

NetSuite for Wholesale Distributors

KEY BENEFITS

- Built-in support for wholesale distribution business processes
- Real-time visibility throughout your entire organization, from sales to operations to invoicing
- Integrated business management with one complete solution, eliminating integration hassles
- Cost savings and fast ROI from reduced IT infrastructure and rapid time to market

NetSuite Customers Include:



One Integrated Application to Manage Your Wholesale/Distribution Business

NetSuite for Wholesale Distributors gives your company customer-facing sales force automation—including quotes and orders—as well as marketing and customer service capabilities that link seamlessly with back-office inventory management, fulfillment and accounting. In delivering NetSuite for Wholesale Distributors, NetSuite has leveraged experience and lessons learned from thousands of wholesale distribution customers, complemented with a best practice professional services implementation methodology and customization services. NetSuite's single, flexible business application enables you to grow your wholesale distribution business and provide new services while increasing customer service and reducing costs.

Here's why NetSuite is the best software application for wholesale distributors.

One Application to Run Your Distribution Business

Distributors typically cobble together and juggle numerous business applications and spreadsheets to manage the intricacies of this complex industry. Now you can stop wasting precious resources managing multiple "silo" systems. NetSuite is the one intelligent, integrated, customizable application to unify your business processes, increase visibility for better decision-making and extend collaborative processes to your customers and channel partners.

- **One complete distribution lifecycle management system**

NetSuite manages all your end-to-end lifecycle business processes in one system: Market > Sell > Order > Ship > Bill > Cash Management to General Ledger > Maintain > Support > Upsell/Reorder.

- **One complete view of the customer across your business**

One integrated system covering ERP, CRM and ecommerce delivers a single, real-time view of the customer across all departments and locations, enabling you to better understand your customers, adapt to sales trends, and improve marketing, cross-sell and retention.

- **Trading partner collaboration via self-service portals**

Trading partner processes extend via self-service partner, supplier and customer portals, helping you meet demand for real-time order status and self-service account management, and improve satisfaction with your brand.

- **Subscription model license, maintenance and upgrades**

With its cloud subscription model, NetSuite provides an extended IT department while lowering your costs and providing anytime/anywhere access. NetSuite's latest software enhancements are applied automatically and your customizations carry over with each upgrade, eliminating the need for upgrade testing and coding.

NetSuite Is the World's Most Customizable Cloud Business Management Solution

The NetSuite philosophy is to support our customers in configuring their systems to meet their company profile without the need for costly IT and developer overhead. NetSuite's rich customization capabilities allow you to easily modify and maintain the solution.

KEY FEATURES

NetSuite offers wholesale distributors the industry's only:

- Unified application to run your entire distribution business from end to end
- Integrated ecommerce, financials, inventory management and CRM
- Real-time 360-degree view of your customers and customizable, role-based dashboards
- Simplified subscription model with automatic upgrades
- Self-service portals for collaboration with partners, suppliers and customers
- Configuration and customization capabilities to support your unique requirements

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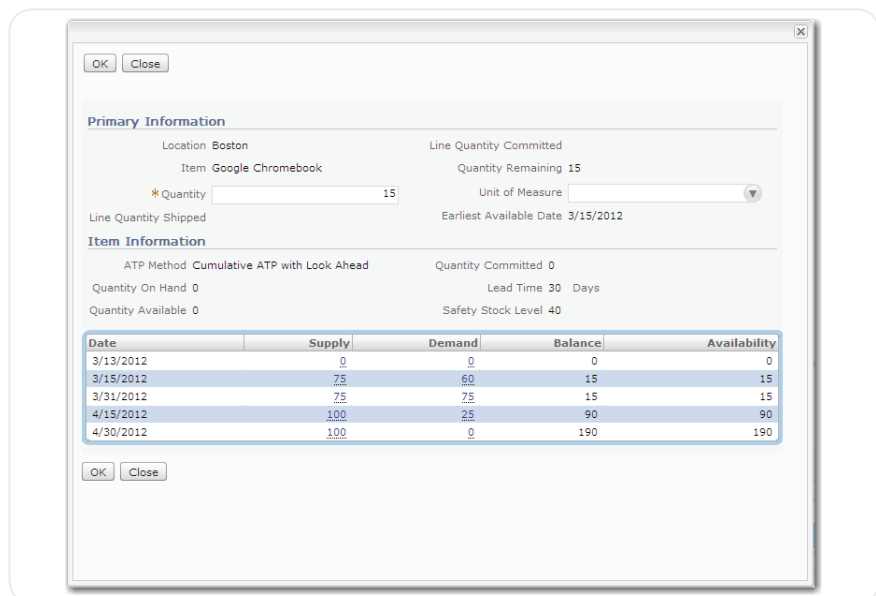
Businesses running NetSuite were able to reduce their shipping costs by over 35%.

