



# ORACLE NETSUITE PLANNING & BUDGETING FOR WHOLESALE DISTRIBUTION

Today, the wholesale distribution industry faces an unprecedented inflection point. Confronting changing consumer, technology and competitive landscapes, distributors are undergoing a rapid transformation to keep pace and stay relevant. As more businesses and customers move online, monitoring channel and order profitability has become imperative. Yet, many distributors still rely on disconnected planning tools and spreadsheets, leaving business leaders without a single actionable view of the company.

In the face of an unprecedented industry revolution, budgeting and forecasting is increasingly difficult for distributors as it is hard to accurately predict where order traffic, customers and payments will come from over the course of a year. Having a reliable, scalable system that allows your organization keep

## Key Business Benefits

- No hardware or IT investments.
- Fully customizable and owned by Lines of Business.
- Migrate from disconnected planning tools and spreadsheets.
- Work with latest version of the software.
- Multiple environments and global data centers for deployment.
- Low cost and time to implement.
- Customizable to specific business need.

track of planning, budgeting and forecasting gives your team a leg-up, allowing you to more accurately plan for a profitable future and focus on growing your business.

Oracle NetSuite Planning and Budgeting enables organizations of various sizes to quickly adopt a world-class planning and budgeting applications offering market-leading functionality across lines of businesses with flexible and customizable deployment options.

### Complete Planning, Budgeting and Forecasting Solution

Oracle NetSuite Planning and Budgeting is used by companies worldwide to meet organization-wide business planning needs. It is designed to address a wide variety of financial, sales, contractual and operational planning use cases across multiple industries, and is accessible via rich interfaces through Web or Microsoft Office.

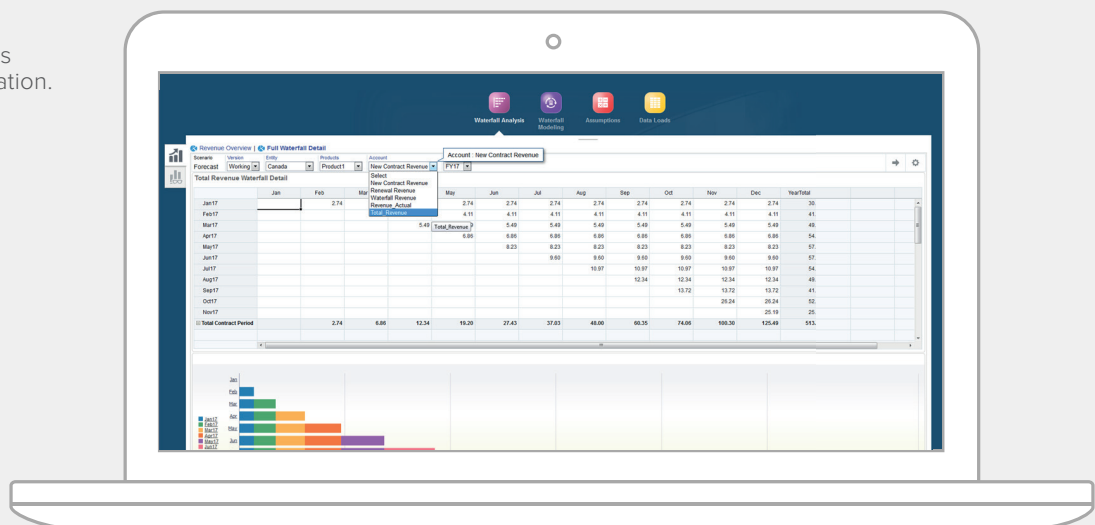
### Key Features

- Intuitive, role-based web and MS Office interfaces.
- Flexible driver based what-if modelling capabilities.
- Built-in financial intelligence and spreading logic.
- Built-in commentary and annotation capabilities.
- Flexible workflow and plan management capabilities.
- Robust reporting and ad-hoc analysis with formatting and charting support.
- Integration with NetSuite Financials.

### Integrated Organization-Wide Planning and Budgeting Process

Planning and budgeting using spreadsheets in most organizations results in less collaboration, more inefficiency and is error prone.

**Figure 1:** Dashboards provide business users easy access to information.



Oracle NetSuite Planning and Budgeting facilitates both company-wide and departmental planning with modeling capabilities, approval workflows and reporting within one collaborative scalable solution. Sales and operationally driven strategic plans can be linked to long-term and near-term financial plans. The solution uses a powerful calculation engine which can accommodate a wide range of business logic with fast in-memory aggregation and instant analysis and reporting.

### **Robust Modelling with Sandboxing and Predictive Analytics**

Demand is volatile, costs fluctuate and the business landscape is constantly changing. Oracle NetSuite Planning and Budgeting enables the ability to stay ahead of the competition by understanding volatility and modeling financial and operational changes quickly using flexible assumptions. Use sophisticated modelling techniques, predictive analytics, multiple what-if scenarios and rolling forecasts to minimize uncertainty in the business.

