

WHITE PAPER

NetSuite for Renewable Energy Companies

One System to Manage
Your Entire Business



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NETSUITE



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One System to Manage Your Entire Business

As the world becomes more and more connected, upgrading your IT environment is no longer a means to get ahead—it's a requirement to keep pace. Renewable energy companies seeking to capitalize on new global opportunities need to unify their product development, supply chains, manufacturing processes and distribution networks or risk failure in today's increasingly competitive markets.

Renewable energy organizations are vying for market share from around the world. To stay in the race, they must upgrade their IT footprint.

Today, businesses are pursuing new revenue streams, distribution networks and methods of getting their products into their buyers' hands, and need technology that can keep up.

“NetSuite improves our operational efficiency. It facilitates our growth through real-time visibility of financial and non-financial information and introduces best practices into our business.” **Photon Energy**

How Do Mismatched Business Processes Impact the Success of Renewable Energy Companies?

Leading organizations tell us that unwieldy back-office processes and outdated technology can create a number of issues that can impact long-term success, including:

- **High operational costs and inefficiencies** – Time and money spent on manually managing business processes instead of on meeting customer needs.
- **Manual information exchange** – Multiple software applications (accounting, inventory management, warehouse management, ecommerce) that do not communicate in real time.
- **Lack of visibility into key business metrics** – No ability to report on profitability by customer or products due to numerous systems and spreadsheets.

With all of these issues, renewable energy businesses waste valuable time and resources. In today's high stakes business environment, companies need to focus more on customer service and business strategy, and less on operating manual processes.

At the core of these issues impacting long-term success, we see a trend: renewable energy organizations relying on spreadsheets, aging on-premise systems, multiple solutions or worse, a combination of all three. With NetSuite's renewable cloud platform, companies can stop wasting time and resources managing multiple data silos while leveraging real-time visibility for insights into their business.

Successful businesses recognize that upgrading their back-office technology is essential to capitalizing on new opportunities and streamlining operations for new product development, supplier management, lean manufacturing and data-driven business decisions. Having this efficiency can be the difference between thriving and barely surviving in today's fast-paced business environment.

NetSuite Manufacturing Edition Offerings:

- Role-based, customizable dashboards
- Multiple entity management and consolidation
- Real-time, industry specific KPIs
- Integrated ERP, HCM, WMS, Supply Chain Management, Vendor Portals

NetSuite ERP streamlines business processes and frees up the time and resources needed to scale, drive innovation and remain competitive.

Comprehensive Financial Management:

NetSuite Financials provide end-to-end visibility into receivables and payables. Businesses are able to automate the entire order-to-cash process and streamline the procure-to-pay and record-to-report processes. As a cloud-powered platform, NetSuite also enables real-time views of key, pre-built, easily customized financial reports plus insights into budgeting, expense allocations and amortization. This, in addition to flexible revenue analysis—by customer, service or product line—allows businesses to make informed business decisions. Finally, NetSuite provides tracking for the complete fixed asset lifecycle and reporting from acquisition to depreciation to retirement of those assets.

Inventory Management: NetSuite provides intelligent control over inventory replenishment, helping ensure that sufficient stock is on hand to fill anticipated orders, while keeping excess stock to a minimum.

NetSuite Inventory Management enables you to:

- Avoid “stock-outs” to maintain continuity.
- Dynamically manage item reorder points and preferred stock levels based on average lead time, historical or seasonal-based sales demand and number of days supply to stock.
- Reduce lag time with real-time alerts whenever stock falls to predefined thresholds.

Demand Planning: NetSuite’s native demand planning module is specifically designed to provide the user with the ability to predict required inventory based on historical demand or sales forecasts. This innovative tool offers the right balance of powerful functionality and ease-of-use to help you manage your inventory more efficiently.

Procurement: With NetSuite Procurement, manufacturers are able to automate and streamline much of the purchasing process. Companies are able to effectively manage vendor relationships, streamline and improve the accuracy of source-to-pay processes by enforcing approvals, automate and link key transactions, and establish matching workflows to meet compliance guidelines.

