HEALTH

REAL-TIME REPORTS ANYWHERE

Sales
- Sales by Item
- Sales by Customer
- Sales by Sales Rep
- Sales by Partner
- Sales by Historical Team
- Sales by Promotion
- New Customer Sales
- Open Invoices

Sales Orders
- Sales Orders by Customer
- Sales Order by Item
- Sales Order by Sales Rep
- Sales Orders by Partner
- Sales Orders by Historical Team
- Sales Orders by Promotion
- New Customer Sales Orders

Pipeline Analysis

- Pipeline by Status
- Pipeline by Sales Rep
- Pipeline by Customer
- Open Opportunities
- Opportunities to Close
- Open Quotes By Lines
- Open Quotes
- Quotes Register
- Sales Activity by Sales Rep
- Sales Activity by Customer
- Customer Aging History
- Opportunities Won
- Opportunities Lost
- Quotes to Close

- Forecast vs Quota
- Forecast by Status
- Calculated Forecast by Sales Rep
- Forecast by Sales Rep
- Forecast by Customer
- Forecast (Outstanding) by Customer
- Forecast by Item
- Forecast Accuracy
- Forecast vs Quota by Class
- Forecast vs Quota by Department
- Forecast vs Quote by Location

ORACLE NETSUITE
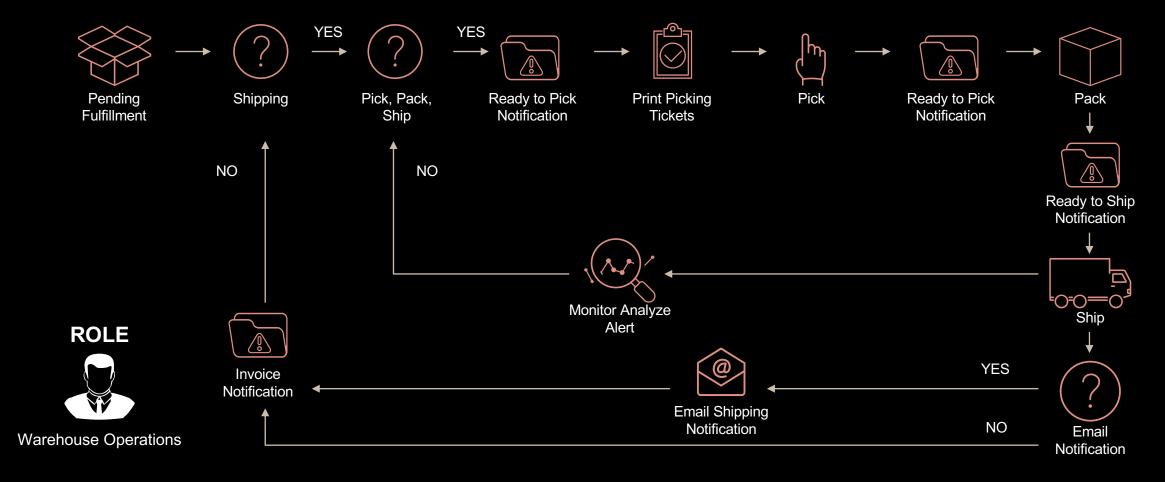
Order Fulfillment

ORDER FULFILLMENT: BENEFITS
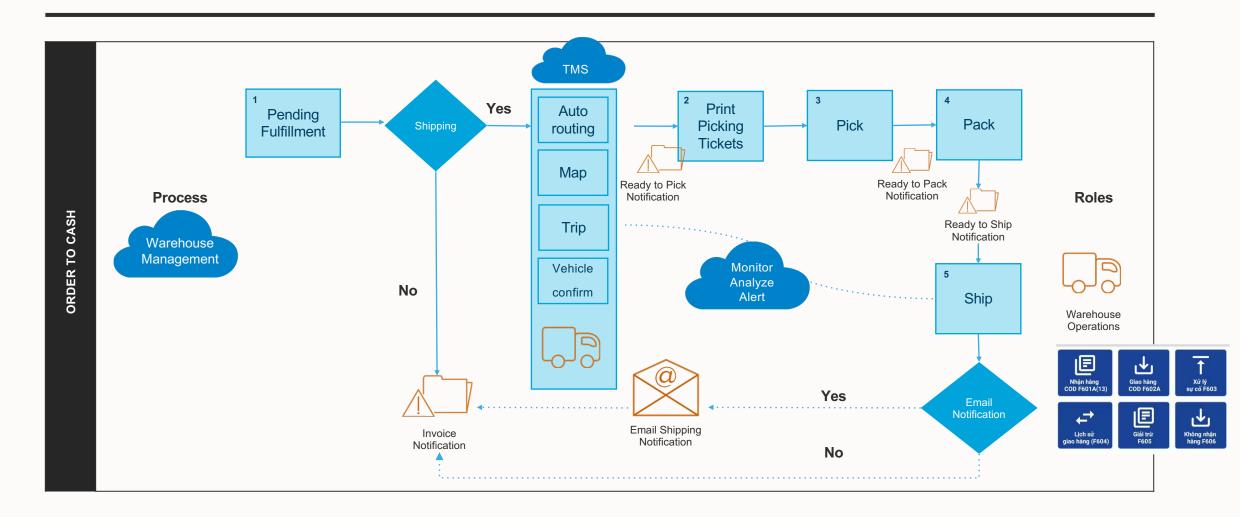
Order Management		
Customer Back Orders	↓	Reduced **60% - 80%**
Delivery Efficiency	↑	Improved **75% - 90%**
Time spent shipping to Customers	↓	Reduced **60% - 80%**

Source: SL Associates – KPI improvements are estimates based on discussions with NetSuite customers

Sales Order Fulfillment

Pending Fulfillment → Shipping → **YES** → Pick, Pack, Ship → **YES** → Ready to Pick Notification → Print Picking Tickets → Pick → Ready to Pick Notification → Pack

Shipping → **NO** → (back to Pending Fulfillment)

Pick, Pack, Ship → **NO** → (back to Shipping)

Pack → Ready to Ship Notification → Ship → Email Notification

Monitor Analyze Alert

Email Notification → **YES** → Email Shipping Notification → Invoice Notification

Email Notification → **NO** → Invoice Notification

ROLE

Warehouse Operations

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ORDER FULFILLMENT: PICK-PACK-SHIP

Procure to Pay: Challenges & Solutions

APPROVAL WORKFLOW

CHALLENGES

Lack of visibility and control in the procurement process

SOLUTIONS

Purchasing approvals and thresholds

Dashboards and alerts

COST CONTAINMENT

CHALLENGES

Overspending
Unrealized savings
Lack of visibility

SOLUTIONS

Visibility over and approval of purchase transactions

Timely payments

Dashboard metrics

REPORTING

CHALLENGES

Lack of visibility
Manual processes / Excel
Lack of audit trail

SOLUTIONS

Real-time reporting, Dashboards, KPI's and Alerts

Audit trail attached to each transaction

ORACLE NETSUITE

Procure to Pay

- The Employee Center provides employees the ability to request purchases

- Approval processes assist in eliminating rogue spending

- POs can be automatically emailed to vendors to eliminate manual processes

- Leverage reminders to proactively alert users to next steps

ROLE(S):
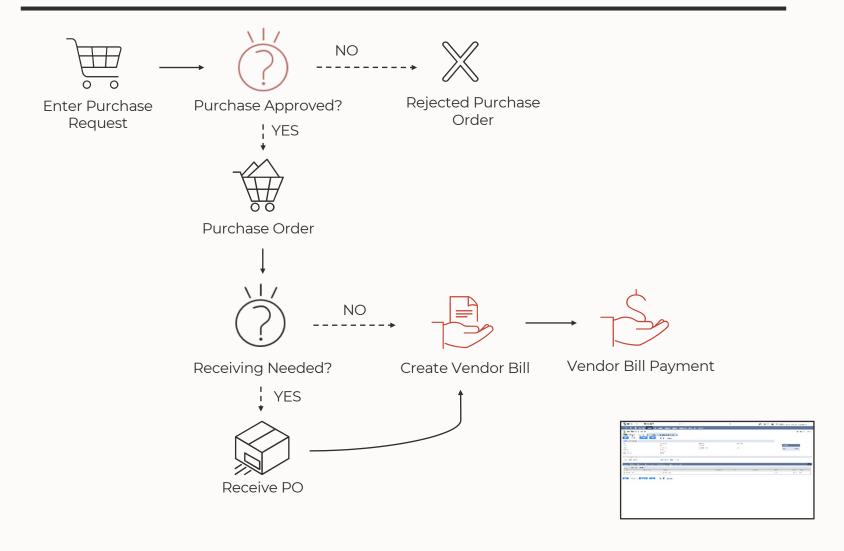
Finance   Purchasing   Item Manager

Procure to Pay Process

Enter Purchase Request → Purchase Approved? —NO--→ Rejected Purchase Order

Purchase Approved? --YES--↓

Purchase Order ↓

Receiving Needed? —NO--→ Create Vendor Bill → Vendor Bill Payment

Receiving Needed? --YES--↓

Receive PO → Create Vendor Bill

ORACLE NETSUITE

Purchase Approval Process

Procure to Pay

- Leverage native approval routing to ensure purchases are reviewed and approved by the right stakeholders

- Approval routing is hierarchical based on supervisor, or designated purchase approver on employee record

- Utilize reminders to proactively alert users to next steps and notify requestor of progress

ROLE(S):

Finance   Purchasing

Vendor Record → Enter Purchase Request

Check Employee Purchase Limit → Above Limit?