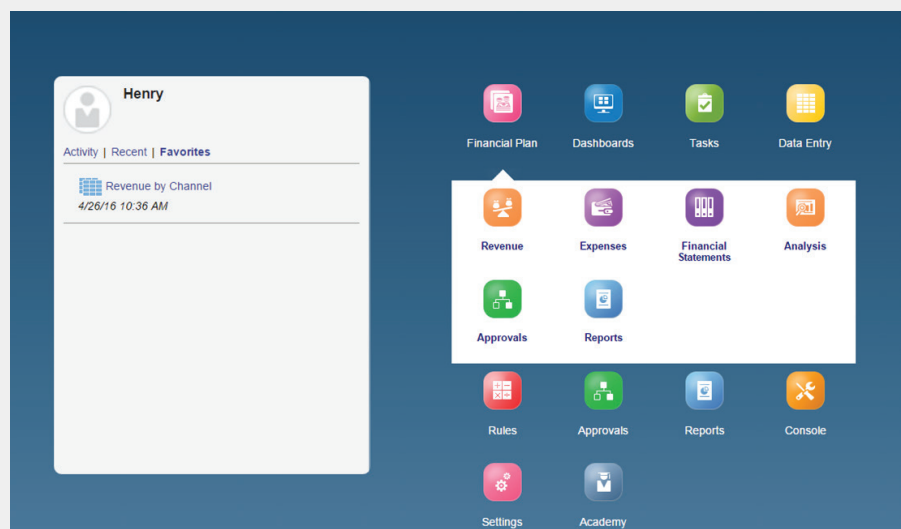
### **Smart View Benefits**

- Quickly navigate plan versions and details in Excel.
- Full ad-hoc and free form analysis capabilities.
- Report creation in Excel, Word and PowerPoint.
- Data access from multi-dimensional sources.
- Create unique data perspectives for users.
- Dynamically refresh Office documents with a single click.
- Support for highly formatted grids in Microsoft Excel.

### **Connect Users with an Intuitive, Mobile-Ready User Interface**

The Oracle NetSuite Planning and Budgeting interface allows users easy access to view plans and reports on the web or their mobile devices. Robust dashboard and report creation capabilities are built-in for streamlined access to information.

**Figure 2:** The mobile-ready and intuitive interface of Oracle NetSuite Planning and Budgeting combines task lists, instructions, dashboards and graphical reports.



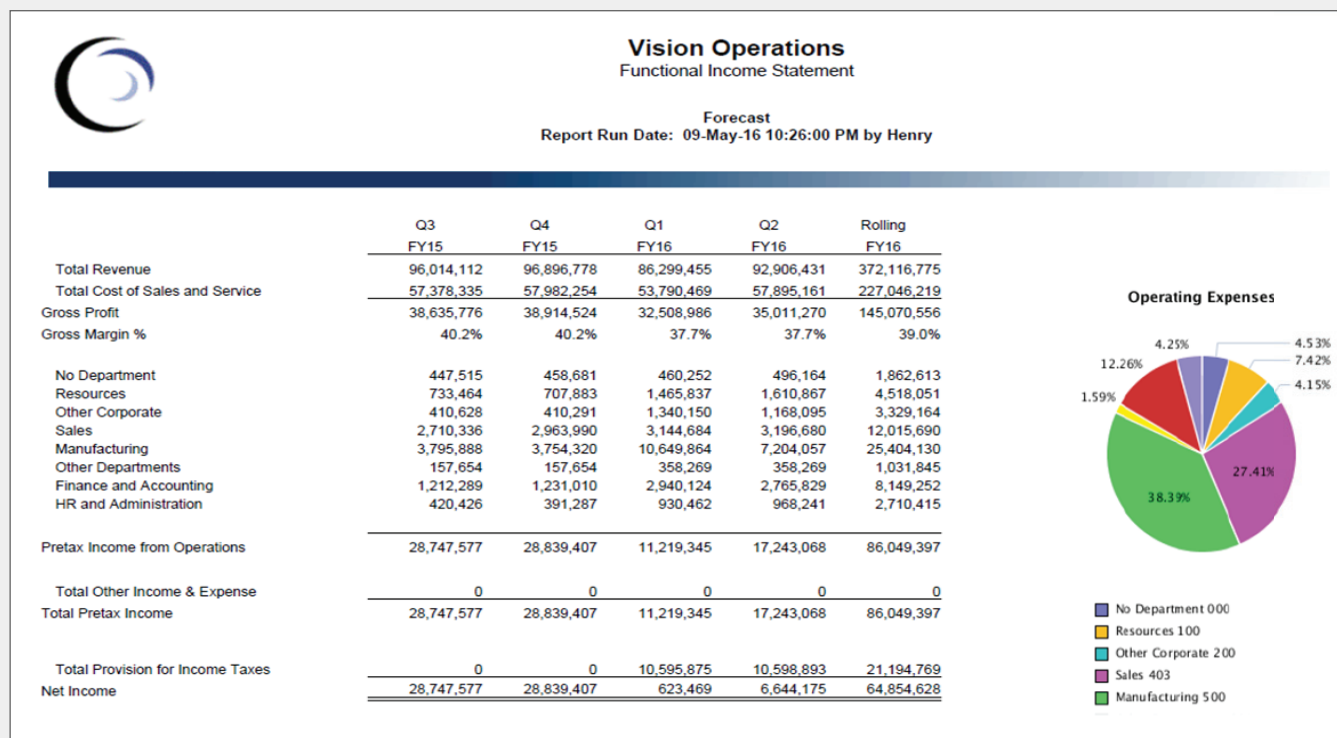
## Empower Users with Microsoft Office Integration

Oracle NetSuite Planning and Budgeting offers comprehensive integration with Microsoft Office tools such as Microsoft Outlook, Excel, Word and PowerPoint with Smart View for Office.

Use Excel as the environment for adding custom members on the fly, slicing and dicing data and ad-hoc modelling. Users can also create data grids incorporating Excel formulas and formats. Common planning actions, such as spreading and allocation, are available within planning data grids rendered within Microsoft Excel.

## Integrate Planning and Management Reporting Seamlessly

Reports and dashboards that display plan, forecast and actual data can be created in minutes and any change made to versions are instantaneously reflected.



**Figure 3:** Built-in capabilities simplify report creation and consumption by business end users.