Empowering businesses to innovate, grow and profit.

_____

Australia's Leading ERP Solution Provider & Developer on the NetSuite platform

ORACLE | NETSUITE

2PURE/

FAST-GROWING VALUE-ADDED DISTRIBUTOR OF OUTDOOR PRODUCTS

95% increase in revenues without adding staff

20% time savings for staff with integrated business processes, new website

40% reduction in warehouse space with distribution efficiencies

"NetSuite saves us time and allows us to focus on running the business. That has helped us increase our turnover— our revenues—by 95%."

CHALLENGE:
Rapid growth required accessible, user-friendly system to scale with the business

ORACLE® + **NET**SUITE

LEADING GLOBAL SOLAR INNOVATOR

Public company launches its business with NetSuite as the foundational system of record.

Partnership with NetSuite has been strong throughout, starting with a smooth initial implementation.

The attractive subscription price has enabled company to get the capabilities it needed at a price it could comfortably afford.

CHALLENGE:
When 8point3 Energy Partners went public, it wanted to make sure it had a solid financial platform in place that could scale with its growth and serve as a system-of-record for years to come.

"With NetSuite, we can easily make changes to the system. The turnaround time is faster than finance people can test them."

ORACLE® + **NET**SUITE

GROWING ONLINE SPECIALTY RETAILER

$60K annual savings with integrated order processing

$50K annual savings with real-time inventory visibility

67% cut in order-to-cash cycle

CHALLENGE:
QuickBooks and manual order processing limited growth in products and customers

"NetSuite's integration has helped us streamline and organize the company so we don't have to worry about growing the business."

ORACLE® + **NET**SUITE

![acal plc logo]

SUPPLIER OF SPECIALIST ELECTRONICS AND PHOTONICS

A single view of sales and customer information across 14 operations

Significant increase in overall sales team efficiency

Automated website processing speeds integration with sales pipeline

"With NetSuite we all work on one system, and that means we can work together as a single team."

CHALLENGE:
Business growth and performance hindered by fragmented sales software

ORACLE® + **NET**SUITE

Future-proof scalability for rapid global growth

Real-time transparency across multiple subsidiaries and countries

Robust and sophisticated capabilities to transact in >12 currencies

"NetSuite gives us an enterprise-grade back office that can scale. We're much better equipped to handle growth, complexity, revenue recognition, billing, planning…"

CHALLENGE:
Needed enterprise-level ERP capabilities to strenghten financial controls, heighten visibility, improve preparedness

ORACLE® + **NET**SUITE

IT CONSULTING AND MANAGEMENT SERVICES

Achieved $17,000 monthly revenue increase from improved accuracy

Reduced administrative overhead by 20%

Attained 94% reduction in billing time

CHALLENGE:
Slow, inaccurate, manual time-entry restricted both growth and profitability

"NetSuite has helped us in a number of ways, but best of all it helps us look and act like a high-end professional services company, and that helps us win and retain customers."

ORACLE® + **NET**SUITE

LARGE SUPPLIER OF SIGN-MAKING MATERIALS/COMPONENTS

66% reduction in order processing time

$500,000 (15%) decrease in monthly inventory

92% cut from time it takes to update prices

CHALLENGE:
Fragmented, overlooked IT systems meant difficulty managing inventory, attracting franchise customers

"NetSuite has simplified our company's operations, increased efficiency, power and flexibility; helped us do business on the Web; and unified customer touchpoints by linking CRM, ERP and Ecommerce."

ORACLE® + **NET**SUITE

NONPROFIT ADVOCATE FOR SENIORS AND DISABLED

Cloud-based architecture and web access ensure continuity of operations

98% reduction in time to generate financial statements, can get real-time financial forecasts

Instantaneous accounting for web donations, instead of weekly with the old system

CHALLENGE:
Couldn't maintain computer uptime during emergencies, or efficiently track expenses

"NetSuite gives us the ability to generate new fundraising activities, and to better track our regular projects."

ORACLE + **NETSUITE**

All-Safe
POOL FENCES & COVERS

GROWING PROVIDER OF POOL SAFETY SOLUTIONS

Strong, steady growth in B2C and B2B sales

2x gain in productivity across the company with on-demand access to real-time data

25% gain in B2C sales with lead-to-order-to-cash solution

"Our entire business is built on NetSuite, and our ability to access real-time financial, inventory and customer information has been a big part of our growth."

CHALLENGE:
Unable to scale data volumes, limiting growth and resulting in lost and corrupted data

ORACLE + NETSUITE

ALPHAEON™

15 to 150+ employee growth while operating on NetSuite

Seamless and on-time implementation within 5 months

22 subsidiaries roll up to one, single data source

CHALLENGE:
Alphaeon needed a nimble, cloud-based application with flexibility tosupport their unique business model.

"As a startup, our CEO's vision at the time was to go very light on infrastructure. He wanted a system that could go live fairly quickly and that could scale with his growth plan. NetSuite was that system for us."

ORACLE® + **NET**SUITE

ALTON✦LANE   **LEADING HIGH-END MENS CLOTHIER**

Provide a seamless omnichannel experience across physical showrooms, call center and online

Unified, real-time customer and order data for personalized, high-touch clienteling during fittings

Exceptional customer service and attention to detail drives repeat business and referrals

"NetSuite's unified platform serves as our single record of the truth and has helped us to deliver a highly personalized experience to each of our customers."

CHALLENGE:
Lacked scalability and functional scope to manage orders and deliver a superior customer experience

ORACLE + **NET**SUITE

GROWING FURNISHING/EQUIPMENT LIQUIDATOR

Real-time visibility and control over large volumes of goods purchased

Precise tracking of goods for rapid distribution and optimal product mix

Automated invoicing and purchasing minimizes manual work

"NetSuite enables us to know in real time what our inventory position is and what's in the sales pipeline."

CHALLENGE:
Needed real-time visibility and efficiency to meet the demands of a fast-growing complex liquidation business

ORACLE + NETSUITE

American
Endowment
Foundation

75,000 different charities with grants valued at $200M+ managed in NetSuite

16,000 to 20,000 monthly transactions supported by NetSuite

Grant reconciliation, sales, and accounting have all been streamlined and simplified

"Tasks like aggregating contributions and finding fitting charities to which we can distribute donations were made easy with NetSuite."

CHALLENGE:
AEF needed to move away from its slow legacy systems in order to handle its high volume of transactions.

ORACLE + **NET**SUITE

[a·mo·bee]   MULTI-BILLION DOLLAR DIGITAL MARKETING COMPANY

Full transparency to view expenditures and revenue

70% reduction in close cycle from an average of 10 days to three days

Capture actual spend and the average rate of spend, reducing billing errors by 80%

"NetSuite OneWorld runs everything at Amobee on a single unified cloud instance. We can easily achieve our growth plans."

CHALLENGE:
Limited visibility/insight into customer lifecycles and process inefficiency prevented the business from scaling

ORACLE® + **NET**SUITE

HIGH-QUALITY COSMETIC BRUSH DESIGN AND MANUFACTURING

19% revenue growth since going live in 2012

Streamlined annual production of 22M cosmetic brushes at Anisa's China factory

Support Mandarin for users at China manufacturing subsidiary

"NetSuite is extremely robust and gives us scalability to grow both in distribution as well as in our Chinese manufacturing facilities."

CHALLENGE:
Current software limitations hamstrung performance and caused too much manual work

ORACLE + NETSUITE

75% savings on IT costs with faster delivery and more consistent customer experience

250% growth in home-delivery business

Rich demographic data for customers led to profitable spinoff of consumer intelligence business

"NetSuite has a best-in-class system, with controls that are tested and proven in the real world."

CHALLENGE:
Hairball of multiple applications created errors, delays, and inventory inaccuracies, prevented growth

ORACLE + NETSUITE

GROWING LIFECYCLE MANAGEMENT SOLUTION PROVIDER

25% growth since bringing in OpenAir with one less full-time administrator

85% reduction in month-end closing

Real-time visibility into project status and improved resource utilization

CHALLENGE:
20-30 day lag time in service billings; couldn't keep customers up-to-date on project costs

"The greatest benefit of OpenAir SRP is visibility. We can now make educated decisions and consistently deliver on projects."

ORACLE + **NET**SUITE

choice THE PEOPLE'S WATCHDOG

AUSTRALIAN CONSUMERS' ASSOCIATION

Unified business processes with a single application

50 days/year saved on financial reporting

Comprehensive data to spot business trends, analyze and compare product performance

CHALLENGE:
No automated tools to support business growth

"NetSuite has given us real-time visibility of customers and our financials, which helps mitigate risk for a publishing company."

ORACLE + **NET**SUITE

35% revenue increase in 2013 and 45% through 2014

On-demand access to real-time patient records helps personnel streamline/improve patient experience

Self-service online portal lets patients manage their provider relationships

"NetSuite is a world-class, reliable platform that enables complete organization-wide automation seamlessly in the cloud."

CHALLENGE:
Labor-intensive manual data management and poor visibility within and between offices

ORACLE® + **NET**SUITE

BACKSTOP
SOLUTIONS GROUP LLC

3x profit margins since bringing in OpenAir

90% reduction in project managers' monthly invoicing processes

85% cut in time for budget reports for complex, multi-client projects

"We can accurately capture time and forecast demand. We've improved the accuracy of our estimates and reduced time spent on invoicing."

CHALLENGE:
Manual project management prevented taking on larger and more complex projects

ORACLE + NETSUITE

Bankstown Sports

90% reduction in monthly financial close time

Real-time visibility into costs/revenue for its hotel, gaming, restaurant, entertainment complex

Supports 42 local sporting clubs and 8,000 active youngsters with profits from operations

"NetSuite has transformed our organization: Managers access the system to do budgets, track expenses, approve invoices. This improves accountability and results."

CHALLENGE:
Wanted to empower department managers, strengthen accountability for costs, revenue and budgets

ORACLE® + **NET**SUITE

GLOBAL WHOLESALER OF CONSUMER GOODS

10x transaction volume growth since deploying NetSuite

Lower error rates in the warehouse attributed to NetSuite's advanced inventory management capabilities

10 subsidiaries across the world roll up to a single data source

"When we were looking for software, cloud-based services were just emerging. NetSuite a front-runner in this category… one of the best."