Check Approver's Approval Limit

Above Limit? — YES → Set Next Approver → Pending Approval ⇢ Notify Approver

Above Limit? — NO → Approve

Pending Approval ⇢ Approve / Reject

Approve ⇢ (Once fully approved) → Approved Purchase Order

Reject ⇢ Notify Requestor

ORACLE NETSUITE

Vendor Bill Creation

Procure to Pay

- Estimates (or Quotes) are issued to provide prospective pricing and order detail

- If accepted, Estimates can then be converted into a Sales Order

- Lead/Prospect/Customer statuses assist in tracking pipeline and sales activity

ROLE(S):

Finance   Purchasing

Procure/Receipt → Create Bill From? →

- Bill Purchase Orders
- Bill from individual Purchase Order
- Bill from Item Receipt
- Standalone Bill (UI or CSV)

→ View/Edit Bill → G/L Impact

ORACLE NETSUITE

Vendor Payment

Procure to Pay
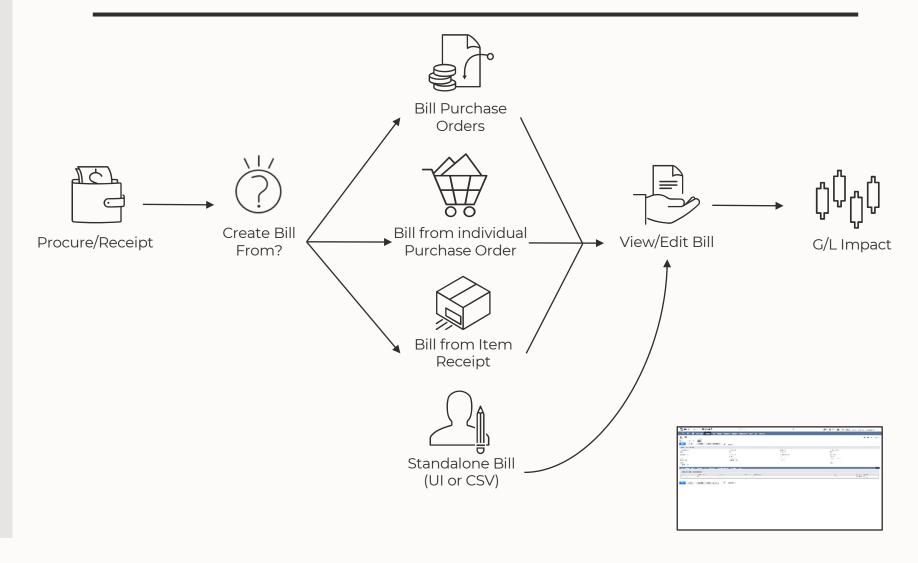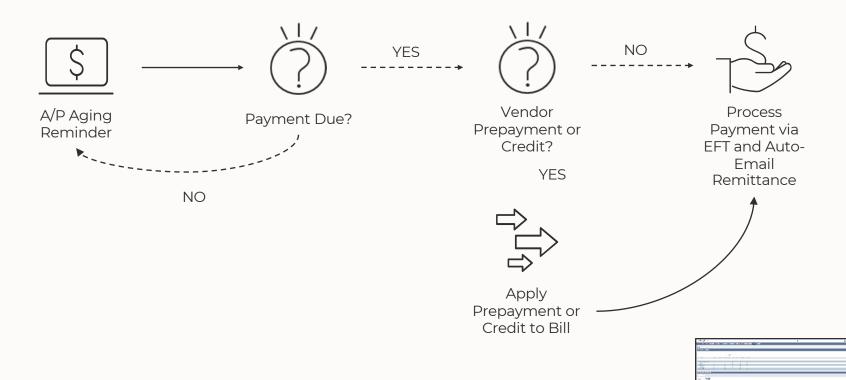
- Leverage aging reports and accounts payable dashboard portlet to easily forecast future payments

- Create vendor payments in bulk or as one-offs from the vendor bill

- Create batch payment files to upload to online banking system (e.g. ABA files)

ROLE(S):

Finance

A/P Aging Reminder → Payment Due? → YES → Vendor Prepayment or Credit? → NO → Process Payment via EFT and Auto-Email Remittance

Payment Due? → NO → (back to A/P Aging Reminder)

Vendor Prepayment or Credit? → YES → Apply Prepayment or Credit to Bill → Process Payment via EFT and Auto-Email Remittance

ORACLE NETSUITE

Vendor Returns

Procure to Pay

- Purchase returns are linked to vendor credits and refunds creating better visibility into credit transactions

- Linked Purchasing and Accounts Payable functions to streamline the flow of information

- Elimination of manual processes and off-system tracking requirements

ROLE(S):

Finance Purchasing Item Manager

Manage Vendor Returns → Manage Vendor Credits → Refund Provided?

YES → Manage Vendor Refunds

NO → Apply Vendor Credit

Vendor Return Authorisation

Vendor Credit Memo

Vendor Refund

ORACLE NETSUITE

Procure to Pay KPIs and Reports

PO STATUSES ON YOUR DASHBOARD

Actively manage open PO's to ensure timely receipt and billing

REDUCE ROGUE SPENDING

Use approval workflows to systematically track, communicate, and approve PO's

KPIs
- Expenses
- Debt to Total Assets
- Debt to Equity
- Value of Open POs
- Value of Late POs
- Number of POs
- Late POs
- Partially Received POs
- Total POs
- Late Orders by Vendor
- On-Time Delivery
- Number of Orders
- # Orders Received
- # Bills
- # Late POs
- # Receipts
- % of Time

METRICS
- Decrease in Late POs
- Decrease in Value of Open POs
- Increase in % On Time

Reports
- A/P Aging Report
- A/P Register
- A/P Payment History by Bill
- A/P Payment History by Payment
- Open Bills
- Purchase by Vendor
- Purchase by Item
- Purchase Order Register
- Open Purchase Orders
- Purchase Order History
- Accounts Payable Cash Outlay
- Average Days to Pay
- A/P Aging
- A/P Aging Graph
- Bills Overdue
- Discount PO Payment
- Late or Unreceived Orders by Vendor
- Open A/P by Vendor
- Open Purchase Orders
- Purchase Orders Pending Receipt
- Spend by Vendor
- Vendor Rank

ORACLE NETSUITE

Supply chain management: Challenges & Solutions

INVENTORY MANAGEMENT

CHALLENGES

Out-of-stock due to lack of visibility and manual re-order processes

SOLUTIONS

Utilize inventory planning and re-ordering tools to ensure you have the products needed

VENDOR MANAGEMENT

CHALLENGES

No visibility into vendor performance, hindering purchasing decision

SOLUTIONS

Use vendor scoring reports to help with vendor management initiatives

PROCUREMENT

CHALLENGES

Track incorrect shipments from vendors

Manual and time-consuming processes

SOLUTIONS

3-way match among PO, Bill, and Receipts

Automated purchasing approval process

REPORTING

CHALLENGES

No insights into inventory profitability

No real-time visibility into stock level

SOLUTIONS

Automated monitoring reporting of inventory profitability and turns
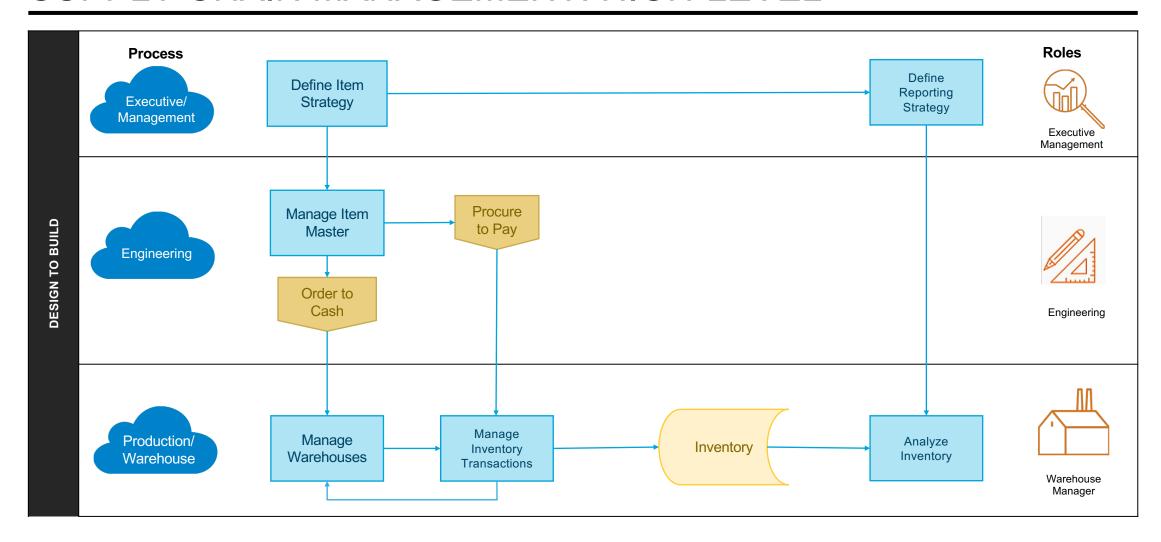
Real-time integrated system with proactive stock reminders