NetSuite Features for Wholesale Distributors

Sophisticated Procurement, Inventory and Fulfillment Management

NetSuite saves distributors countless hours of work associated with data entry, organization and fulfillment. You can convert forecasts to orders, orders to shipments and shipments to revenue with unprecedented efficiency. NetSuite's procurement, inventory and fulfillment management offers a complete set of capabilities that provide integrated supply chain management, while NetSuite's purchasing and vendor management capabilities help you reduce spending on goods and services, streamline procure-to-pay processes and ensure compliance with corporate policies.

- Allows employees to create and track purchase requisitions and orders through a self-service Employee Center that eliminates paper-based forms and associated errors
- Enforces strong purchase order approval processes with automatic approval routing and digital approvals
- Provides real-time, detailed visibility into key spend, inventory and supply chain management metrics
- Multiple location inventory management enables easily managing which warehouse location will receive or fulfill an order
- Provides comprehensive inventory costing methods including LIFO, FIFO and average and standard costing
- Integrated demand planning forecasts required inventory levels based on historical data, sales forecasts, average trends and seasonal fluctuations
- Confirm when an item is Available to Promise to your customer based on open orders to your suppliers
- Integrated Vendor Center provides vendors with self-service access to purchase orders, accounts payable data and other key information
- Ease of integration enables drop-ship business models
- Packaged shipping integration with carriers such as UPS, FedEx and USPS.



Available to Promise shows when items are available based on open orders to your suppliers

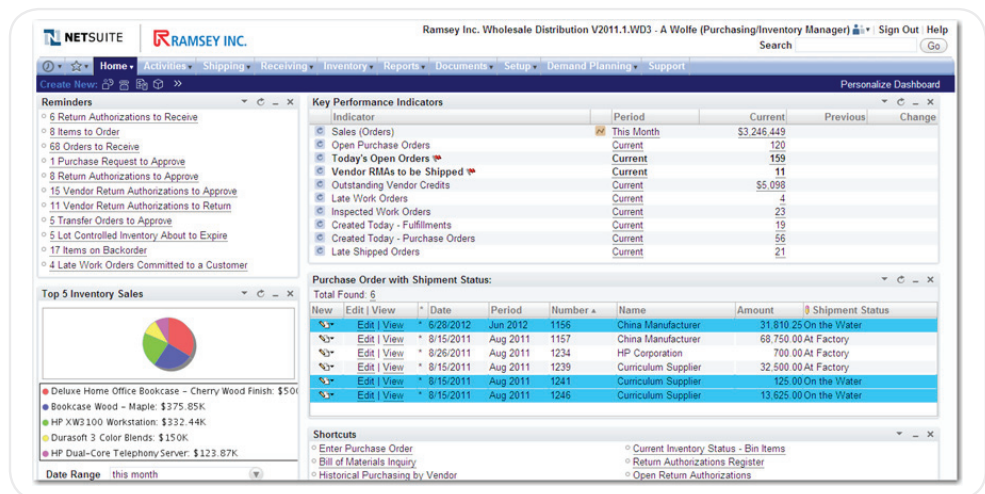
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Businesses running NetSuite were able to reduce their overall inventory costs by 15-30%.

Real-Time Dashboards, Reporting, Analytics and Planning

NetSuite provides wholesale distribution businesses with the power of built-in real-time dashboards, reporting and analysis—integrated right into the ERP, CRM or ecommerce application that employees use every day. Business users gain personalized visibility into the latest business performance metrics, whether financial, sales, service or marketing performance.