CHALLENGE:
During the start-up stage, it became clear that Base Standards needed a platform to manage their explosive growth.

ORACLE + **NET**SUITE

beachwood

FURNITURE, HOMEWARES AND INTERIOR DESIGN PROVIDER SPECIALIZING IN CUSTOM MADE

One system to keep data reliable and in real time

Added flexibility and accessibility from the cloud to support the needs of a family-owned business

Seamless consolidation of processes in sales, accounting, and inventory management

"Accessibility and scalability were my most important considerations in choosing NetSuite 8 years ago. They continue to hold true up to this day."

CHALLENGE:
Beachwood Designs looked for a scalable and flexible system that could jumpstart their business.

ORACLE + **NETSUITE**

Beyond the Rack
DESIGNER BRANDS AT EXCLUSIVE PRICES

ONLINE SHOPPING CLUB BASED IN MONTREAL

1,100% sales growth

Seamless multi-location inventory management

Streamlined process to add hundreds of new products daily

CHALLENGE:
Evaluating global profit/cost and managing inventory impossible with disparate systems

"Using NetSuite, rather than a traditional in-house solution, allows us to reduce upfront investment and keep our money focused on growing the business."

ORACLE® + **NETSUITE**

Double-digit year-over-year revenue growth across retail partner and direct-to-consumer channels

On-demand reporting on real-time data provides outstanding business visibility

Doubled productivity in order fulfillment and accounting in the last two years

CHALLENGE:
Outgrown its accounting system and needed a scalable solution to power growth

"There's no question that NetSuite has facilitated our high level of growth. NetSuite lets us get the back office out of the way and focus on our core mission."

ORACLE® + **NET**SUITE

BioPak

PROVIDES ENVIRONMENT-FRIENDLY SOLUTIONS AND MATERIALS

>170% growth (to a $11.2 million turnover) and doubling in daily orders, without adding staff

~$200k/year saved in staff time by replacing manual processes with automated tools

100% faster response times in resolving distribution problems

"To grow 176% in 12 months with no slowdown, we needed NetSuite. We'll need it to grow to 500 or 1000 invoices per day in the future."

CHALLENGE:
Rapid growth strained existing systems, inefficient poor visibility and manual processes

ORACLE + NETSUITE

LEADING APAC DISTRIBUTOR OF BABY, MATERNITY PRODUCTS

>90% reduction in monthly financial close time (from several weeks to days)

Multi-currency conversion, local tax compliance simplify and streamline international operations

Real-time inventory insight enables improved stock turns and positive cash flow management

"We can access all of our core functions, from anywhere and in any currency. We could not run our business without it."

CHALLENGE:
Inconsistent data, laborious business processes, no mobile access hamstrung their business

ORACLE + **NET**SUITE

FAST-GROWING MOBILE CAPACITY MANAGEMENT APPLICATION PROVIDER

50-55% reduction in ERP system expenditures over 5 year period with NetSuite

Accelerated financial close process with multi-currency management and instant consolidation

Deployed to hundreds of employees at Bytemobile's 24 national subsidiaries

"We were growing very rapidly, opening offices around the world… NetSuite has proven itself cost-effective."

CHALLENGE:
Previous ERP solution proved too expensive to maintain as company grew

ORACLE® + **NET**SUITE

GROWING GREENTECH PROVIDER FOR UTILITIES

Optimize lead-to-order-to-cash processes, improve customer relationship management

Strong pipeline analysis and sales forecasting for data-driven business decisions

Accelerate monthly financial close, provide real-time visibility with summary-to-detail reporting

"NetSuite has been a great tool for us – very flexible and a good platform for growth."

CHALLENGE:
Needed scalability and functionality to grow the business with lean IT and admin

ORACLE® + **NET**SUITE

MULTI-NATIONAL SALES EFFECTIVENESS SOFTWARE AND SERVICES

Real-time management and global financial consolidation of 7 subsidiaries

Multi-currency transactions in nearly 140 countries

Real-time business metrics with drill-down into customer, financial and opportunity detail

"For the first time, we have a complete 360-degree view of our customers and our business. NetSuite is our system of record and it's fantastic."

CHALLENGE:
14 disparate applications hindered business performance/visibility, made standardized processes impossible

ORACLE + NETSUITE

B2B/B2C MERCHANT OF CANDLE-MAKING AND SOAP-MAKING SUPPLIES

Real-time business view: sales, customers, inventory, costs, profitability and more

Reduced order management processes from days to same-day shipping

Saved $12,000/year previously spent on data backups, hardware, IT maintenance

"NetSuite has been revolutionary for us. Having everything under one roof has greatly improved our efficiency."

CHALLENGE:
Manual work required to piece together caused delays in financial reporting, fulfilment and other processes

ORACLE® + NETSUITE

PREMIER COFFEE & BREAK ROOM SUPPLIER IN THE CAROLINAS

Single, integrated cloud solution aligns with philosophy: smarter, better, faster and cheaper

Markedly improved efficiency and visibility

Informed, data-driven decisions with real-time data and reporting

CHALLENGE:
Limited in agility and growth potential by patchwork of systems, static website

"I've never encountered a software package that worked as well as NetSuite. I can't imagine why anyone would spend money on infrastructure—it's just silly."

ORACLE + **NET**SUITE

ONLINE DATA ANALYTICS AND MARKETING DIGITAL INTELLIGENCE CONSULTANCY

Real-time budget tracking, resource optimization on project delivery, margin and client satisfaction

Multi-currency conversion and local tax compliance for operations in Asia and Australia

Anywhere, anytime access across 4 offices in U.S. and Canada

"NetSuite's resource planning has given us fantastic ability to look into the future and optimize our business development and growth."

CHALLENGE:
Five disparate systems required manual work to ensure accuracy

ORACLE + NETSUITE

CARRYBOY©   **FAST-GROWING RETAILER AND WHOLESALE DISTRIBUTOR**

Double-digit revenue increases in four stores and hundreds of distribution partners

50% improvement in employee productivity

Streamlined order-to-shipment-to-cash processes even for large transaction volumes

"The inventory management capabilities have been very valuable, because it's our business lifeblood. This synergy is truly a competitive advantage."

CHALLENGE:
Limited visibility in business, software that lacked functions and could not scale

ORACLE® + **NETSUITE**

![casalife furniture | accessories]

GROWING HOME FURNISHINGS RETAILER

25% annual growth since deploying NetSuite in 2003

$120,000 savings annually on purchasing, operations management and CRM

0.9% customer refund rate vs 3.5% industry average

"Our growth has a lot to do with NetSuite. The efficiency we gain with NetSuite translates into cost savings and a real competitive advantage."

CHALLENGE:
Needed competitive advantage of an integrated business solution against larger retailers

ORACLE® + **NET**SUITE

WORLD'S LEADING MOBILE ACCESSORIES BRAND

Easily monitor re-order points, stocking levels, etc., using KPIs and reports

Real-time inventory allows easy movement of stock around the world

Improved purchasing power with automatic currency adjustment

CHALLENGE:
Difficult to plan demand around new devices, manage multi-country inventory, currency conversion issues

"The advanced features in NetSuite allow us to drive efficiency, speed and control of our financial process across our operations."

ORACLE + NETSUITE

Catalyst

SAAS PLATFORM FOR MANAGING LEGAL PROCESSES

Elimination of manual billing and invoicing instills confidence in the accuracy or reports

Automated processes around revenue recognition have brought time savings

Simple customizations on previously complex workflows

CHALLENGE:
Catalyst's previous solution required most of their data to be manually uploaded, leading to many inaccuracies.

"NetSuite's capabilities are amazing. It has helped tremendously with our billing and invoicing practices. We were able to create custom fields and separate recurring vs non-recurring revenue."

ORACLE® + NETSUITE

GROWING MANUFACTURER'S REPRESENTATIVE

30% reduction in operating expenses and 85% cut in sales training time

Improved sales report frequency from once a quarter to automatic monthly reports

80% reduction in time to process in-stock orders and complex custom-order proposals

"NetSuite gives us a central place to manage and access all information, so we can keep our hands on the business at all times."

CHALLENGE:
Fragmented accounting applications and spreadsheet-based sales-order systems hurt competitiveness

ORACLE + **NET**SUITE

FAST GROWING BIKE RETAILER

60% reduction in cart-abandonment rate

75% cut in order-to-ship processing time

4x increase in daily orders shipped

CHALLENGE:
Lack of inventory visibility prevented growth, manual data entry delayed response to customer inquiries

"We can now rely on real-time inventory information across multiple warehouses and multiple retail stores. We no longer have to worry about the future."

ORACLE® + **NET**SUITE

centro.

LEADING PROVIDER OF MEDIA MANAGEMENT SOFTWARE

350% revenue growth and 15x growth in customers over seven years

Detailed invoices and custom reporting resulting in a sizable decrease in days sales outstanding (DSO)

Customized reports provide easy financial statement segmentation by division, location, subsidiary

"As our business has grown and become more complex, NetSuite has been able to scale with us and will continue to do so."

CHALLENGE:
Limited business visibility prevented successful scaling of business and financial compliance

ORACLE + **NET**SUITE

Five-fold increase in ecommerce site traffic and orders in just six months

Website automatically adjusts to smartphones and tablets, driving 28 percent of traffic

Four days a month saved in eliminating manual order entry and managing back orders

CHALLENGE:
Lack of web-backed integration, email ordering created many hours of manual work

"We can now provide our B2B customers with a superior online shopping experience, while reaching new B2C customers. So far, the response from customers has been incredible."

ORACLE + **NET**SUITE

![ClearChoice - America's #1 Choice For Dental Implants]

LEADING DENTAL IMPLANT CARE PROVIDER

Consolidated 92 separate instances of Microsoft Dynamics GP

Multi-subsidiary solution implemented in just three months

80% reduction in financial closing

CHALLENGE:
120 subsidiary entities and 92 software instances made growth impossible

"NetSuite OneWorld gives us the power we need to run our large and growing business, increase our labor efficiencies and simplify our processes."