ORACLE NETSUITE

SUPPLY CHAIN MANAGEMENT: EFFICIENCY GAINS
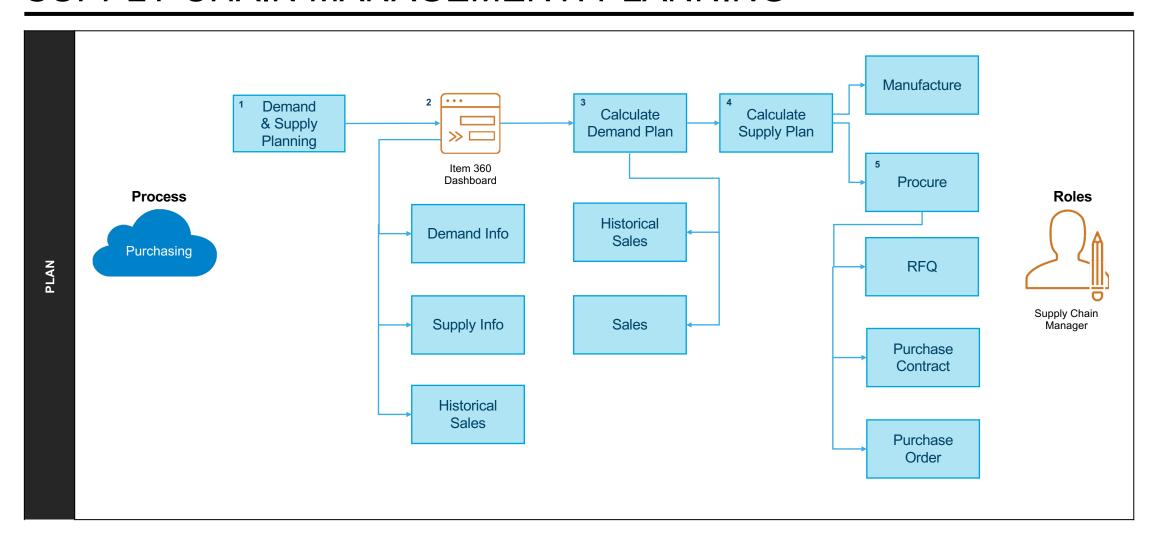
Inventory Management	Inventory Costs	⬇ Reduced **20% - 30%**
	Obsolete Inventory Carrying Costs	⬇ Lowered **20% - 40%**
	Fulfillment Rates and Back Orders	⬆ Improved **75% - 85%**
	Planning Cycle Times	⬇ Reduced **20% - 30%**

Source: SL Associates – KPI improvements are estimates based on discussions with NetSuite customers
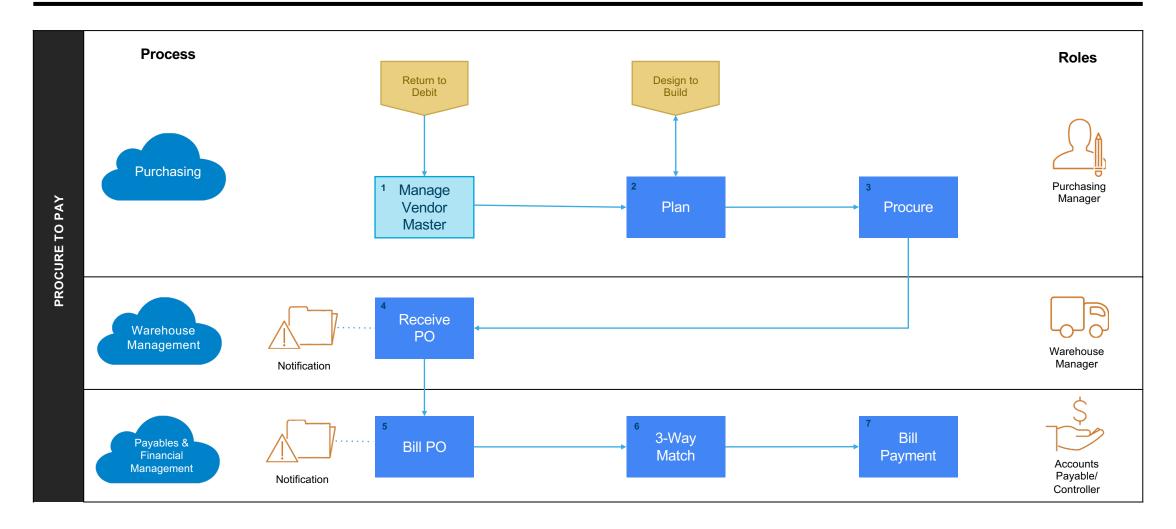
SUPPLY CHAIN MANAGEMENT: HIGH-LEVEL
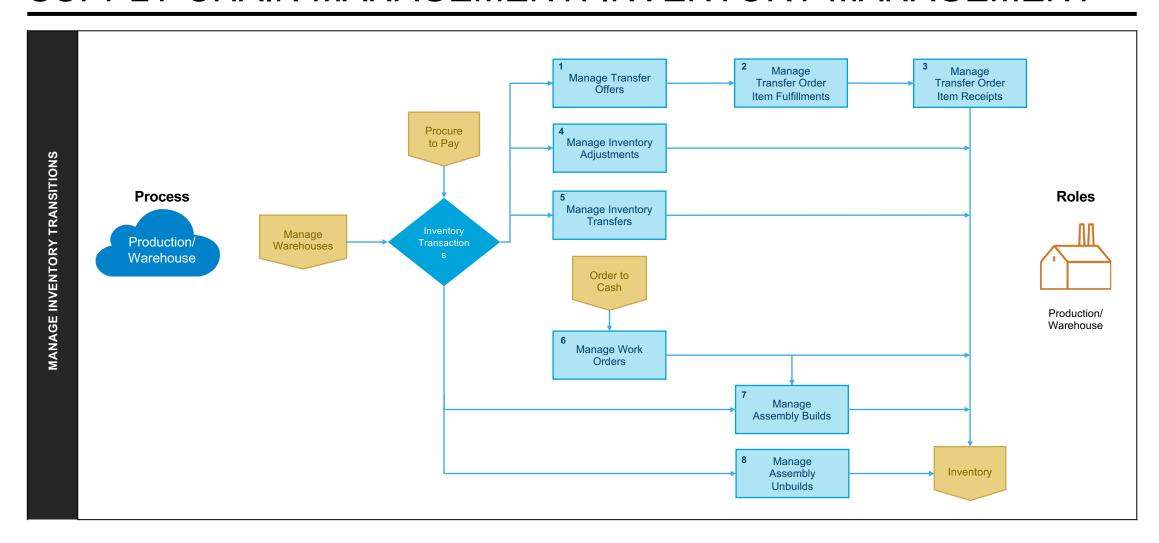
SUPPLY CHAIN MANAGEMENT: PLANNING

PLAN

Process

Purchasing

Roles

Supply Chain Manager

1. Demand & Supply Planning

2. Item 360 Dashboard

3. Calculate Demand Plan

4. Calculate Supply Plan

Demand Info

Supply Info

Historical Sales

Historical Sales

Sales

Manufacture

5. Procure

RFQ

Purchase Contract

Purchase Order
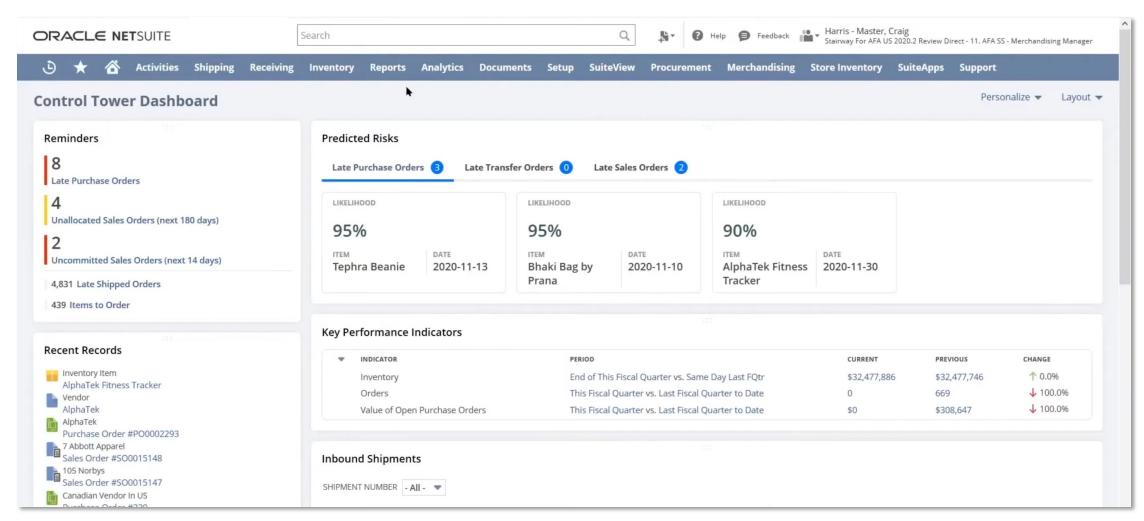
SUPPLY CHAIN MANAGEMENT: PURCHASING

Process

Roles

Return to Debit

Design to Build

Purchasing

1 Manage Vendor Master

2 Plan

3 Procure

Purchasing Manager

PROCURE TO PAY

Warehouse Management

Notification

4 Receive PO

Warehouse Manager

Payables & Financial Management

Notification

5 Bill PO

6 3-Way Match

7 Bill Payment

Accounts Payable/ Controller

SUPPLY CHAIN MANAGEMENT: INVENTORY MANAGEMENT

MANAGE INVENTORY TRANSITIONS

Process

Production/Warehouse

Manage Warehouses

Inventory Transactions

1. Manage Transfer Offers
2. Manage Transfer Order Item Fulfillments
3. Manage Transfer Order Item Receipts
4. Manage Inventory Adjustments
5. Manage Inventory Transfers
6. Manage Work Orders
7. Manage Assembly Builds
8. Manage Assembly Unbuilds

Procure to Pay

Order to Cash

Inventory

Roles

Production/Warehouse

SUPPLY CHAIN MANAGEMENT: DASHBOARDS

Dashboard KPIs and Metrics

MANAGE TEAM TASKS, EVENTS, AND BUSINESS HEALTH

REAL-TIME REPORTS ANYWHERE

Inventory

- Inventory Profitability
- Current Inventory Status
- Physical Inventory Worksheet
- Inventory Valuation
- Inventory Revenue
- Inventory Back Order Report
- Inventory Activity Detail
- Inventory Back Order Report
- Inventory Activity Detail
- Items Pending Fulfillment
- Inventory Turnover
- Transfer Order Register

Cost Accounting

- Production Variances by Item
- Purchase Price Variances by Item
- Planned Standard Costs by Cost Version

Demand Planning

- Demand History by Item
- Item Demand Plan by Item
- Item Demand Forecast vs Actual

ORACLE NETSUITE

Inventory Management: Challenges & Solutions

ACCOUNTING ACCURACY	DOWNSTREAM AUTOMATION	TRANSACTION HISTORY
CHALLENGES	**CHALLENGES**	**CHALLENGES**
Multiple sources Lack of consistency	Manual entry Error prone	Limited visibility Lack of reporting
SOLUTIONS	**SOLUTIONS**	**SOLUTIONS**
Single Item Master across multiple subsidiaries Flexible pricing & consistent accounting	Auto-Populate Fields Reduced Errors	Item 360° Reporting Product Insight

ORACLE **NET**SUITE

Manage Inventory Transactions

Design to Build

- Transfer Orders are used where there is a transfer between physical locations; inventory transfers are used for virtual locations.