Supply Chain Management (SCM): NetSuite has invested heavily into its supply chain management including:

- **Product data management**, which allows for engineering change order (ECO) capabilities to manage changes that affect the supply chain.
- **Supply chain control tower**, which acts as central point of visibility for inventory across all subsidiaries/companies around the world to help schedulers, planners and buyers make the right decisions, communicate effectively with customers and suppliers, and hold just the right amount of inventory.

“Today, we cannot imagine how to do business anywhere if we didn’t have NetSuite.” **Grape Solar**

- **Inbound shipment management**, which enables a business ordering large quantities of product from numerous suppliers to consolidate multiple purchase orders into a single container to simplify future tracking and status updates.

WIP and Routing: Enabling NetSuite’s WIP and Routings capabilities allows companies to define a routing for the manufacturing process, the resources needed to complete the process and the expected time and cost required. Routings also provide the basis for the infinite capacity scheduling engine that can help identify which resources are being over- or under-utilized. Finally, capturing the cost of materials consumed during the manufacturing process creates a complete picture of the process costs before it is finalized and committed to the GL.

Multiple Entity Management and Consolidation: NetSuite OneWorld helps renewable energy companies with multiple locations and subsidiaries streamline operations and provides real-time visibility at the local, regional and headquarter levels within a single system. With OneWorld, companies can develop standard business processes and deploy them across their divisions and subsidiaries at the click of a button.

With support for over 190 currencies, 27 languages, customer deployments in 203 countries and dependent territories, and country-specific accounting standards across the Americas, Europe, Asia, Middle East and Africa, NetSuite OneWorld enables organizations to seamlessly meet the individual needs of local operations and easily adapt to the latest accounting standards and regulations.

Customer Relationship Management (CRM): As you scale and acquire customers, NetSuite CRM provides a seamless flow of information across the entire customer lifecycle—from lead all the way through opportunity, sales order, fulfillment, renewal, upsell, cross-sell and support. In addition to delivering a real-time, 360-degree view of your customers, NetSuite CRM mobility extends collaboration and productivity beyond the workplace. With intuitive tools that provide your mobile workforce with the ability to easily access and upload important data they need outside the office, they're empowered with information at their fingertips.

Ecommerce: As industries trend toward direct-to-consumer sales and business-to-business portals, SuiteCommerce empowers businesses to create a unique, personalized, and compelling mobile and web experience.

Human Capital Management (HCM): In such a high churn industry, having the right system in place is

critical. NetSuite SuitePeople empowers managers and HR professionals to streamline employee information, new hires, employee onboarding, payroll, promotions and compensation changes, all from a single suite.

Key features include:

- Core HR Capabilities
- Payroll
- Employee Center
- HR Analytics

In addition, the SuiteCloud development platform enables customized mobile applications for all unique business needs, while complementary mobile solutions from SuiteCloud Developer Network partners enable you to extend mobile functionality regardless of the mobile platform your organization uses.



A Pathway to Success

With NetSuite, renewable energy companies are getting more than just a software package—they are getting a lifelong business partner that is committed to their success. Built with industry-based leading practices derived from over 20 years of collective implementation experience, NetSuite is designed to deliver value on day one. Moreover,

we take a consultative approach—from sales to implementation to support—to ensure continuity across your lifecycle as a customer. We have a deep understanding of the challenges businesses are facing in today’s market. As the pace of change accelerates, NetSuite is here to keep you on a pathway to success.

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**NetSuite Stairway
For Manufacturing**

www.netsuite.com/manufacturing



Establish

- Financials
- CRM and order processing
- Inventory management
- Discrete manufacturing

Elevate

- Commerce
- Warehouse and quality management
- Supply chain and asset management
- Work in process
- Payroll and people management
- Financial management

Expand

- Business insight and reporting
- Project management
- Planning and budgeting
- Production management

Accelerate

- Sales and order optimization
- Warehouse and shop floor automation
- Project and revenue management
- Omnichannel commerce

Dominate

- Field service and repair
- Industrial internet of things
- Global expansion
- Business AI