ORACLE + NETSUITE

WORLD LEADER IN HVAC AND REFRIGERATION PARTS

Slashed crankshaft production lead time from 85 to 10 days and reduced costs 25%

26% increase in revenue, and grew the business across 95 countries

90% reduction in back orders powers rapid growth

CHALLENGE:
Eliminate infrastructure, strengthen disaster tolerance and gain flexibility to grow

"NetSuite has given us dramatically better data access and reporting. It's been instrumental in our lean manufacturing, helping us reduce cost and waste, while achieving double-digit growth."

ORACLE® + **NET**SUITE

IMPROVING SOCIOECONOMIC WELL-BEING IN THE PHILIPPINES

New visibility and control in financials and project management increase program impact

On-demand, real-time information provides faster, more informed decisions to better fulfill social mission

2.5 million Philippine pesos savings in training and software licensing costs

"NetSuite is helping us operate more efficiently so that we can put our time and energy into making a difference in the lives of underprivileged Filipinos."

CHALLENGE:
Limitations in functionality, process synchronization, visibility restricted growth/program effectiveness

ORACLE® + **NET**SUITE

LEADER IN BACKUP SOFTWARE AND INTEGRATED APPLIANCES

Achieved 20% annual revenue growth with global agility across 35 countries

Effortless financial consolidation for 35 subsidiaries around the globe

New control and transparency implemented across all divisions

"With NetSuite, we've eliminated a lot of complexity. It gives us transparency and a single view of everything. It's a system that can grow with us."

CHALLENGE:
Costly IT complexity; fragmented applications hampered ability to adapt quickly to business needs

ORACLE® + **NET**SUITE

Anywhere, anytime access via the cloud allows staff to work from home 24/7

Substantial revenue increases over 9 years with NetSuite with little growth in IT

Website integration automatically converts online traffic into leads

"NetSuite's comprehensive functionality, coupled with its vast partner network and flexible APIs, lets the system evolve with our business; and it isn't cost prohibitive."

CHALLENGE:
Needed a system that could get up and running quickly, scale with the business and integrate acquisitions

ORACLE® + **NET**SUITE

Three-fold revenue growth over 10 years while serving more than 500 clients

99% reduction in report time – from days to minutes

Automated end-to-end workflow drives efficiency and creates an auditable record

CHALLENGE:
Needed improved visibility, data collection and reporting

"NetSuite has transformed how we run the company. The visibility we have with NetSuite's real-time dashboards to get any KPI across the entire business is invaluable."

ORACLE® + **NET**SUITE

covisint®   **AGILE B2B CLOUD PLATFORM FOR DIGITAL BUSINESS**

Fast, accurate global financial consolidation across subsidiaries

Seamless multi-currency transactions in about 20 currencies, and local tax compliance

50% improvement in audit efficiency with direct NetSuite access for internal and external auditors

"NetSuite is much easier to navigate than Oracle. It's really improved our business functionality and efficiency in understanding what drives results."

CHALLENGE:
Needed agile, scalable environment for fast time-to-market and overall efficiency

ORACLE® + **NET**SUITE

LEADING RETAILER/DISTRIBUTOR OF HIGH-END AUDIO EQUIPMENT

Strong online sales growth fueled by native ecommerce and inventory management integration

Reduced carrying costs with on-demand views to current stock levels and streamlined replenishment

Real-time information has transformed Dale Pro Audio into a data-driven, results-oriented business

"There's a large opportunity for ecommerce out there. NetSuite has allowed Dale Pro Audio to fulfill its ecommerce dream."

CHALLENGE:
Fragmented environment caused slow order processing with time-consuming manual work

ORACLE + **NET**SUITE

350% growth in 6 years without adding staff, and $300K annual savings over server-based IT systems

54% reduction in open inventory and 30hrs/wk savings in staff time with integrated shipping

62% reduction in customer-call escalations with same-day shipping

"NetSuite has helped us become more efficient, more responsive to customers and more profitable."

CHALLENGE:
Fragmented, server-based systems hindered growth, frustrated customers

ORACLE® + **NET**SUITE

DocuSign

WORLD'S LEADING PROVIDER OF ELECTRONIC SIGNATURE SOLUTIONS

92% reduction in revenue recognition time

Seamless integration with other solutions for budgeting and forecasting, billing, CRM, time/expense

Global business solution manages subsidiaries and multi-currency transaction worldwide

"NetSuite is a very robust, complete solution that we've integrated with other SaaS applications to improve efficiency end to end—that's been a huge improvement."

CHALLENGE:
100,000 line spreadsheets for revenue recognition were time-consuming and painful, and hampered worldwide growth

ORACLE® + **NET**SUITE

300% growth in client workload

Streamlined and standardized all business processes

Generate highly accurate revenue and cost forecasts from centralized historical information

"Integration with our GL and CRM tools was huge for us. We no longer have to spend time and effort on double entry of data."

CHALLENGE:
Lack of process integration, manual data entry errors, slowdowns and redundancies prevented expansion

ORACLE + **NET**SUITE

GROWING WHOLESALE AND LIQUIDATION COMPANY

>$120K annual savings over the costs of other solutions

Real-time inventory tracking, which was not possible with DVA's previous systems

Simplified executive access to sales, finance, and other information with NetSuite for iPhone

"Our previous software were either limited, costly, or both. We finally realized we had to get on a single system."

CHALLENGE:
Unable to keep up with sales; costly and functionally limited IT software solutions

ORACLE + **NET**SUITE

earthkind®
preserve the good, prevent the rest

On-time same-day shipping more quickly and easily without entering data multiple times

>85% reduction in order entry time

40% year/year growth 20,000 retailer locations, including 4,500 Ace Hardware stores

"In today's age, you have to be agile. It's really important for a fast-growth business to quickly adapt and fulfill customers' needs. NetSuite's really the best program out there."

CHALLENGE:
Couldn't scale to accommodate growing transaction volumes, no visibility across system

ORACLE® + **NET**SUITE

Five-fold revenue increase over eight years

Easily manage four subsidiaries and six locations across Texas

30% reduction in transaction times and 50% faster per-order shipping time

CHALLENGE:
Needed an integrated solution to minimize costs

"NetSuite is absolutely one of the biggest components of our success. We couldn't have grown to where we are today without NetSuite."

ORACLE® + **NET**SUITE

PIONEER IN REUSABLE, ENVIRONMENTALLY RESPONSIBLE BAGS

Scalability supports growth across thousands of retail partners in Europe and Asia

Streamline and grow custom business, producing custom cuts and graphics for thousands of buyers

Password-protected B2B ecommerce, direct-to-consumer sales integrated with business software

"NetSuite has enabled us to run extremely efficiently, so we can focus on customers and growth. NetSuite.org has been amazing in supporting our mission."

CHALLENGE:
Incompatible software created inventory and fulfillment problems; manual process limited growth

ORACLE + **NETSUITE**

GROWING ECO-FRIENDLY COMMERCIAL CLEANING FIRM

75% reduction in paper usage reinforces Ecocleen's eco-credentials

30% reduction in administrative enquiries with visibility for both HQ and regional offices

>80% less time spent on new-franchise training

"NetSuite has completely transformed the way we do business. "

CHALLENGE:
Manually processing of sales data and billing information prevented visibility, stymied growth

ORACLE + NETSUITE

edtec
Business and Development Specialists
for Charter Schools

Deliver greater functionality at less than 50% of the cost of an outsourced IT service

Real-time reporting capabilities track complex, constantly changing compliance rulings

Grow while maintaining position as California's top provider of high-function chart school services

"With a single instance of NetSuite, we're running 30 schools as if they were business subsidiaries."

CHALLENGE:
Maintain double-digit growth amid tightening budgets and growing compliance demands

ORACLE + NETSUITE

20% increased efficiency in operations, logistics and finance

Remote, real-time access into the system for all staff

Target-driven business environment

"By allowing us to automate key business processes, NetSuite has increased the efficiency of our operations, logistics and finance teams by 20%."

CHALLENGE:
Difficult to manage multiple currencies, languages. and trading regulations

ORACLE + **NET**SUITE

300% annual growth with 15% of revenue via NetSuite webstore

Case management provides FDA compliance

Reduced 4 FTE IT staff, and $8K per user license vs. on-premise solution

"NetSuite is the only Cloud-based solution that was built from the ground up. Salesforce.com, Great Plains and SAP BBD are all patch-up solutions."

CHALLENGE:
Lack of functionality and zero inventory and manufacturing controls caused unacceptable risk, slowed growth

ORACLE® + **NET**SUITE

Saved $200,000 over buying on-premise software and servers; now doubling revenues yearly

33% decrease in average order-to-cash time

Instantaneous website price updates as the central database is updated

CHALLENGE:
Couldn't risk customer satisfaction, so growth was hampered by lack of visibility in delivery and installation

"NetSuite has helped us grow at a fast rate, from 20 people to over 100 in just a few years. We have greater flexibility to align our website with sales, support and accounting."

ORACLE® + **NET**SUITE

>$100K saved yearly

Reduction in time for processing estimates and orders

40% reduction of customer-reseller admin time with improved customer relationships

"NetSuite has given us an out-of-the-box product that lets us aggregate all data on a single platform, and we can customize it."

CHALLENGE:
Non-integrated solutions and manual processes slowed responses, reduced competitiveness

ORACLE® + **NET**SUITE

16x revenue increase since 2007

Expanded worldwide base of 5,000 customers, including GE, Honeywell and Philips

Doubled daily quotes with no additional staff because of streamlined quote-to-cash processes

"We run our entire business through NetSuite, from design to manufacturing, to managing vendors in Asia."

CHALLENGE:
Couldn't get real-time order status with data from multiple locations; remote access difficult

ORACLE® + **NET**SUITE

125% increase in order shipments with real-time inventory data, immediate order acceptance

33% reduction in raw materials storage space

33% increase in inventory turns and stock-outs reduced by 25%

CHALLENGE:
Order delays, inefficient use of warehouse and inability to track product movement hurt growth and customer satisfaction

"NetSuite and eBizNET (WMS partner) have brought us to the point where our supply chain execution complements our product and marketing arsenal and we can compete with anybody."