- Inventory Adjustments are used to decrease or increase inventory quantities which may not be a result of a purchase or sale.

- Inventory Transfers are used to record item transfers between locations without fulfillment process.

ROLE(S):

Inventory Manager   Finance

Manage Warehouses

Procure to Pay

Inventory Transaction

Manage Transfer Orders

Manage Transfer Order Item Fulfilments

Manage Transfer Order Item Receipts

Manage Inventory Adjustments

Manage Inventory Transfers

Cycle Count

Inventory

ORACLE NETSUITE
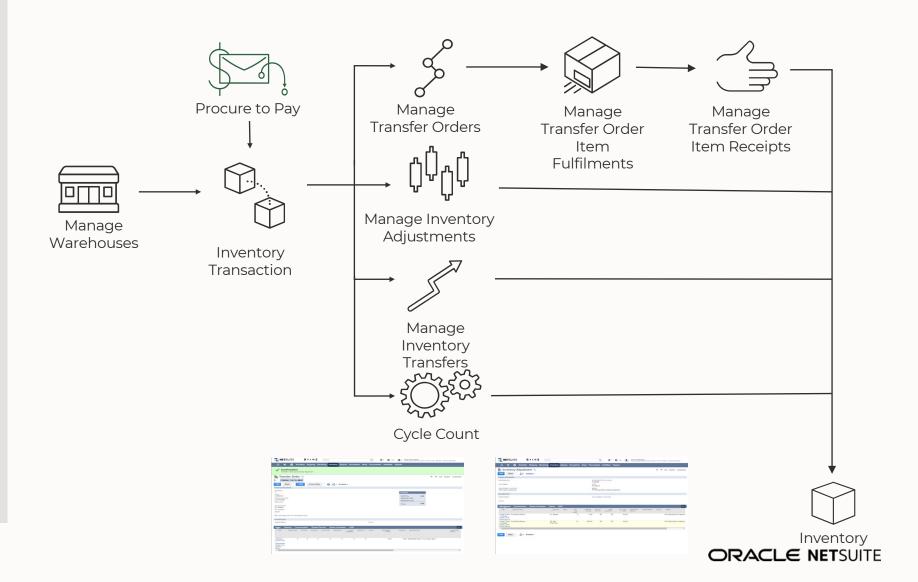
Item Management: KPIs & Reports

- Graph trends by sales, revenue, customers and more

- Fully customizable key metrics

KPIs

- Late Vendor Orders
- Value of Late PO's
- Value of Shipping Charges
- Value of Open PO's
- Inventory Turnover
- Days Inventory on Hand
- Drop Ship Quantity Sold
- Drop Ship Total Sold Value
- Number of Drop Ships
- Number of Drop Ships Sold
- Value of Drop Ships Sold
- Days Inventory on Hand
- Value Per Order
- Average Gross Profit
- # of Fulfillments
- # of Packages
- $ of Shipping
- # of Customer Returns
- Value of Customer Returns

METRICS

- Change in Sales
- Change in Inventory
- Change in Late Vendor Orders
- Change in Open PO's
- Change in Orders
- Change in Value of Late PO's
- Change in Value of Open PO's

Reports

- Sales by Item
- Purchases by Item
- Sales Orders by Item
- Inventory Profitability
- Current Inventory Status
- Physical Inventory Worksheet
- Inventory Valuation
- Inventory Revenue
- Inventory Back Ordered
- Inventory Activity Detail
- Stock Ledger
- Items Pending Fulfillment
- Inventory Turnover
- Transfer Order Register
- Available to Sell
- Average Cost vs. Average Selling Price
- Average Sales Price by Item
- Full Item Pricing
- In Transit
- Inventory Stock Status Summary
- Item Audit
- Item Description Change Audit
- Item Price Change
- Items to Reorder

- Items to Upsell
- Items w/ Preferred Vendor Pricing > Base Price
- Items w/ Recent Price Increase
- New Items in 3 months
- Recommended Replenish
- Inventory Activity
- Inventory Adjustment Detail
- Inventory Aging
- Inventory On Hand
- Inventory Stock Status Summary
- Item Rank Sales
- Item Return Reason
- Items on Backorder
- Items on Order
- Items Ordered Last 24 Hours
- Overstocked Items
- Returns by Item

ORACLE NETSUITE

Manage Item Costing

MANAGE ITEM COSTING

- Standard costing enables you to track standard costs for items and to track variances between these expected costs and actual costs.

- Average (weighted-average method) costing is calculated as the total units available during a specific date range divided by the beginning inventory cost plus the cost of additions to inventory

ROLE(S):
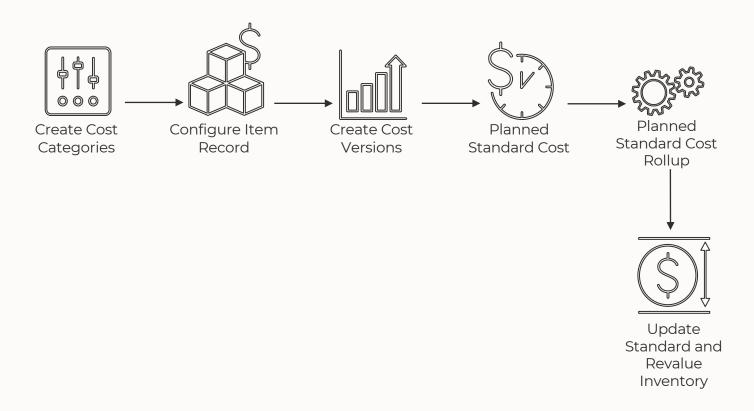
Supply chain Manager

Finance

Create Cost Categories → Configure Item Record → Create Cost Versions → Planned Standard Cost → Planned Standard Cost Rollup → Update Standard and Revalue Inventory

ORACLE NETSUITE

Manage Inventory Transactions

MANAGE INVENTORY TRANSACTIONS

- Warehouse employees are responsible for managing inventory transactions.

- To move inventory between one warehouse to another, a Transfer Order is used allowing for the fulfilment and receipt of the inventory.

- To move inventory between virtual locations, an Inventory Transfer is used which directly moves the inventory.

- When inventory is out of sync an Inventory Adjustment is used.

ROLE:

Warehouse Manager

Procure to Pay

Manage Warehouses

Inventory Transaction

Manage Transfer Orders

Manage Inventory Adjustments

Manage Inventory Transfers

Cycle Count

Manage Transfer Order Item Fulfilments

Manage Transfer Order Item Receipts

ORACLE NETSUITE
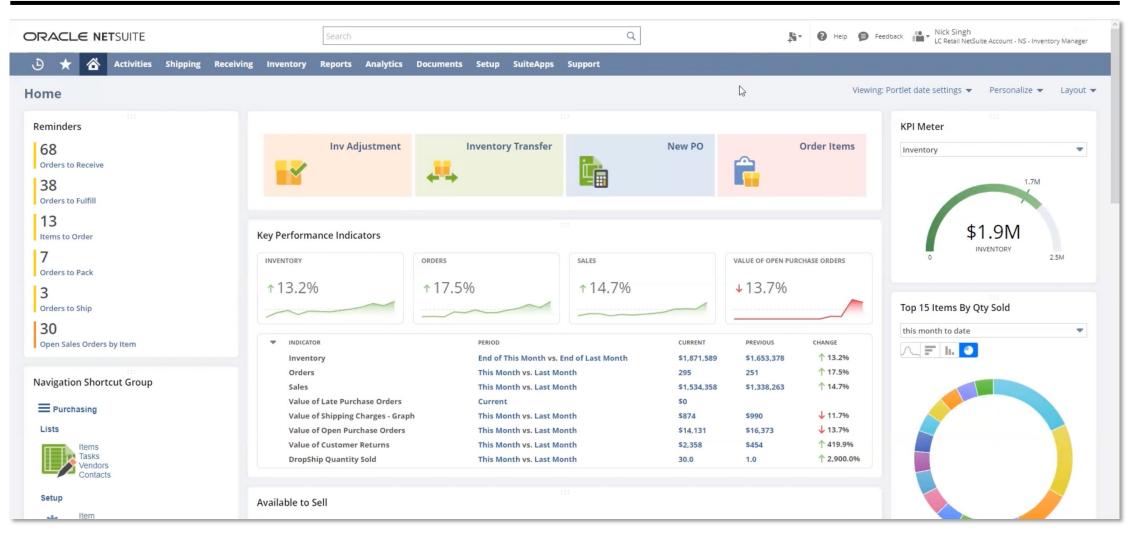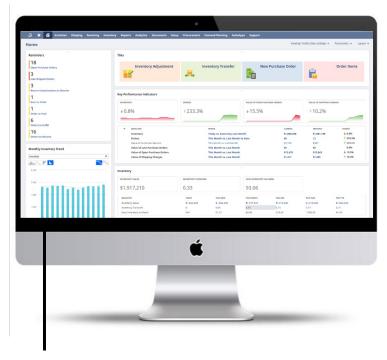
INVENTORY MANAGEMENT: DASHBOARDS