- Provides personalized, role-based, real-time dashboards and reporting across the company—from accounting and sales to ecommerce and support
- Transparent drill-down from a summary level to greater detail, all the way to the underlying transaction, in just a few clicks
- Complete self-service reporting enables easy ad hoc report creation, added fields, custom formulas and report sharing.



Comprehensive Dashboards, Reporting and Analytics across the Business

Integrated Financials/ERP

Powerful Financial Management

NetSuite financial management provides comprehensive accounting functionality that accelerates your financial close, provides strong invoicing and expense management, streamlines order and revenue management, and delivers complete real-time visibility and reporting to manage the financials of the business. And because it's fully integrated, it provides significant efficiencies in wholesale distribution companies' finance and operations departments. This proven solution delivers greater productivity through integration, real-time tracking and reports and auditing tools that reduce the overhead typically burdening wholesale distributors.

- Provides more than 100 standard reports, including income statements, balance sheets, consolidated reports, variance reports and side-by-side comparisons—or easily create and define financial reports according to the needs of your business
- Flexible general ledger, accounts receivable and accounts payable; supports an unlimited number of general ledger accounts, sub-accounts and segments
- Automated allocations, currency management tools and period locking simplify the period-end close process

“NetSuite lets us look into our suppliers’ workload and lets our customers see our inventory. And it lets us monitor our entire business from anywhere in the world, all in real time.”

—König Wheels

- Always-on audit trail provides total background into every transaction, such as the author and time of each entry
- Fixed asset management enables maintenance and control of the complete asset lifecycle across depreciating or non-depreciating assets, from creation to depreciation, revaluation and disposal
- Accommodates different accounting and business practices across countries and supports local reporting and taxation requirements
- Full multi-currency accounting support for offices in other countries, or when conducting business with foreign companies.

End-to-End Order-to-Cash Management

NetSuite fast-tracks your order-to-cash process—from quote to order to invoice—in a single integrated process that reduces manual effort, eliminates errors and accelerates order management.

- Converts quotes into approved sales orders and routes them to the finance team for invoicing and revenue recognition
- Integrates order fulfillment with inventory management and suppliers, improving efficiency at every step
- Incorporates pricing and discounting rules automatically into the quote process
- Automates revenue recognition by recognizing rules on how sales orders will be billed and fulfilled
- Reduces fulfillment errors by electronically routing orders to suppliers for drop shipping
- Provides real-time visibility into the entire order management process showing orders, trends and order-conversion
- Automates invoice creation by calculating sales tax, finance charges and discounts based on payment terms
- Manage by exception using NetSuite’s SuiteFlow to create flexible rules guiding order approval requirements
- Provides flexibility to bill in advance or arrears, and prorate partial months
- Eliminates data re-entry by easily accepting payments from a wide array of payment vehicles
- Self-service capabilities enable customers to manage their own billing plans, payment options and information.

Multinational and Multi-Company Management

NetSuite OneWorld is an optional module that enables you to manage multinational and multi-company business in real time. It manages the financial consolidation required of separate companies or subsidiaries, as well as multiple entities performing marketing and customer support. It also enables the management of distributed sales teams and selling partners, and allows you to dynamically consolidate financial reports on the fly from multiple companies and gather business intelligence in real time. NetSuite OneWorld allows you to drill down to all levels of the underlying business—to the item level, the customer, record or to an individual transaction. Only with NetSuite OneWorld can you see consolidated information across all of your entities globally, as well as the specific data you need.

“NetSuite has simplified our company’s operations, given us great efficiency, power and flexibility, helped us do business on the web and helped unify our customer touchpoints by linking CRM with ERP and ecommerce. In IT, NetSuite changed our role. We’re not traditional IT anymore—we now spend our time adding value rather than answering requests.”

—Advantage Sign Supply

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Businesses running NetSuite were able to improve their customer service efficiency by at least 30%.

Integrated Ecommerce Capabilities for Wholesale Distributors

Your website is most customers’ channel of choice for interacting with your company. NetSuite is the only application provider that offers website hosting and ecommerce as core components of the application. NetSuite’s ecommerce functionality helps you leverage the web to grow your business faster and more cost-effectively, and deliver an intuitive and streamlined experience to both customers and partners.