ORACLE® + **NET**SUITE

Four-fold revenue growth in Professional Services since implementation

Reporting functionality lends insight for data-driven business decisions

Employees have easy access to data in the pipeline and backlogs for expedited service

CHALLENGE:
Homegrown application for professional services automation was slow, difficult to customize and couldn't provide a 360-degree view of all costs associated with a project.

"The biggest benefit is the reporting we get from OpenAir. It allows us to easily view project costs and variables, and drill down for insight that has changed the way we handle business."

ORACLE + **NET**SUITE

15% net income growth and $23,000+ in credit card fees saved in the first year

Instant access to consolidated record of customer orders, contacts and history

New B2B customer portal for online ordering, history, payments and more

"NetSuite allows us to keep finance, sales, inventory, shipping and customer information all under one roof. "

CHALLENGE:
Siloed systems caused process delays, manual work and expensive credit card fees

ORACLE + NETSUITE

FAST GROWING COSMETICS PACKAGING AND DESIGN FIRM

FASTEN

Accurate account of all operations: sales, supplier quality, consolidated accounting and reporting

Successful management of international currencies and time zones

50% year-on-year growth

CHALLENGE:
Needed to grow and manage network in 25+ countries, multiple currencies and languages, with subsidiary

"We evaluated the competition. NetSuite is leagues ahead in terms of functionality, ease of use and price."

ORACLE + NETSUITE

feeney

DIVERSIFIED INDUSTRIAL SUPPLIES PROVIDER

Make pricing adjustments based on accurate competitive analysis

Set prices for thousands of SKUs in a day (instead of a week or more)

Easily track sales, order pipelines and inventory

CHALLENGE:
Shrinking margins, insufficient competitive analysis and inefficient operations threatened viability

"NetSuite helps us be more competitive, more agile and plan our future with precision. It gave us tools to provide better customer service, and gives our departments the information they need."

ORACLE® + **NET**SUITE

NONPROFIT ORG DEDICATED TO ENDING POVERTY

15-20% annual donation/year increase in donations since 2005

Real-time accurate financial data available on demand

Cloud mobility supports traveling employees

CHALLENGE:
Patchwork of high cost, disparate, inefficient systems

"A non-profit agency like ours is most healthy when everything is integrated and works together. That's what we've gained with NetSuite."

ORACLE + NETSUITE

INNOVATIVE SWIM WEAR AND GEAR DISTRIBUTOR

$160K savings in cost and salaries through increased efficiency

20%+ growth while increasing warehouse efficiency

Multi-currency and multi-tariff functions help produce financial reports for Bulgarian subsidiary

"With NetSuite, sales reps can track inventory in real time and make instant sales at pool-side or in-store visits— something our competitors can't do."

CHALLENGE:
Poor solution integration prevented growth, limited sales efforts

ORACLE + NETSUITE

ENCOURAGE ANIMAL ADOPTION WITH MARINE-GRADE ACCESSORIES

400% growth between 2012-2013, increasing product donations to animal rescue organizations

Expanded retail partner network to >150 merchants in over a dozen countries

Unified record of B2C and B2B customers, for better sales effectiveness and customer service

"Since we moved to NetSuite, we began seeing extraordinary growth, and are now able to manage it efficiently."

CHALLENGE:
Difficult to maintain inventory, track sales and costs or respond to a fast-moving business environment

ORACLE® + NETSUITE

$500,000–$1 million saved over five years in infrastructure, personnel and software licensing costs

Streamlined CRM, donor management, ecommerce, order processing, financials...

Enhanced coordination enables data-driven decisions to strengthen the social sector

"We've made huge strides by implementing NetSuite. We now have a single, coordinated cross-organization effort, and can optimize every interaction."

CHALLENGE:
Inconsistent sets of numbers and high IT costs throttled efficiency

ORACLE + **NET**SUITE

PREMIER PROVIDER OF WINE-ON-TAP

FREE FLOW WINES

300% annual revenue growth in each of the last two years

Breakthrough efficiencies across order processing, inventory management

Real-time visibility into whereabouts and status of 85k stainless steel kegs for entire supply chain

"NetSuite has definitely given us the scalability for rapid growth. We can focus on what we do best … than manual work."

CHALLENGE:
Software limitations hindered growth potential, caused time-consuming manual work

ORACLE® + **NET**SUITE

EXPANDING FRESH PRODUCE PROVIDER

Major expansion in the past 3 years fueled by ability to handle much higher stock volumes

Complete, real-time visibility of warehouse inventory saves time and improves on-time delivery

No delays on opening several new sites with NetSuite's cloud-based system

"NetSuite has paid for itself many times by giving Fresh Produce Group significant market advantages. Cost, ease of use and simple customization."

CHALLENGE:
Limited visibility, manual processing and paper-based inventory limited growth

ORACLE® + **NET**SUITE

Four months to go live while successfully migrating six years of general ledger history

Five subsidiaries in Poland, Brazil, Australia, France, Canada that roll up to one data source in the US

Seven days to close the books as opposed to weeks with Quickbooks

"With NetSuite being a true cloud ERP solution, we can maintain our core business functions in once place online."

CHALLENGE:
FSEnet+ needed a global solution that could recognize revenue with their specific billing model.

ORACLE + **NET**SUITE

GROWING FAN SPORTS APPAREL COMPANY

Automatically import and process orders, improving shipment times and customer satisfaction

Eliminated 9 week material ordering delays

60x time reduction in commission reporting

CHALLENGE:
Poor software integration, low order exception visibility and difficult raw materials decimated margins

"Using the NetSuite Ecommerce platform is boosting sales, and gives us the opportunity to scale up our business-to-consumer operations."

ORACLE + **NET**SUITE

MULTI-NATIONAL GOURMET POPCORN PROVIDER

Capture transactional data from 30+ retail locations worldwide and web sales

Point-of-sale information triggers automated replenishment of ingredients and packaging materials

Save 100 hours/wk with customization, consolidate multiple recipients from a single gift order

CHALLENGE:
Inefficient, error-prone manual processes caused shipping errors and delays

"With NetSuite, multiple lines of business are integrated into a single platform and that provides visibility for management, finance and our inventory team."

ORACLE + NETSUITE

International expansion into Shanghai, China with NetSuite OneWorld

Data on sales, financials, and inventory on one unified platform

A holistic view into inventory that was not possible with Quickbooks

"It's very impressive to have a completely unified system that is cloud-based."

CHALLENGE:
GFX Inc. needed a cloud-based system to meet their needs in inventory management, especially as they planned to open operations abroad.

ORACLE + NETSUITE

PREMIERE BAY AREA NONPROFIT CHORUS

Seamlessly integrated solution for financials, inventory and ecommerce website

~95% of transactions handled online, saving significant time and money

Streamlined compliance with IRS requirements for nonprofits

"NetSuite.org is the perfect solution for us. We'd be spending a lot more time and energy on financial record keeping and web sales if we didn't have NetSuite."

CHALLENGE:
Inefficient unintegrated software took too much time, prevented ecommerce

ORACLE + NETSUITE

glassybaby **GROWING GIFTWARE PROVIDER**

Scalability for business growth to $7M in sales

Continued expansion of B2B sales at more than 50 gift shops, restaurants and boutiques

Single set of customer records for in-store and ecommerce

CHALLENGE:
Lacked scalability for growth, and data delays, manual processes made aligning production to demand difficult

"NetSuite is a very complete system that's easily adaptable to your needs. It's simple to maintain and scalable as you grow. "

ORACLE® + **NET**SUITE

Global Traffic Technologies

Support rapid growth with scalable, cost-effective ERP system

Detailed, weekly financial and sales reports, even for subsidiaries

Instant inventory, backlog and pipeline visibility via dashboards

"In 60 days we had a complete, scalable ERP infrastructure, thanks to NetSuite, and we're now growing at a good pace."

CHALLENGE:
Needed scalable ERP system after 3M spinoff, visibility into new sales opportunities

ORACLE® + **NET**SUITE

NONPROFIT LEADER IN PRODUCT PHILANTHROPY

Seamless, scalable environment to expand programs, distribute $1B/yr of supplies to charities

Strengthened accountability with 125 corporate donors

Visibility and control in distributing goods to more than 35,000 charitable organizations

"NetSuite gives us the transparency and scalability we need to grow quickly and internationally with less overhead."

CHALLENGE:
Lack of real-time information and reporting, needed international capabilities for expansion

ORACLE + NETSUITE

NONPROFIT PROVIDES SPORTS EQUIPMENT TO DISADVANTAGED YOUTH

Precise, real-time visibility into items at 10,000-square-foot distribution center

Single cloud system eliminates inefficiency of three previous on-premise data silos

Minimized operational costs with NetSuite.org corporate citizenship program

"NetSuite enables us to see the big picture by putting all our information together in one place."

CHALLENGE:
Couldn't integrate effectively; wanted robust inventory management and single, cloud-based, system of record

ORACLE + NETSUITE

GROWING ONLINE SPECIALTY RETAILER

75% improvement in response to customer inquiries

25% reduction in time-to-ship

10% cuts in shipping costs

CHALLENGE:
Build competitive advantage by improving shipping and service performance, inventory management

"It used to take a week or two to ship a 2,000-pound car lift. With NetSuite we can make most of our shipments in just 2-3 days. That's a huge competitive advantage."

ORACLE + **NET**SUITE

GROUPON

PROVIDER OF THE ECOMMERCE DISCOUNT MARKETPLACE

Less than 90 days passed from design to go-live deployment

40 Countries and 130 Entities now roll up to one single data source

Complex reporting and tax requirements across the globe have been simplified

""We looked at the big boys [for ERP], which were too costly for maintenance, and came to the conclusion that SaaS gave us real-time data.""

CHALLENGE:
Every country has different rules, tax regulations, and reporting requirements. Groupon needed the ability to pivot and adjust while scaling across the world.

ORACLE + **NET**SUITE

GUHDO®

LEADING SUPPLIER OF PRECISION INDUSTRIAL TOOLS

Double-digit revenue growth since implementing NetSuite

Real-time dashboards and key business metrics enable better decision-making

Automated alerting flags management to orders that don't meet specified margin thresholds

"We were several versions behind on Microsoft... Moving to NetSuite was like moving from a small cottage to a mansion, because of the functionality and integration."