Dashboard, Reminders, KPIs and Reports

- Track and trend fluctuations in inventory

- Evaluate inventory movement to identify slow- and fast-moving inventory to drive more profitable product portfolio

INVENTORY REPORTS

INVENTORY/ITEMS
- Inventory Profitability
- Current Inventory Status
- Physical Inventory Worksheet
- Inventory Valuation
- Inventory Revenue
- Inventory Back Order Report
- Inventory Detail
- Items Pending Fulfillment
- Inventory Turnover
- Transfer Order Register
- Item Price Alert
- Item Activity
- Item Sales History
- Gross Profit by Item
- Sales by Item
- Material Shortage Report
- Inventory Forecast Report
- Overstock Items Report
- Negative Inventory
- Expired Inventory
- Lots Nearing Expiration

DEMAND PLANNING
- Demand History by Item
- Item Demand Plan by Item
- Item Demand Forecast vs. Actual

KPI's
- Sales Orders
- Value per Order
- Average Gross Profit
- # of Fulfillments
- # of Packages
- Value of Shipping Charges
- Customer Returns
- Inventory Value
- Inventory Turnover
- Days Inventory on Hand

KPI SCORECARD
- Warehouse Operations
- Inventory

ORACLE NETSUITE

Fixed Asset Management

Fixed Asset Management

- Asset proposal and acquisition process integrates with transaction records for full visibility

- Automated management of fixed asset acquisition, depreciation, revaluation, retirement, maintenance schedules and insurance

- Import new and mid-life assets into NetSuite

- Single source of information for everything related to each fixed asset

ROLE(S):

Finance   Purchasing

Vendor bill → Asset Proposal → Generate Assets → Accept Proposal?

Accept Proposal? — No → (thumbs down)

Accept Proposal? — Yes ↓

Asset Listing → Periodic Depreciation

Asset Revalue   Asset Transfer   Asset Disposal

ORACLE NETSUITE

Fixed Asset List

FAM Asset List

List   Search   Audit Trail

VIEW FAM - BY Asset NAV ▾   **Edit View** | **New FAM Asset**

⊕ FILTERS

SHOW INACTIVES   EDIT   QUICK SORT ▾   TOTAL: 13

	EDIT | VIEW	ID ▲	NAME	ASSET TYPE	ORIGINAL COST	NBV	QTY	PURCHASE DATE	DEPRECIATION ACTIVE	PROJECT
	Edit | View	FAM000165	Dell Laptop	IT Equipment	4,190.00	3,728.32	1	2/6/2019	True	
NEW	Edit | View	FAM000166	Lazy Chair	Furniture & Fixtures	1,200.00	1,200.00	1	1/4/2019	True	
	Edit | View	FAM000167	Lazy Chair	Furniture & Fixtures	1,200.00	1,160.00	1	31/8/2019	True	
	Edit | View	FAM000168	Dell Laptop	IT Equipment	4,190.00	3,977.55	1	31/8/2019	True	PRJ1261 Kumang Exploration Project
NEW	Edit | View	FAM000169	Singer So Cool Leased Fridge	Leased Equipment	7,999.98	7,999.98	1	1/6/2019		
	Edit | View	FAM000170	X30 MUD/GAS Separator System	Infra Asset & Equipment	22,900.00	21,850.38	1	1/11/2018	True	
NEW	Edit | View	FAM000171	Mud Pump Cameron CMP-2200.	Infra Asset & Equipment	10,000.00	10,000.00	1	1/11/2018	On Project Completion	PRJ1261 Kumang Exploration Project
NEW	Edit | View	FAM000172	X30 MUD/GAS Separator System	Infra Asset & Equipment	20,000.00	20,000.00	1	1/12/2018	On Project Completion	PRJ1261 Kumang Exploration Project
NEW	Edit | View	FAM000175	Rig Package	Infra Asset & Equipment	0.00	0.00	1		On Project Completion	PRJ1261 Kumang Exploration Project
NEW	Edit | View	FAM000176	Orix Financial Leased Datacenter	Financial Leased Data Center	100,208.32	100,208.32	1	1/1/2018		
NEW	Edit | View	FAM000177	Server Room Operating Lease	Operating Leased Data Center	24,090.03	24,090.03	1	1/1/2018		

IT Equipment • Infra and Equipment

Fixed Asset Record

FAM Asset

← → List

Depreciation History

More

ASSET
FAM000166

GL POSTING
Yes

METHOD
Accounting Method

SCHEDULE

Depreciation History ·

EDIT	TRANSACTION TYPE	DATE ▲	TRANSACTION AMOUNT	NET BOOK VALUE	QUANTITY	POSTING REFERENCE
Edit	Acquisition	1/4/2019	1,200.00	1,200.00	1	
Edit	Depreciation	30/4/2019	20.00	1,180.00	1	Journal #1053
Edit	Depreciation	31/5/2019	20.00	1,160.00	1	Journal #1055
Edit	Depreciation	30/6/2019	20.00	1,140.00	1	Journal #1056
Edit	Depreciation	31/7/2019	20.00	1,120.00	1	Journal #1057
Edit	Depreciation	31/8/2019	20.00	1,100.00	1	Journal #1054
Edit	Depreciation	30/9/2019	20.00	1,080.00	1	Journal #1058

ASSET LIFETIME   ASSET IS LEASED

| General | Accounts | **Maintenance** | Insurance | Sub-Assets | Tax Methods | Asset Sale/Disposal | Income/Expense | Components | Lease | Depreciation History |

MAINTENANCE COMPANY	MAINTENANCE CONTRACT	☑ INSPECTION REQUIRED	INSPECTION INTERVAL	LAST INSPECTION DATE	NEXT INSPECTION DATE	☑ WARRANTY	WARRANTY PERIOD	WARRANTY START DATE	WARRANTY END DATE	QUANTITY	QUANTITY DISPOSED
Any Supplies	PO#109 ; AS#1002		90	2/6/2019	2/9/2019		12	2/6/2019	1/6/2020	1	

Fixed Asset List

Inspections Due

NEXT DATE: All

LOCATION: - All - ▼

TOTAL: 5

Edit | View	ID	Name	Maintenance Co	Phone	Last Date	Next Date ▲
✏️ 👁	**FAM000165**	**Dell Laptop**	**Any Supplies**	**60322993096**	**2/6/2019**	**2/9/2019**
✏️ 👁	**FAM000170**	**X30 MUD/GAS Separator System**	**Leap Energy Partners**	**603-2161 4710**	**15/11/2018**	**14/11/2019**
✏️ 👁	**FAM000172**	**X30 MUD/GAS Separator System**	**Integrated GGRE Asia Sdn Bhd**	**603-2386 7373**	**15/11/2018**	**14/11/2019**
✏️ 👁	FAM000173	Mast & Sub-Structure	Integrated GGRE Asia Sdn Bhd	603-2386 7373	15/11/2018	14/11/2020
✏️ 👁	FAM000174	Mud Pump Cameron CMP-2200.	Integrated GGRE Asia Sdn Bhd	603-2386 7373	30/11/2019	29/11/2020

This Month • **Due**

Fixed Assets Summary Report

Asset Summary Report

Fixed Assets Management - HQ : Americas : North America : United States : US 1 USD

Accounting Method - All Assets

Jul 13, 2017 - Dec 31, 2018

	Beginning Balance	Additions	Sale	Disposals	Revaluations	Ending Balance
COST						
IT Equipment	1,229,319.24	12,000.00	0.00	0.00	0.00	1,241,319.24
Total Cost	1,229,319.24	12,000.00	0.00	0.00	0.00	1,241,319.24
DEPRECIATION						
IT Equipment	255,352.91	158,244.76	0.00	0.00	0.00	413,597.67
Total Depreciation	255,352.91	158,244.76	0.00	0.00	0.00	413,597.67
NET BOOK VALUE						
IT Equipment	973,966.33	(146,244.76)	0.00	0.00	0.00	827,721.57
Total Net Book Value	973,966.33	(146,244.76)	0.00	0.00	0.00	827,721.57

Asset Register Report

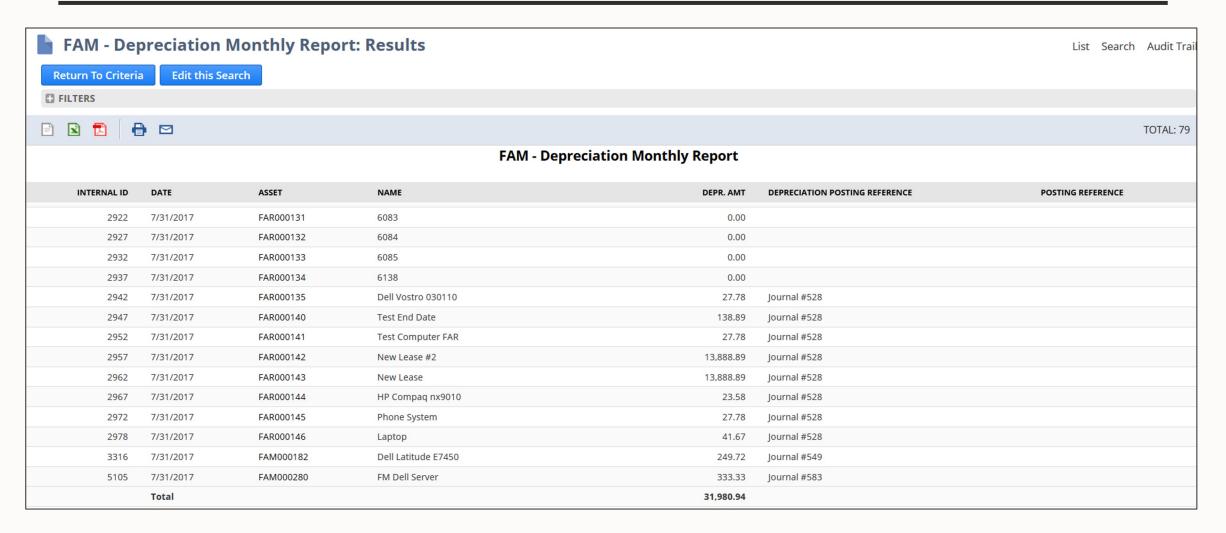**Fixed Assets Management - HEADQUARTERS : AMERICAS : US - West USD**