NetSuite makes it possible to deliver an “Amazon.com-like” experience and to better manage and grow the entire business with a fully PCI-compliant and integrated ecommerce system.

- Website hosting enables deployment of database-driven sites that are always in sync with the rest of the business
- Accepts real-time payments from different credit cards and international currencies, and supports Google Checkout or PayPal checkout options
- Supports creation of coupons or discounts on specific items, enables exempting other items from discounts, and automatically delivers upsell recommendations
- Streamlines order management by transferring orders automatically to accounts receivables and warehouse departments
- Ecommerce analytics provides search engine analysis, website analytics and reporting, online marketing analytics and more.

Sales, Marketing and Service Automation

NetSuite enables distributors to automate their entire marketing process across channels to better align campaigns and programs with sales efforts. Sales force automation drives your business performance with a totally seamless sales process from opportunity, upsell and quote management to sales forecasting, order management, fulfillment and even sales commissions. Call center management assigns, tracks and escalates cases for faster, more efficient customer service. NetSuite’s 360-degree customer view gives marketing, sales and service a complete perspective on the customer.

- Enables creation, execution and tracking of campaigns in real time to maximize the value of leads and opportunities
- Delivers email marketing—from creation to execution to measurement—in one system
- Enables sales and partners to manage opportunities across status, potential revenue, key contacts, notes, related documents and more
- Provides real-time quote management by incorporating pricing, sales tax and discounting rules automatically into the sales quote
- Supports sophisticated sales commission plans based on quotas, sales, quantity, profitability and other criteria
- Case management automates processes associated with customer support case assignment, management and escalation
- Mobile support, such as NetSuite for iPhone, provides salespeople with on-the-go access to calendars, contacts, opportunities and KPIs such as achieved versus quota, actual versus sales forecasts, commissions and more.

“Our business was growing at a rate that challenged our IT systems, and fortunately we chose NetSuite at just the right time. We’re now one of the hottest brands in the apparel space. Everyone in our industry knows us.”

—Ross Saldarini
President, Mountain Khakis

SuiteCloud Platform

NetSuite realizes that not every wholesale distribution business is the same and provides virtually limitless cloud customization to adapt to business change, including sophisticated forms management, graphical workflow management, scripting, web services and more. Businesses that run NetSuite can customize with confidence, as all customizations automatically migrate with every new NetSuite release.

With SuiteFlow, power users can quickly create point-and-click rules-based workflows that automate and streamline business processes unique to each subsidiary—whether they’re implementing an automated collections process or creating rules-based lead nurturing for a specific region.

SuiteTalk and SuiteScript, components in the SuiteCloud platform, provide comprehensive web services and procedural logic to support integration and custom business logic, enabling global businesses to weave NetSuite into internal and external systems, and tailor it to support specific business processes. A set of third-party solutions at the SuiteApp (www.suiteapp.com) partner directory offers you additional flexibility to enrich and extend NetSuite.

The SaaS Advantage: Cost of Ownership

With SaaS, the economics of managing a business change radically. Because NetSuite hosts the software, it allows businesses like yours to use sophisticated software applications over the Internet, giving you better access to more robust solutions with greater security, management and economy than most mid-market companies could ever purchase and manage in-house. In addition, NetSuite has been developed and implemented with multiple layers of data redundancy for comprehensive security and business continuity. You can be assured that your data is accurate, accessible and secure.

According to research firm Gartner, the SaaS model can reduce total cost of ownership by 50% or more. In addition to eliminating the initial start-up costs of purchasing traditional licensed software and the servers to run it, SaaS solutions make it easier to plan and budget reliably, since your subscriptions are based on your usage. In other words, you don’t pay for functionality you don’t want or don’t use.



Best Financial Management Solution



Strategic Partner of IMA



Gartner 2011 ERP Report
World's Most Deployed
Cloud ERP Solution, Fastest Growing
Top 10 Financial Management System,
North America, UK, Australia



**CLOUD COMPUTING
WORLD SERIES AWARDS
WINNER**

Best Cloud Application 2010



AccountingToday
The 2011 Top New Products



Best Business Software Solution