CHALLENGE:
Applications meant constant data re-entry, double lookups and inconsistent information

ORACLE® + **NET**SUITE

LEADING PROVIDER OF MUSICAL SUPPLIES

3x growth in locations in three years

8% annual growth rate in a difficult economy

80% reduction in quote time through improved pipeline efficiency

"With NetSuite our salespeople can organize their workday, and we can deliver sales quotes that are impressively accurate. "

CHALLENGE:
Difficult to handle complex sales quotes manually

ORACLE® + **NET**SUITE

GROWING INTERNATIONAL TAQUERIA

50% year-over-year sales growth

Multi-language, multi-currency capabilities support transactions/ facilitate international expansion

Automatically generate royalty/marketing levy invoices for franchisees, report on individual outlets

CHALLENGE:
Lack of visibility slowed business processes and jeopardized growth

"We've been able to manage significant growth while maintaining a five-person financial team. That's really a testament to the power of the NetSuite platform."

ORACLE + **NET**SUITE

GXS
LEADING SUPPLY-CHAIN MANAGEMENT SOLUTION PROVIDER

8x increase in visibility for long-term response planning, providing better predictability

Instant availability of reports that used to take a week

200+ hours/month saved with automated change-request interface workflows

CHALLENGE:
Lack of processes made it difficult to grow

"NetSuite OpenAir is our foundation for global standardization!"

ORACLE + NETSUITE

$500K saved over cost of on-premises installation

25% increase in Ecommerce sales

Real-time data for call center, marketing, web, accounting, retail stores, IT and CEO

"NetSuite has helped us improve customer service and order fulfillment. Plus it's flexible enough for us to affordably customize."

CHALLENGE:
Too many order fulfillment errors, and unreliable accounting

ORACLE® + **NET**SUITE

Hammitt

LUXURY ACCESSORY BRAND SPECIALIING IN HANDBAGS

5,000 SKUs are supported on one platform

Simple Customizations on reports have provided metrics for new insights

Responsive support team to assist with questions and cases

"NetSuite is a very powerful tool that can provide any type of financial report we need generated."

CHALLENGE:
Hammitt needed a modern platform to scale with their growth

ORACLE® + NETSUITE

MULTI-CHANNEL HOME FASHIONS, APPAREL AND GIFT BRANDS

Accelerated business transformation from mail-order catalog to multi-channel retailer

Complete visibility into sales orders across channels, inventory and customers

into sales orders across channels, inventory and customers with same-day shipping

"NetSuite enables us to literally guide the business in real time."

CHALLENGE:
Point solutions couldn't provide business transparency to grow or optimize global supply chain

ORACLE® + **NET**SUITE

HARVEY MARIA
FABULOUS FLOORS

WORLDWIDE PROVIDER OF LUXURY FLOOR COVERINGS

Single cloud platform for all ecommerce, accounting, warehouse, stock levels and data

Automatic order processing with just a click of the shopper's button

Only 3 FTE and third-party experts needed, saving £165,000 annually

"It's integral to rapid growth, enabling us to easily sell and ship internationally. NetSuite allows us to keep the profile of a large company, but operate like a lean, small one."

CHALLENGE:
Support rapid international growth without upfront technology costs, space requirements

ORACLE + NETSUITE

LEADING 3-D MANUFACTURING SOLUTION VAR

3x growth in 6 years to 18 locations and 190 staff

Increased efficiency to handle large transaction volumes without increase to back office headcount

All sales staff can easily access the system form anywhere

CHALLENGE:
Needed a scalable system which could support rapid expansion

"NetSuite is the core backbone of our business processes from capturing sales leads through to delivering final accounting."

ORACLE® + **NET**SUITE

LEADING MACHINERY, SERVICE AND SUPPORT PROVIDER

Single customer view with workflows, billing, scheduling, cost on smartphones and tablets

85% of invoicing done in field with mobile billing capabilities and electronic signature capture

Rich reporting with summary-to-detail drill-down to departmental, regional, line-of-business

"NetSuite has really helped us increase our engineers' utilization and efficiency. They know where all resources are at any time, and who has capacity for further work."

CHALLENGE:
A half-dozen on-premise applications made managing the business difficult, and reduced productivity

ORACLE + NETSUITE

HEALING WATERS
INTERNATIONAL®

Global financial consolidation and real-time reporting across subsidiaries in Latin America

Multi-currency conversion streamlined transactions with international businesses

Strengthened accountability with donors and tax regulations for nonprofit

CHALLENGE:
Too much time and manual work in accounting for project financials and managing operations

"With NetSuite OneWorld, we can look at the general ledger of each field office for a real-time view of where they are."

ORACLE® + **NET**SUITE

FAST-GROWING, GLOBAL PROVIDER OF SPECIALIZED IT SERVICES

20% revenue growth and new agility 2014/2013

Real-time visibility into project cost, revenue and profitability

Improved client satisfaction with transparent electronic billing

CHALLENGE:
Home-grown and point solutions could not support rapid growth

"Having NetSuite OpenAir to do complex calculations and generate reports has been a tremendous help. We can spend more time analyzing data, not creating it."

ORACLE + **NET**SUITE

Quickly doubled productivity across its business

Helped grow retail partner network >2.5k in 2 years, including Whole Foods, Dick's Sporting Goods, REI

Enables top-down and bottom-up sales forecasting to help scale the business and optimize production

"There's no doubt that NetSuite has given us the tools to maximize the revenue that a sales rep can handle."

CHALLENGE:
Fast-growing company needed to handle increases in transaction volume and complexity

ORACLE + NETSUITE

Double-digit revenue gains and much better customer service, visibility and efficiency

Streamlined end-to-end distribution supply chain and customer order-to-cash cycle

Inventory management delivers control and visibility across 280,000 SKUs and 40,000 assemblies

"NetSuite gives us everything we need, with total integration across the platform and tremendous ability to mine data."

CHALLENGE:
Incompatible, siloed applications provided little visibility to key business drivers and no foundation for growth

GROWING SPECIALTY CLOTHING MANUFACTURER

ibex OUTDOOR CLOTHING

Reduces 100-line order processing time from 3 days to 10 minutes

98% reduction in mis-picks and 50% boost in warehouse output

50% growth and $50,000 annual savings over server-based system

CHALLENGE:
Manual order processing and warehouse picking slowed shipping and delivery performance

"Thanks to NetSuite, we know we can grow the company without worrying about whether we'll have the IT resources to keep up."

ORACLE + NETSUITE

Easy, fast, accurate tailoring of local tax and VAT rates in each operating region

50% reduction in sales proposal process

Integrated marketing campaign, and improved customer analysis

CHALLENGE:
Global operations across China, India and SE Asia needed enterprise wide solution

"Going through SOX compliance with NetSuite has been easy, inexpensive, and fast. "

ORACLE + **NET**SUITE

25% increase in functionality over previous solution

120% growth without adding FTEs

Saving $30K to $50K on VPN connections, $100K on solution annually

"SAP BusinessOne would have required triple the staff and wouldn't have the functionality or ease of use. With NetSuite you're not spending time figuring out the software."

CHALLENGE:
Wanted to exploit opportunities for international growth with cost effective, multi-language ERP solution; distributed workforce and partners needed remote access

ORACLE® + **NET**SUITE

SPECIALTY ENTERPRISE SOFTWARE PROVIDER

80% reduction in invoice cycle time has increased cash flow

90% reduction in invoice inaccuracies

Web-based time expense access, approval workflows reduced processing time to bill the client

"Implementing NetSuite OpenAir was one of the best decisions we made."

CHALLENGE:
Manual project tracking, and lack of time expense integration slowed billing cycles

ORACLE + **NET**SUITE

RAPIDLY GROWING SALES & MARKETING AUTOMATION SOFTWARE PROVIDER

3x revenue growth since January 2010

Improved project and resource management, and project profitability tracking

85% reduction in monthly financial close time

"If we didn't have NetSuite, we never could have grown as fast as we have."

CHALLENGE:
Manual project tracking, and lack of time expense integration slowed billing cycles

ORACLE + NETSUITE

GROWING RETAIL DISTRIBUTION, CHRISTIAN MUSIC

20% annual growth, with 250 stores across Indonesia

50% improvement in product-delivery time, and instant remote entry

In-store inventory visibility cut overall inventory costs, reduced risk of sell-outs

CHALLENGE:
Limited business software and manual processes restrained international growth

"With NetSuite, we now know exactly how much inventory we have, where our money is going, what our receivables and cash flow are, which items and stores are selling best."

ORACLE + NETSUITE

A holistic system that covers revenue recognition, core financials, CRM, and time tracking

Streamlined business processes have increased efficiency and uncovered new business opportunities

Multiple integration points allow Insource to extend with additional functionality

"We're seeing greater efficiency because we streamlined a number of our processes."

CHALLENGE:
With no comprehensive view of their customer, InSource faced many challenges leading them to a full replacement implementation with NetSuite.

ORACLE° + **NET**SUITE

50% revenue increase in the first 3 years without adding administrative staff

Customized, centralized reporting capabilities eliminate redundancies and increase visibility

Inventory cost tracking, alerting and visibility maintain optimal stock levels and minimize costs

CHALLENGE:
On premise solution increased costs; processes lacked customization which hurt flexibility

"NetSuite has been such a dramatic improvement. I can't figure why any mid-sized business wouldn't go with cloud ERP. It's one of the best decisions we've ever made."

ORACLE + **NET**SUITE

300% REVENUE INCREASE IN 5 YEARS

70% conversion increase with single-page checkout and faceted search

98% reduction in order processing

Real-time control and insights into inventory to speed fulfillment and reduce costs

"NetSuite is an amazing product that has enabled growth at an exceptional rate. Its integrated capabilities provide and real-time insights into business performance."