GL Posting
Accounting Method - All Assets
Jan 1, 2018 - Sep 30, 2018

Asset Type	ID	Name	Depreciation Start Date	AL	Beginning Balance			Acquisitions	Sale	Disposals	Depreciation	Transfers	Revaluations	Write Down	Net Book Value
					Cost	Depreciation	Net Book Value								
IT Equipment	FAR000032	Lenova Thinkpad	1/4/2017	36	3,500.00	874.98	2,625.02	0.00	0.00	0.00	680.54	0.00	0.00	0.00	1,944.48
IT Equipment	FAR000033	HP Laptop	1/5/2017	36	3,200.00	711.12	2,488.88	0.00	0.00	0.00	622.23	0.00	0.00	0.00	1,866.65
IT Equipment	FAR000034	Compaq Desktop	1/5/2017	36	2,455.00	545.52	1,909.48	0.00	0.00	0.00	477.33	0.00	0.00	0.00	1,432.15
IT Equipment	FAR000035	Compaq Desktop	1/5/2017	36	2,455.00	545.52	1,909.48	0.00	0.00	0.00	477.33	0.00	0.00	0.00	1,432.15
IT Equipment	FAR000036	Dell Demo Unit (Revalued)	1/5/2017	60	1,000.00	133.36	866.64	0.00	0.00	0.00	116.69	0.00	0.00	0.00	749.95
IT Equipment	FAR000038	Demo Laptop 1	1/4/2017	48	3,500.00	656.28	2,843.72	0.00	0.00	0.00	510.44	0.00	0.00	0.00	2,333.28
IT Equipment	FAR000039	Demo Laptop 2	1/4/2017	36	3,500.00	874.98	2,625.02	0.00	0.00	0.00	680.54	0.00	0.00	0.00	1,944.48
IT Equipment	FAR000040	Compaq Server	1/5/2017	36	5,000.00	1,111.12	3,888.88	0.00	0.00	0.00	972.23	0.00	0.00	0.00	2,916.65
IT Equipment	FAR000044	Compaq Desktop	1/7/2017	36	2,455.00	409.14	2,045.86	0.00	0.00	0.00	477.33	0.00	0.00	0.00	1,568.53
IT Equipment	FAR000045	Compaq Desktop	1/7/2017	36	2,455.00	409.14	2,045.86	0.00	0.00	0.00	477.33	0.00	0.00	0.00	1,568.53
IT Equipment	FAR000046	Compaq Desktop	1/8/2017	36	2,455.00	340.95	2,114.05	0.00	0.00	0.00	477.33	0.00	0.00	0.00	1,636.72
IT Equipment	FAR000069	Dell Laptop	1/12/2016	36	1,250.00	451.36	798.64	0.00	0.00	0.00	243.04	0.00	0.00	0.00	555.60
IT Equipment	FAR000071	Creativo 2400 (Superion 2 GHz processor, 1 GB RAM, 80 GB Hard Drive)	1/12/2014	36	2,600.00	2,600.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
IT Equipment	FAR000072	Lenova Thinkpad (Disposed - Write Off)	1/3/2017	36	3,500.00	972.20	2,527.80	0.00	0.00	0.00	680.54	0.00	0.00	0.00	1,847.26
IT Equipment	FAR000073	Lenova Thinkpad	1/3/2017	36	3,500.00	972.20	2,527.80	0.00	0.00	0.00	680.54	0.00	0.00	0.00	1,847.26
IT Equipment	FAR000074	HP Laptop	1/5/2017	36	3,200.00	711.12	2,488.88	0.00	0.00	0.00	622.23	0.00	0.00	0.00	1,866.65

Depreciation Monthly Report

FAM - Depreciation Monthly Report: Results

Return To Criteria   **Edit this Search**

➕ FILTERS

TOTAL: 79

FAM - Depreciation Monthly Report

INTERNAL ID	DATE	ASSET	NAME	DEPR. AMT	DEPRECIATION POSTING REFERENCE	POSTING REFERENCE
2922	7/31/2017	FAR000131	6083	0.00		
2927	7/31/2017	FAR000132	6084	0.00		
2932	7/31/2017	FAR000133	6085	0.00		
2937	7/31/2017	FAR000134	6138	0.00		
2942	7/31/2017	FAR000135	Dell Vostro 030110	27.78	Journal #528	
2947	7/31/2017	FAR000140	Test End Date	138.89	Journal #528	
2952	7/31/2017	FAR000141	Test Computer FAR	27.78	Journal #528	
2957	7/31/2017	FAR000142	New Lease #2	13,888.89	Journal #528	
2962	7/31/2017	FAR000143	New Lease	13,888.89	Journal #528	
2967	7/31/2017	FAR000144	HP Compaq nx9010	23.58	Journal #528	
2972	7/31/2017	FAR000145	Phone System	27.78	Journal #528	
2978	7/31/2017	FAR000146	Laptop	41.67	Journal #528	
3316	7/31/2017	FAM000182	Dell Latitude E7450	249.72	Journal #549	
5105	7/31/2017	FAM000280	FM Dell Server	333.33	Journal #583	
	Total			**31,980.94**		

Depreciation Schedule Report (Net Book Value)

Asset Depreciation Schedule Report

Fixed Assets Management - HQ : Americas : North America : United States : US 1 USD
Accounting Method - All Assets
Net Book Value
From Jul 2017 to Dec 2018

Fiscal Year 2017 - IT Equipment

ID	Name	AL	Depr Method	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
FAM000182	Dell Latitude E7450	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	6,243.08	5,993.36	5,743.64	5,493.92	5,244.20	4,994.48
FAM000280	FM Dell Server	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	11,666.67	11,333.34	11,000.01	10,666.68	10,333.35	10,000.02
FAR000032	Lenova Thinkpad	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	628.77	531.55	434.33	337.11	239.89	142.67
FAR000033	HP Laptop	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	598.49	509.60	420.71	331.82	242.93	154.04
FAR000034	Compaq Desktop	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	459.30	391.11	322.92	254.73	186.54	118.35
FAR000035	Compaq Desktop	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	459.30	391.11	322.92	254.73	186.54	118.35
FAR000036	Dell Demo Unit (Revalued)	60	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	530.46	513.79	497.12	480.45	463.78	447.11
FAR000038	Demo Laptop 1	48	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	1,263.80	1,190.88	1,117.96	1,045.04	972.12	899.20
FAR000039	Demo Laptop 2	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	583.40	486.18	388.96	291.74	194.52	97.30
FAR000040	Compaq Server	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	1,074.04	935.15	796.26	657.37	518.48	379.59
FAR000041	Another Laptop	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	154.78	136.28	117.78	99.28	80.78	62.28
FAR000042	Auto Generated Asset	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	628.19	556.52	484.85	413.18	341.51	269.84
FAR000043	memo0222	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	635.35	563.68	492.01	420.34	348.67	277.00
FAR000044	Compaq Desktop	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	650.24	582.05	513.86	445.67	377.48	309.29
FAR000045	Compaq Desktop 033009	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	679.79	611.60	543.41	475.22	407.03	338.84
FAR000046	Compaq Desktop 040709	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	695.69	627.50	559.31	491.12	422.93	354.74
FAR000073	Lenova Thinkpad	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	628.77	531.55	434.33	337.11	239.89	142.67
FAR000074	HP Laptop	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	598.49	509.60	420.71	331.82	242.93	154.04
FAR000075	Compaq Desktop	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	459.30	391.11	322.92	254.73	186.54	118.35
FAR000076	Compaq Desktop	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	459.30	391.11	322.92	254.73	186.54	118.35
FAR000077	Dell Demo Unit (Revalued)	60	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	530.46	513.79	497.12	480.45	463.78	447.11
FAR000079	Demo Laptop 1	48	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	1,263.80	1,190.88	1,117.96	1,045.04	972.12	899.20
FAR000080	Demo Laptop 2	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	583.40	486.18	388.96	291.74	194.52	97.30
FAR000081	Compaq Server	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	1,074.04	935.15	796.26	657.37	518.48	379.59
FAR000082	Another Laptop	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	154.78	136.28	117.78	99.28	80.78	62.28
FAR000083	Auto Generated Asset	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	628.19	556.52	484.85	413.18	341.51	269.84
FAR000084	memo0222	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	635.35	563.68	492.01	420.34	348.67	277.00
FAR000085	Compaq Desktop	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	650.24	582.05	513.86	445.67	377.48	309.29
FAR000086	Compaq Desktop 033009	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	679.79	611.60	543.41	475.22	407.03	338.84
FAR000087	Compaq Desktop 040709	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	695.69	627.50	559.31	491.12	422.93	354.74
FAR000088	Test Asset CS	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	166.50	138.82	111.04	83.26	55.48	27.70
FAR000089	Dell Studio 15 0715	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	3,241.65	2,992.30	2,742.95	2,493.60	2,244.25	1,994.90
FAR000094	Test Proposal line item 1	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	348.99	324.05	299.11	274.17	249.23	224.29
FAR000095	Test Proposal line item 2	36	Straight Line	0.00	0.00	0.00	0.00	0.00	0.00	348.99	324.05	299.11	274.17	249.23	224.29