CHALLENGE:
Systems were slow/inflexible, making it difficult to analyze customer trends, create proactive marketing campaigns

ORACLE® + **NET**SUITE

GROWING PROVIDER OF CLEAR DENTAL ALIGNERS

99% reduction in time to produce multi-currency and multi-subsidiary consolidated financial statements

>70% reduction in weekly invoicing time

30% growth in three years, while only adding one employee for finance

"Without NetSuite, we wouldn't be able to grow at this pace."

CHALLENGE:
Software limitations hindered global market progress, caused difficulty with multi-currency conversions

ORACLE® + **NET**SUITE

GROWING MANUFACTURER OF RFIDS

Trimmed >$300k in annual administration costs

5-10% reduction in shipping costs, and 10% reduction in purchasing costs

Reduced multi-subsidiary closing from 30 to 5 days

CHALLENGE:
Needed to streamline logistics and administration costs to succeed with corporate re-structuring

"We had a logistics nightmare. Our business software wasn't helping. NetSuite links logistics and financials. We can access information anywhere."

ORACLE® + NETSUITE

GROWING KITCHENWARE DISTRIBUTOR

150% growth while saving $150,000 in operating expenses

Taking advantage of vendor incentives saves the company up to $50,000 a year

Real-time visibility of company financial reports

CHALLENGE:
Current software prevented company from taking advantage of growth opportunities, caused errors

"With NetSuite we're now able to stay ahead of our business growth, even while we're cutting costs."

ORACLE® + **NET**SUITE

LARGEST PHILIPPINE CUT FLOWER PROVIDER

50% reduction in staff with automation of online order processing (75,000 shipments/year)

35x revenue growth in three years

Integration of ecommerce and financials provide accurate, up-to-date reconciliations

CHALLENGE:
Multiple standalone software applications derailed efficiency, increase costs

"With NetSuite we're able to process more orders more efficiently, and can grow our business without growing our staff."

ORACLE + NETSUITE

72% revenue increase over five years, customer base increase across U.K. and other nations

90% reduction in monthly financial close time

Automated billing seamlessly handles both subscription contracts and ad-hoc purchases

"NetSuite's full accounting, sales and support integration translates into better efficiency, communications and more effectively serving our customers."

CHALLENGE:
Poor visibility into support case status, and response times, and imprecise manual inventory management

ORACLE + NETSUITE

GROWING INFRASTRUCTURE SERVICES PROVIDER

Saved 1.5 FTE due to automated processes

Cloud delivery ensured go-live with company launch

Streamlined prospect-to-customer processes; quote-to-billing takes minutes

"The combination of NetSuite and OpenAir gives us complete, paperless enterprise management and allows us to stay lean."

CHALLENGE:
Corporate spinoff needed enterprise-grade systems – old systems limited visibility and growth

One integrated system for ecommerce, financials, inventory, order management, CRM, marketing

Saved 1 FTE in IT with NetSuite's cloud solution vs. on-premise software and servers

Integrated inventory and ecommerce simplified stock tracking while expanding >5,000 SKUs

"We went with NetSuite because it had everything in a single solution—ecommerce, accounting, CRM, inventory and more."

CHALLENGE:
Manual business processes to manage and manipulate data in multiple systems hamstrung growth

ORACLE® + **NET**SUITE

LEADING PROVIDER OF INNOVATIVE PROMOTIONAL PRODUCTS

Doubled order entry capacity with no additional staff, while reducing order processing time by 63%

New visibility into complex B2B customer relationships to better identify key performers

32% reduction in sales returns and 26% cut in scrap rate

"NetSuite has had a profound impact on our capabilities. We're realizing efficiencies and have crystal-clear visibility into things we could never see before."

CHALLENGE:
Delays and rising costs with manual order-to-cash processes and lack of visibility hindered growth

ORACLE + **NET**SUITE

jive

LEADING PROVIDER OF CLOUD-BASED ENTERPRISE COLLABORATION SOFTWARE

>3x revenue growth since adopting NetSuite in 2010, to $145.8 million in 2013

Financial transparency and controls were instrumental in preparing for and executing an IPO

Multi-currency transactions in more than 12 currencies

CHALLENGE:
Disjointed processes provided little key metric visibility and no reliable system of record

"NetSuite allows us to adapt to constant, fast-paced change in the business because it is so highly customizable. For a company growing as fast as we are, that's critical."

ORACLE® + **NET**SUITE

GLOBAL MANUFACTURER OF PRODUCE DISPLAYS

28% annual revenue growth in sales to new customers contributes to fast growth

Multilingual, multi-location, and multi-currency capabilities

Accurate, real-time inventory data on website increases business potential

CHALLENGE:
Application patchwork impaired business efficiency and growth potential caused with high IT overhead

"With NetSuite, and access from anywhere, we have more time to dedicate to growing our business. It's improved every operational aspect."

ORACLE® + **NET**SUITE

67% reduction in monthly financial close, streamlined revenue recognition processes

Improved budget vs. actuals tracking with real-time data and anywhere, anytime access

Streamlined multi-currency billings payments, taxation and reconciliation across a dozen currencies

"We're very pleased with NetSuite's capabilities and ease of use."

CHALLENGE:
Poor visibility into costs vs. budget and overall project financials, limited ability to scale

ORACLE® + **NET**SUITE

journelle

TREND-SETTING DESIGNER LINGERIE

Seamless omnichannel customer experience helps nurture sales and loyalty

Easy in-store access to real-time information promotes high levels of personalized service

Control and transparency of stock across locations for 20,000 SKUs

"NetSuite provides the ability to stay ahead and focus on making sure we are consistently delivering exceptional, high-touch customer experiences."

CHALLENGE:
Struggled with disparate data in siloed apps and little visibility into customers, orders, inventory, and financials

ORACLE + **NETSUITE**

GROWING ECOMMERCE, WHOLESALE DISTRIBUTOR

Easily grew 30% with process integration and doubled order-volume capacity

Integration organizes and improves major process flows (drop-ship, real-time order tracking, support)

Provides an ecommerce foundation for new business opportunities

"NetSuite lets us record the status of orders for reporting to the relevant parties—even better, it does it in real-time."

CHALLENGE:
Manual sales/accounting wasted time, lack of real-time communication with suppliers hindered growth

ORACLE® + **NET**SUITE

PRIVATE DISTRIBUTION COMPANY IN THE PRINTING INDUSTRY

Full visibility into sales, inventory, and financial data

Two separate warehouses using NetSuite in Georgia and Massachusetts

Successful and quick implementation during the transition from Evo to NetSuite

"It's a great system for us. It has handled our business, and has done exactly what we need it to do."

CHALLENGE:
JV Imaging had trouble capturing all costs associated with projects on their homegrown application.

ORACLE® + **NET**SUITE

KANA.

LEADING PROVIDER OF SERVICE EXPERIENCE MANAGEMENT

33% faster financial close

20% reduction in order processing time

Stable and integrated platform across three continents

CHALLENGE:
Hairball of several disconnected systems limited visibility, impaired productivity and growth

"We now trust our numbers, and that improves our ability to collaborate and make better business decisions. "

ORACLE + NETSUITE

LEADING KITCHENWARE PROVIDER

300% growth in sales to $5M turnover in the first year

90% reduction in order fulfilment error rate

5x increase in smartphone conversions

"NetSuite was the only ERP system that could integrate all our functions and give us a seamless process from order to dispatch."

CHALLENGE:
Poor integration between inventory, POS and credit card terminal caused costly IT support, order errors

ORACLE + NETSUITE

MICROFINANCE LOANS TO ENTREPRENEURS WORLDWIDE

Handle rapid growth and streamline accounting, multi-currency management, expenses, payables

Detailed IRS reporting compliance across all areas

80% reduction in time to approve expense reports

CHALLENGE:
Needed fast, precise reporting, compliance and financial data

"NetSuite allows our finance managers to engage more with our products and systems instead of dealing with manual data entry, processing and reporting."

ORACLE® + **NET**SUITE

LEADING PROVIDER OF IT TRAINING

50%-70% increase in efficiency across lead qualification, support/ success advisors and sales reps

Double-digit year-over-year revenue growth, serving 14k corporate customers and 28k students

Real-time data visibility across finance, sales and support positions the company for future growth

CHALLENGE:
Difficulty finding information, monitoring key metrics, making decisions limited growth opportunities/productivity

"NetSuite gives us actionable, reliable data to better help our customers and the organization. It's really helping us take the business to the next level."

ORACLE + NETSUITE

Doubled in sales in four years, while saving $120K per year over costs of on-premise applications

25% reduction for physical inventory with just-in-time shipments

Supply chain efficiency allowed König to expand into tire sales

CHALLENGE:
Needed to rapid-delivery demands of 350 chain stores and wholesale customers

"NetSuite lets us look into our suppliers' workload, and lets our customers see our inventory."

ORACLE + NETSUITE

LAGUNA TOOLS. **WOODWORKING MACHINERY MANUFACTURER**

About $90K annual savings in IT costs over old system

33% reduction in order-to-shipment processing time

Live inventory updates boost online sales; managers can now modify prices online instantly

"NetSuite has helped us streamline our operations, become more profitable and has given us the ability to grow without any limitations."

CHALLENGE:
Existing systems hampered marketing, sales and online expansion

ORACLE + **NET**SUITE

Operating on a fraction of the time and cost that an on-premise ERP alternative would allow

Real-time access to previously non-integrated subsidiaries in Mexico

A single source of truth of data enabling them to operate as a unified organization

""NetSuite OneWorld absolutely gives us the ability to be flexible and innovate. NetSuite has been critical in helping us to enter new markets quickly, efficiently and effectively.""

CHALLENGE:
The legacy system at Land O'Lakes lacked the flexibility and multi-currency, multi-lingual capabilities the organization needed

ORACLE® + **NET**SUITE

FAST-GROWING DEVELOPER, MARKETER, DISTRIBUTOR OF CONSUMER PRODUCTS

500% growth while adding only three extra staff

80% reduction in time-per-order

Automated inventory management eliminates risk of shipping mistakes

"We couldn't be handling this volume of business without NetSuite. We'd need an army of extra staff, and even then it wouldn't work. "

CHALLENGE:
Slow, unreliable IT resources couldn't handle sudden, rapid growth of newly released product

ORACLE® + **NET**SUITE

LEADING PROVIDER OF EDUCATION CURRICULUM AND WEB ASSESSMENT

leArnin3.cOm

$150K savings/year over in-house IT costs

60% reduction in invoicing time

Strengthened sales force and partner channels

CHALLENGE:
Couldn't expand sales across US and Canada or add remote sales people with fragmented IT systems

"Without NetSuite's integrated architecture it would have been nearly impossible to expand as smoothly as we did."

ORACLE® + NETSUITE

$2B+ GLOBAL EDUCATION COMPANY

70% reduction in ongoing system costs, while gaining consolidation and increased flexibility

Two-tier ERP model gives headquarters greater visibility, while empowering subsidiaries

Fast initial rollout across 6 subsidiaries in Asia Pacific region in just four months

"One of the key reasons we chose NetSuite was the combination of multi-entity consolidation functionality, and the capability to tailor the system for each subsidiary."

CHALLENGE:
Needed a solution that could be rapidly deployed and scaled to 40,000 staff across 3,700 locations, and keep pace with growth

ORACLE® + **NET**SUITE

Focused on rapid and profitable growth

Anytime, anywhere access allows the firm to easily operate as a virtual organization

Single, seamlessly integrated environment, from front-end to back-end

CHALLENGE:
Wanted flexible, scalable business management system

"The more we use the breadth of NetSuite's capabilities, the more our business has grown. There's really nothing NetSuite can't do to support our continuing, rapid evolution."

ORACLE® + **NET**SUITE

ONLY AMERICAN-MADE RECYCLED METAL WATER BOTTLE

Effortlessly scale production four-fold over four years

135% revenue growth in 2014

Over 6,000 corporate buyers for customized bottles, including HBO, Budweiser, Google

CHALLENGE:
Startup needing cost-effective cloud solution for rapid production and scale to growth

"NetSuite is awesome and does an amazing job in tracking and managing inventory, and enabling us to run the business as efficiently as possible."

ORACLE® + **NET**SUITE

Scalability supports Lightspeed's rapid growth

Significant reduction in order processing and customer support handling times

Anytime, anywhere access for distributed sales force productivity

"NetSuite gives us a single view of the customer. We've strengthened customer support. We've been able to speed up order processing and improve availability."

CHALLENGE:
Fragmented CRM/ERP slowed order processing, prevented order status tracking; caused errors/inconsistencies

ORACLE + NETSUITE

LILLA | P POPULAR WOMEN'S APPAREL BRAND

Quadrupled revenue on SuiteCommerce since 2007, with 2x revenue growth from website refinement

Robust website functionality: out of stock notifications, image zooming, one-page checkout

Improved efficiency in inventory control, order management and financials

"NetSuite has definitely allowed us to scale our business very seamlessly while improving productivity and avoiding unnecessary costs. "

CHALLENGE:
Lack of real-time data and visibility from standalone financials, inventory and ecommerce hampered growth

ORACLE® + NETSUITE

LEADER IN LICENSED DIE-CAST RACE CARS

Fast, seamless financial consolidation/reporting between the Lionel parent and NASCAR subsidiary

Real-time data access and business reporting

118% increase in direct-to-consumer model railroad sales (2012/13) with inventory cost reduction

"The feature-rich, self-service reporting has empowered business users to do their own analysis. That's improved efficiency and effectiveness."

CHALLENGE:
Delays, poor visibility into sales, customer, inventory, supplier data undermined business efficiency and growth

ORACLE + NETSUITE

Streamlines management of four international subsidiaries and transactions in four different currencies – US dollars, British pounds, Euros and Danish Kroner

Real-time, global financial consolidation with robust compliance for accurate financials

Scalability for growth as market share improves with clients shifting spending into email advertising

"NetSuite makes managing subsidiaries easy. It's pretty amazing how easily we can book transactions and have the consolidated data rolled up to the parent company."

CHALLENGE:
As LiveIntent increased its international presence, the QuickBooks software managing financials couldn't provide the end-to-end visibility needed to facilitate growth.

ORACLE + **NET**SUITE

Streamlined operational processes while delivering a seamless omnichannel experience

Dramatically improved end-to-end business processes help drive significant annual revenue growth

Real-time visibility into stock levels across stores/ warehouses, optimizes inventory, minimizes costs

"NetSuite has transformed how efficiently and effectively we run, with 360-degree visibility into inventory/ customer transactions across all channels."

CHALLENGE:
Process inefficiency and poor visibility harmed customer experience, hindered growth

ORACLE + NETSUITE

GROWING B2B/B2C MERCHANT

Scalability and flexibility support strategy to grow the business up to 75% each year over five years

25% increase in per-employee sales productivity

Ecommerce now 50% of revenue through website, Amazon and eBay marketplaces worldwide

CHALLENGE:
Previous software caused delays and inefficiencies, limited visibility and hamstrung growth

"NetSuite as a cloud application is absolutely the place to be. The single biggest advantage we have is real-time visibility—we have better control over all aspects of our business."

ORACLE° + **NET**SUITE

Instant visibility and real-time insight for stronger inventory control, improved decision-making

Multi-language/multi-currency capabilities allow transactions in English/Chinese, 12 currencies

Robust tax compliance capabilities provide compliance with local transaction tax requirements

"With NetSuite, we have peace of mind that we now have a true 360 degree view of our global business that we can access anytime, anywhere."

CHALLENGE:
Lack of a single source of consolidated information caused significant backlogs and delays

ORACLE + **NET**SUITE

MAGELLAN®

LEADER IN PORTABLE GPS DEVICES

3x increase in daily online transaction processing

Seamless integration between webstore and on-premise Oracle financials

Cut product launch times from 3 months to 1 week

"NetSuite unifies our Ecommerce efforts on a single platform, and gives us real-time order processing unavailable with our outdated legacy system. "

CHALLENGE:
Needed real-time transaction processing and reporting, integration between web store and financial system

ORACLE® + **NET**SUITE

GROWING PROFESSIONAL MAIL PICK-UP, DELIVERY, COURIER SERVICE

Double monthly new customer signings

>$100k annual savings over previous solution

Robust, integrated business management tool for franchisees

CHALLENGE:
Time-consuming manual processes, performance issues hurt Mailplus and franchisees

"NetSuite provides the scalable platform we need to grow. Our franchisees now have a real-time view into every aspect of their business."

ORACLE® + **NET**SUITE

GROWING MANUFACTURER OF LIGHT COVERS

$75k+ savings yearly on reduced staff, shipping and paper/toner

66% increase in inventory turns with real-time carrying cost visibility

99% reduction in order processing time

"NetSuite has helped us improve customer service, eliminate waste, and use advanced inventory management techniques to bring new products to market quickly."

CHALLENGE:
Inventory, shipping, and logistics cost, and expand business

ORACLE® + NETSUITE

Alleviate and eradicate severe acute malnutrition, a life-threatening condition

Produce, test and package 500,000 packets of ready-to-use therapeutic food (RUTF) per day

Realize continual improvements in speed of manufacturing process and quality of products

"NetSuite helps us keep our IT costs/ complexity to a minimum. Ease of use means we can have our factory workforce use a complex ERP system daily."

CHALLENGE:
Needed an ERP system to support very strict quality assurance and quality control specifications

ORACLE + NETSUITE

PREMIER TRADE MAGAZINE PUBLISHER IN AUSTRALIA

Improved visibility and agility provide a competitive edge in the fast-changing publishing world

Automation of subscription management drives revenue, improves customer satisfaction

30% reduction in system costs every year, and an estimated 250 employee hours saved

"Our NetSuite system is working very well. With all information in a single solution, we can focus on growing, rather than managing day-to-day transactions in multiple systems."

CHALLENGE:
Three software solutions compromised visibility and hindered efficiency, endangered revenue and customer satisfaction

ORACLE® + **NET**SUITE

TRAINING YOUNG AFRICAN ENTREPRENEURS

50% improvement in business efficiency since implementing NetSuite in 2012

97% reduction in time required for annual auditing

Better visibility into expenses to make informed, cost-saving decisions

"NetSuite is an incredible asset. NetSuite.org has been incredibly generous with us and our incubator companies."

CHALLENGE:
Limited visibility into costs and budgets meant delays, manual data re-entry and guesswork

ORACLE + **NET**SUITE

LEADING HAND TOOL COMPANY

A sound accounting system means improvement when dealing withbanks and tax advisors

No hardware implementation or worry of downtime during futuresoftware upgrades

Limitless customization through over 150 custom scripts

""We had no real double-entry accounting system before. With NetSuite, everything is clean and orderly, especially when dealing with banks and tax advisors.""

CHALLENGE:
Michigan Industrial Tools needed a new platform because their homegrown system combining hand-written records and a basic database had grown obsolete.

ORACLE® + **NETSUITE**

RAPIDLY GROWING UNIFIED EMIAL MANAGEMENT PROVIDER

40x customer growth across four continents

Instant access to all business information for all personnel to work as one integrated team

Increased customer satisfaction; new accounts grow from numerous recommendations

"NetSuite has also helped us to make the informed and rapid decisions which have allowed us to grow our customer base and expand into a multi-national organization."

CHALLENGE:
Needed a system that could scale with this growth and offer flexibility to adapt to evolving day-to-day needs

ORACLE® + **NET**SUITE

LEADING FULL SERVICE MARKET RESEARCH PROVIDER

18 hour/week reduction in accounting time for cash flow analysis

$50K annual savings, avoiding extra staff

Expedited project management, expense reporting and purchase-order processes

"NetSuite helped us significantly reduced the time we spent on accounting, so we can spend more time on forecasting and profitability. "

CHALLENGE:
Needed to improve financial forecasting and business performance, increase report speed and accuracy

ORACLE + NETSUITE

Dramatic improvement in efficiency and scalability for growth

Accelerated revenue recognition and reduced monthly close by three days

Rich new reporting capabilities allow better visibility and management

"It's much easier to get information. We're able to make better decisions and can forecast, project and budget the business more effectively."