ASSET RECORD

DEPRECIATION HISTORY – ACCOUNTING METHOD

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Achieve Lasting Success

ORACLE NETSUITE

Guiding Your NetSuite Journey

CHECK POINT 1

Implementing

LCS

- Learning Strategy
- Introductory Training
- Administrator & User Training

CHECK POINT 2

Getting Comfortable

ACS

- 24x7 remediation support
- Proactive technical guidance
- Implementation Support

LCS

- Learning Action Plan
- Practice Sessions
- Reinforcement Training

CHECK POINT 3

Optimizing

ACS

- Performance tuning
- Business Solution Advice
- Solution optimization

LCS

- Learning Action Plan Review
- Process walk-throughs
- Functional deep-dives

CHECK POINT 4

Growing

ACS

- Strategic roadmaps
- Performance monitoring

LCS

- Learning Action Plan updates
- New Release reviews
- Feature exploration

ORACLE NETSUITE

Growing with strategic roadmap – Stairway methodology

Establish

- Financials
- CRM and order processing
- Analytics and dashboard

Elevate

- International expansion
- Inventory management
- Work orders and assemblies

Expand
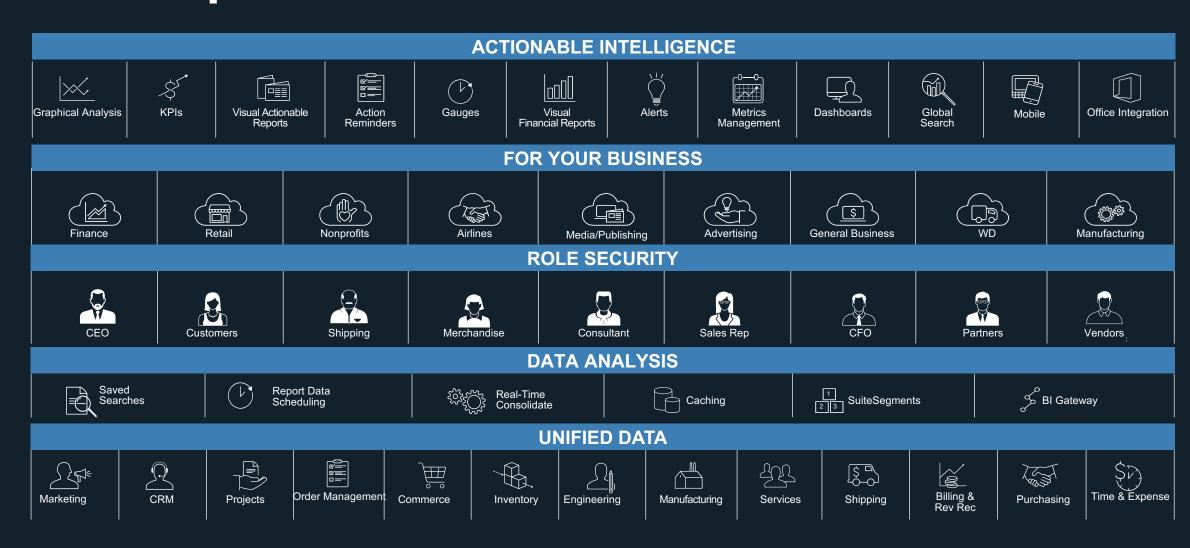
- Centralized HCM
- Financial planning and budgeting
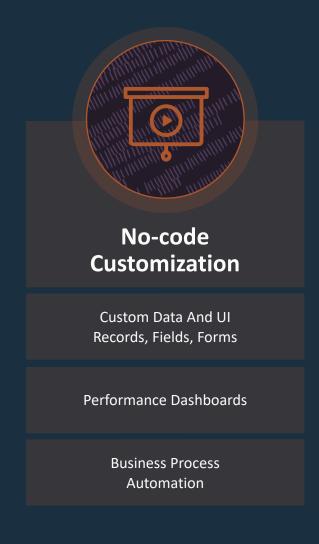
Accelerate

- Business insights and reporting

Dominate

- Integrated ecommerce

ORACLE NETSUITE

A Platform for Flexibility & Growth

ORACLE NETSUITE

Business platform

ACTIONABLE INTELLIGENCE

| Graphical Analysis | KPIs | Visual Actionable Reports | Action Reminders | Gauges | Visual Financial Reports | Alerts | Metrics Management | Dashboards | Global Search | Mobile | Office Integration |

FOR YOUR BUSINESS

| Finance | Retail | Nonprofits | Airlines | Media/Publishing | Advertising | General Business | WD | Manufacturing |

ROLE SECURITY

| CEO | Customers | Shipping | Merchandise | Consultant | Sales Rep | CFO | Partners | Vendors |

DATA ANALYSIS

| Saved Searches | Report Data Scheduling | Real-Time Consolidate | Caching | SuiteSegments | BI Gateway |

UNIFIED DATA

| Marketing | CRM | Projects | Order Management | Commerce | Inventory | Engineering | Manufacturing | Services | Shipping | Billing & Rev Rec | Purchasing | Time & Expense |

ORACLE NETSUITE

SuiteCloud: Customize and Integrate, Always Upgradable

No-code Customization

Custom Data And UI
Records, Fields, Forms

Performance Dashboards

Business Process
Automation

Integration

Web Services API
REST + SOAP

File Import
CSV

High Performance
Data Connectors

Platform Development

Customization Language + APIs

Business Applications

Development Framework

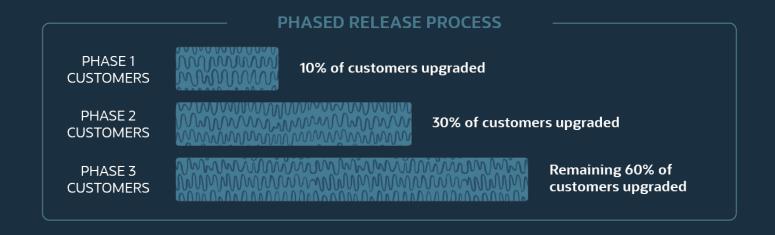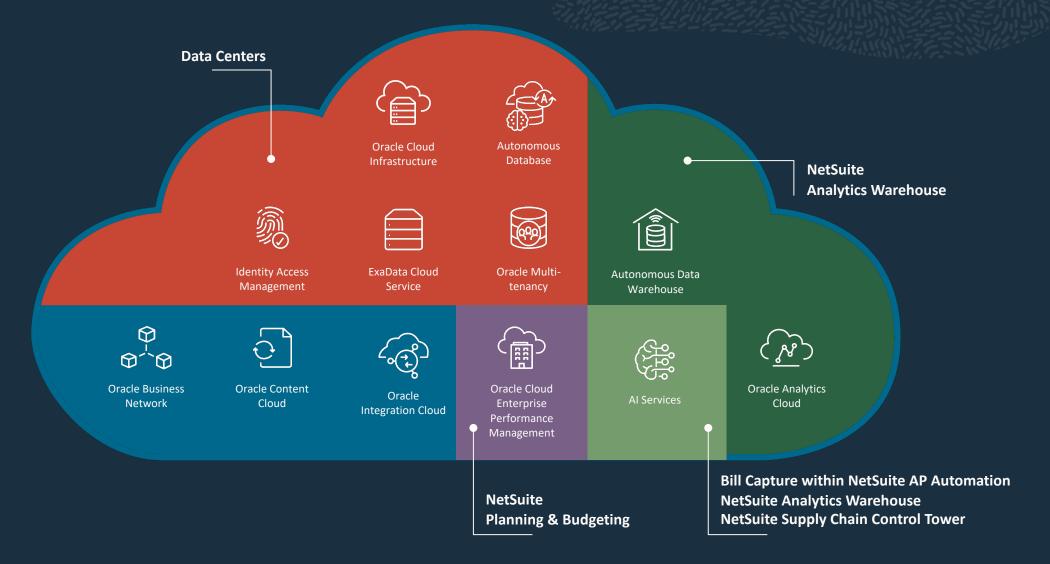Developer Tools

ORACLE NETSUITE

Automatic Upgrades, Including Customizations and Integrations

100% OF OUR CUSTOMERS ARE ON THE SAME RELEASE

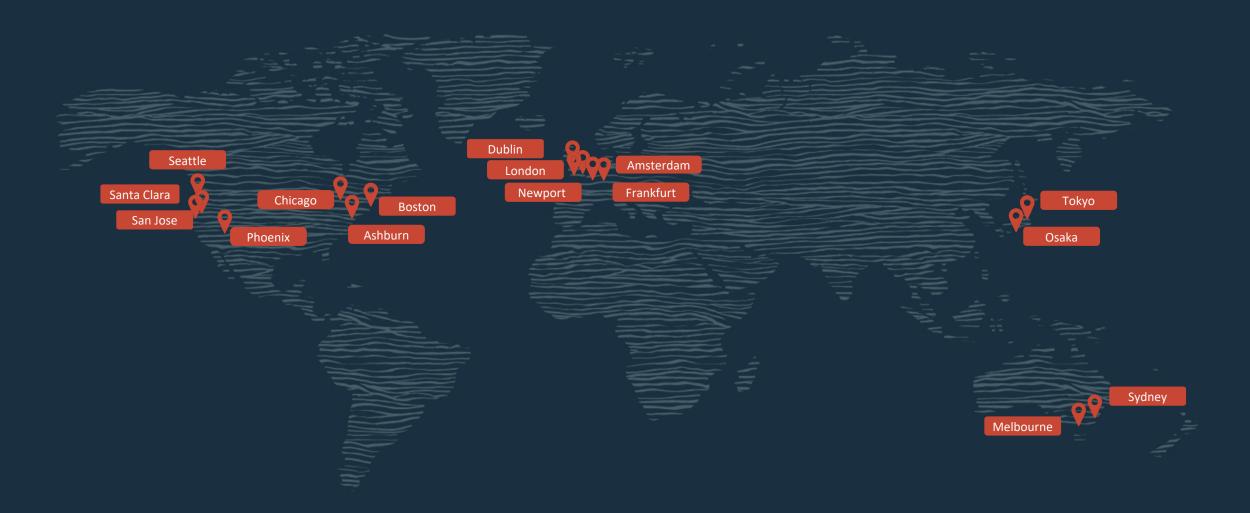Two major upgrades per year
Ongoing minor upgrades throughout the year
Release preview environment

Customizations carry forward
Customer use cases incorporated in QA testing
Choose scheduled maintenance time

PHASED RELEASE PROCESS

PHASE 1 CUSTOMERS — 10% of customers upgraded

PHASE 2 CUSTOMERS — 30% of customers upgraded

PHASE 3 CUSTOMERS — Remaining 60% of customers upgraded

ORACLE NETSUITE

Oracle Technologies Accelerating NetSuite Value

Data Centers

Oracle Cloud Infrastructure

Autonomous Database

Identity Access Management

ExaData Cloud Service

Oracle Multi-tenancy

NetSuite Analytics Warehouse

Autonomous Data Warehouse

Oracle Business Network

Oracle Content Cloud

Oracle Integration Cloud

Oracle Cloud Enterprise Performance Management

AI Services

Oracle Analytics Cloud

NetSuite Planning & Budgeting

Bill Capture within NetSuite AP Automation
NetSuite Analytics Warehouse
NetSuite Supply Chain Control Tower

ORACLE NETSUITE

Growing Our Data Centers

ORACLE NETSUITE

Key Benefits of OCI Data Centers

Reduced Latency

- More data centers in more locations
- Easier regulatory compliance

Smoother Performance

- Fewer customers in each data center reduces performance volatility

Consistency and Reliability

- Consistency in performance between regions
- Reliability within every region

Latest Technologies

- Exadata – the fastest Oracle database platform in the world
- Autonomous database

ORACLE NETSUITE

Secure at All Levels

Network

- Intrusion Detection
- Vulnerability Scans
- Pen Tests
- Zero Trust

Database

- Intrusion Detection
- Dedicated DB
- Encryption at REST
- Regular Backups

Application

- Antivirus Scanning
- Anomaly Detection

End User Controls

- Roles & Permissions
- IP Address Validation
- Single Sign On
- Multi-Factor Authentication
- Audit Trail

THIRD PARTY ASSURANCE REPORT
ISAE 3402
SERVICE ORGANIZATIONS
TYPE II
AUDIT COMPLETED

SSAE 18
SOC 1 TYPE 2
SOC 2 TYPE 2
AUDITED PLATFORM

PCi
DSS
COMPLIANT

Information Security Management System
ISO 27001
Certified

ORACLE NETSUITE

NetSuite AI Advantage - A Quantum Leap in Insight and Productivity

Oracle Infrastructure

NetSuite Data

The Suite

NetSuite AI Framework

Applications

Global ERP	CRM	HCM	PSA	Commerce	Analytics & Reporting

SuiteApp.com
Partners & Apps

Platform

AI Assistants	AI Advisors	Customization	Process Automation	App Development	Integration	App Distribution

AI Services

GENERATIVE AI SERVICES

- Summarize, Search, Classify
- Creative Insights
- Foundation Models
- Auto SQL

OTHER AI SERVICES

- Vision
- Speech
- Anomaly Detection
- Forecasting
- Document Understanding
- Language & DA
- OCI Data Science

Infrastructure

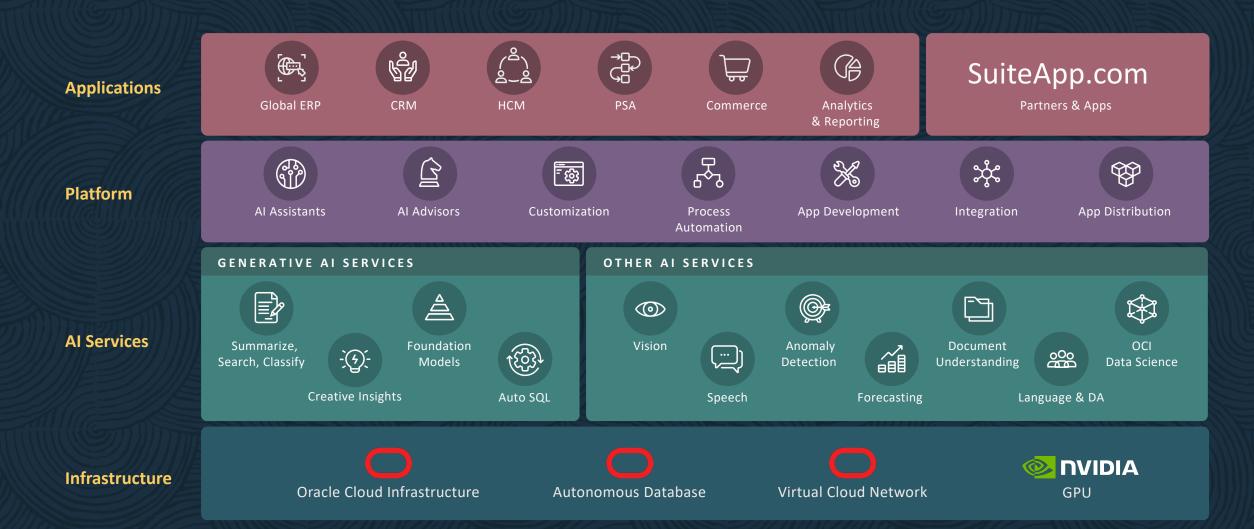| Oracle Cloud Infrastructure	Autonomous Database	Virtual Cloud Network	NVIDIA GPU

ORACLE NETSUITE

How AI is Embedded into the Suite

Platform

- Single centralized source of data on best-in-class infrastructure
- Connects the team and data across the organization

Assistants

- Handle repetitive tasks based on business rules
- Increase accuracy, speed and employee productivity, reduce errors

Advisors

- Use AI-driven analysis to identify trends, make predictions answer question and offer recommendations.
- Deliver unique insights, drive decision-making

ORACLE NETSUITE

NetSuite AI Powered Capabilities within NetSuite Products and Services

NetSuite Advisors

NetSuite Planning and Budgeting

NetSuite Analytics Warehouse

NetSuite Supply Chain Control Tower

NetSuite Intelligent Item Recommendation

SuiteAnswers Virtual Support Assistant

NetSuite Assistants

NetSuite Bill Capture
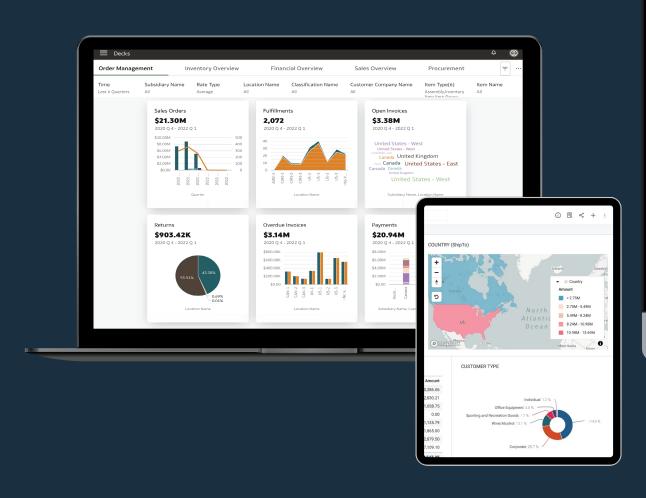
Anomaly Detection in OCI Data Centers

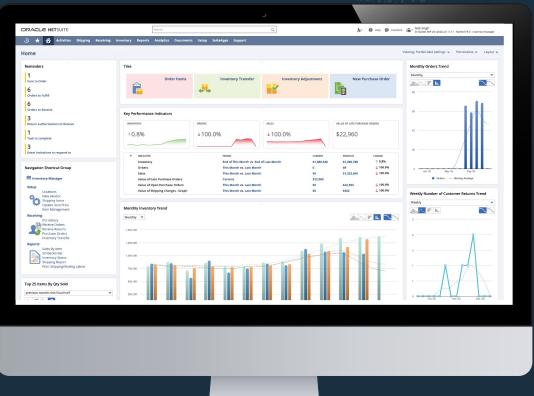ORACLE NETSUITE

Data & Insights to Accelerate Business

ORACLE NETSUITE

Role-Based BI View
Using a unified data source

External Systems

Customers

CEO

CFO

ERP   **SRP**

WAREHOUSE MANAGEMENT

PROJECT MANAGEMENT

CORE BUSINESS
CUSTOMER MANAGEMENT
ORDER MANAGEMENT
GLOBAL FINANCIAL MANAGEMENT
BILLING MANAGEMENT
REVENUE MANAGEMENT

INVENTORY MANAGEMENT

RESOURCE MANAGEMENT

Shipping Manager

Sales Rep/ Manager

MANUFACTURING

TIME & EXPENSE

SUPPLY CHAIN MANAGEMENT

PROJECT ACCOUNTING

Merchandise Manager

Consultant/ PS Director

Vendors

Partners

ORACLE NETSUITE

Access Anywhere With Internet

Answering questions and driving discussions at every level

ORACLE NETSUITE

How AI and ML Helps to Unlock the Suite

Documents

- Automated document classification
- Optical Character Recognition (OCR)
  - *Bill capture**
- Key value extraction

Predictions

- Intelligent Insights
  - *Supply chain predictive risks**
- Time series forecasting
- Fraud detection
- Automated form entry

Language

- Conversational experiences
- Text analysis
- Translation
- Chatbots and LLM

* Released in NetSuite