CHALLENGE:
Lack of integration between solutions resulted in manual processes and delays

ORACLE® + **NET**SUITE

MobileDemand

GROWING RUGGEDIZED TABLET PROVIDER

50% increase in order processing efficiency by reducing duplication of work

Greater visibility from centralized finance, sales and operation; eliminates manual work

Real-time lead dashboard gets sales to prospects sooner

"We are much more efficient as a company with NetSuite, and have access to real-time data on demand with robust reporting, to make informed business decisions."

CHALLENGE:
Disparate systems limited visibility, agility and prevented growth

ORACLE + **NETSUITE**

LEADING OPEN-SOURCE NOSQL DATABASE PROVIDER

Streamlined consolidation and reporting across 12 subsidiaries in 12 countries

Simplified, automated value-added tax (VAT) reporting/compliance in multiple European nations

Gained confidence and rigor in financials, and faster, more accurate close

"We have real-time visibility into consolidated financials across all our subsidiaries, and have greatly improved our operational and time efficiencies with NetSuite."

CHALLENGE:
Lacked confidence and controls needed for good business and potential IPO

ORACLE® + **NET**SUITE

PREMIER MOUNTAIN-INSPIRED LIFESTYLE APPAREL BRAND

Easily grew from 150 to 750 dealers with NetSuite

15x increase in units shipped yearly

Top-selling pants line in the outdoor specialty retail space

CHALLENGE:
Rapid growth – from 0 to 150 dealers in 2 years – required robust back-office system

"We chose NetSuite at just the right time. We're now one of the hottest brands in the apparel space. "

$100+M AWARD-WINNING SPORTS NUTRITION COMPANY

35x revenue growth in three years

Expanded to over 120 countries and 35,000 retail outlets

Branded, direct-to-consumer sites link directly to financials and inventory

"NetSuite is a key factor enabling MusclePharm to scale incredibly fast and add new business units to fuel rapid growth."

CHALLENGE:
No inventory visibility and limited, unscalable, application-restricted growth

ORACLE + **NET**SUITE

Two-tier ERP deployment provides real-time web-based subsidiary performance visibility

Avoided cost of 3 FTE at the subsidiary level for accounting and IT

Streamlined inventory management, warehousing, distribution of all SKUs

"NetSuite is a very good system that beats everything we compared it to. Our parent company has real-time visibility into our performance."

CHALLENGE:
Subsidiary systems too time-consuming, inflexible; HQ on-premise ERP hampered growth

ORACLE + **NET**SUITE

Doubled revenue in ~2 years, one of Inc. 500's fastest-growing private companies in 2013 and 2014

Over 1,000 global clients, including local merchants and multinational brands

50% improvement in billing accuracy with automated invoicing

"NetSuite is a critical part of the efficiencies we've been able to achieve. I have no doubt that NetSuite is the platform for us to grow on."

CHALLENGE:
Phenomenal growth outstripped the capabilities of separate software systems; no visibility into sales pipeline

ORACLE® + **NET**SUITE

$110,000 savings/year in administrative and infrastructure costs

A single system of record for its 100+ corporate and institutional donors

94% reduction in inventory reconciliation across 200 SKUs

"NetSuite is a very solid, flexible system that enables us to keep an eye on cash on a daily basis, so we know what funds we have."

CHALLENGE:
Lack of real-time visibility into expenses and revenues with high infrastructure and administrative expenses

ORACLE® + NETSUITE

FAST-GROWING DOCUMENT COLLABORATION COMPANY

Improved speed and accuracy of financial consolidation across U.S., Ireland, Australia offices

50% more efficient year-end global financial consolidation

70% revenue and transaction volume increase in two years

"NetSuite is vital, enabling us to grow at a rapid pace without having to hire additional resources."

CHALLENGE:
Financial inefficiencies caused delays and hindered sustainable growth

ORACLE + NETSUITE

Saved $200,000 in capital equipment, network and maintenance costs.

CFO now is able to get per-school or aggregated financial reports in 2 or 3 mouse clicks rather than having to wait two weeks.

Implementation took just 45 days, whereas a server-based system would have required 9 months.

CHALLENGE:
Previous software was unable to support the innovative company's complex business model, leading to poor business performance and an inability to take advantage of growth opportunities.

"We always had the information, but it existed on 150 machines and it took two weeks just to get the schools' numbers. Now, even with our school count up to 190, we can see it all in one place—on our dashboards—and we can standardize our analytical processes to get the information we need in real-time."

ORACLE + NETSUITE

LEADING SAUDIA ARABIA INDUSTRIAL SERVICES PROVIDER

600% revenue increase over eight years

Effectively staff and manage over 100 electrical, mechanical, industrial projects annually

Speeds and simplifies sales, procurement of materials and equipment from suppliers

"NetSuite is our backbone and allows total focus on our core business. NetSuite is the best option for us to manage our resources."

CHALLENGE:
Couldn't grow the business, and lacked integration for project management and CRM

ORACLE + **NET**SUITE

LEADING SUPPLIER OF WARM-WATER UNDERFLOOR HEATING SYSTEMS

£100k to £120k savings over the three-year cost of on-premise hardware and licenses

Real-time access to company information and financial data boosts cash flow

Improved customer relationships with web store and iPhone app

"NetSuite has helped us build better relationships with existing and new customers alike, while giving us a real-time view of the business."

CHALLENGE:
Unable to maintain high growth rate, manage cash flow, with proprietary software applications

ORACLE + NETSUITE

GROWING IT RESELLER AND INTEGRATOR

Real-time visibility into finances, sales and customer support, purchasing and inventory

Automated quote-to-invoice process, greatly improving productivity, simplifying operations

Analyze business performance from multiple perspectives for all branch offices

CHALLENGE:
Complex IT from multiple acquisitions limited flexibility and scalability for growth

"NetSuite gives us the triple-A effect we've been looking for — Always Available Anywhere."

ORACLE + **NET**SUITE

PROFESSIONAL BASEBALL TEAM

Greatly improved sales-lead tracking and management

Better analytics mean more targeted ticket packages and improved sales

Customization allows the A's to create new ticket varieties

CHALLENGE:
Outdated software caused errors and wasted time processing/ forecasting sales

"NetSuite's top-tier service and scalability allow us to make changes that positively impact our performance, products and keep our business moving forward."

ORACLE® + **NET**SUITE

Objective

SOLUTIONS PROVIDER FOR PUBLIC SECTOR AND REGULATED INDUSTRIES

Complete global visibility across 7 subsidiaries, with real-time reporting and consolidation

3x acceleration in monthly financial close, reporting cycles reduced from 15 to 5 days

Multi-currency conversion capabilities automate transactions across multiple countries

CHALLENGE:
Global financial transparency limited by different accounting systems worldwide

"NetSuite OneWorld not only meets our current needs, but gives us the scalability to seamlessly add products and solutions in the future. "

ORACLE + NETSUITE

CUTTING-EDGE ORAL HEALTH PRODUCTS

Real-time access to accurate customer data with robust CRM system.

Streamlined management of hundreds of SKUs with a single platform for integrated operations.

Anywhere, anytime access with agile cloud platform.

CHALLENGE:
Oral Science had outgrown the Acomba software managing its finance and operations, and needed a system that could enable more robust inventory management, as well as automate Excel-based CRM processes.

"With a unified platform managing finance, inventory and order management, and CRM processes, we have an end-to-end view of operations to make insight-driven business decisions."

ORACLE® + **NETSUITE**

SAVVY STATE GOVERNMENT

Integrated, automated billing and timesheets sped and simplified reporting and compliance

Real-time data to track resource utilization and timesheet calculations

Web-based access eliminated connectivity problems

CHALLENGE:
Frequent disconnects for remote users and complex record-keeping processes for multiple billing schedules

"NetSuite has cut considerable overhead maintenance. It's made billing painless. That's helped us streamline the way we do business."

ORACLE® + NETSUITE

POPULAR LUXURY CLOTHING PROVIDER

Immediate improvement to profit margins

Real-time inventory, purchasing and distribution information from integrated POS systems

Role-based dashboards deliver real-time information on purchasing, inventory and KPIs

"NetSuite gave us real-time access to what's happening in the business. We were able to use that intelligently to see what works."

CHALLENGE:
Growth was limited, couldn't handle inventory management with outdated information

ORACLE® + **NET**SUITE

LEADING ONLINE RETAILER OF FARM/COLLECTABLE TOYS

Outback Toys $100K annual savings

over cost of comparable on-premise business software 25% increase

in order-to-cash process speed 27% increase

"With NetSuite, we're running a lot more efficiently. Growth isn't a problem now—it's an opportunity we can make the most of."

CHALLENGE:
Needed to transition from phone to webstore for order placement and keep customers happy, supply chain efficient

ORACLE® + NETSUITE

LEADING HEALTH AND BEAUTY RETAILER AND MANUFACTURER

Real-time visibility into sales, inventory, manufacturing, accounting and customers information

Streamlined transactions with purchase order automation

25% annual growth in sales since deploying NetSuite

"Very comfortable knowing that if our business doubled tomorrow, NetSuite could handle the growth."

CHALLENGE:
Manual record-keeping, paper-based order management delayed deliveries, increased costs

GROWING MEDICAL DEVICE MANUFACTURER AND DISTRIBUTOR

£50,000 reduction in administration costs

Increased customer satisfaction

80% reduction in financial close time

"NetSuite's improved business performance across the board: better inventory control; faster, more accurate reporting; responsive customer service and consistent Website updates."

CHALLENGE:
Poor visibility into inventory and sales orders caused stock outs, impaired business performance

ORACLE + **NETSUITE**

LEADING U.K. LEISURE WEAR PROVIDER

PAG
LEISUREWEAR

Growing B2B and B2C ecommerce sales with support for smartphones/tablets, rich interactivity

Display real-time apparel inventory levels to help ensure shopping satisfaction

Double-digit annual revenue growth

CHALLENGE:
Needed to maximize cost-efficiencies to strengthen margins and position in the highly competitive market

"SuiteCommerce is the future-proof ecommerce platform we need to support our customers and growth plans."

ORACLE® + NETSUITE

GROWING WHOLESALE DISTRIBUTOR OF SUPPLIES FOR POINT-OF-SALE SYSTEMS

2x increase in productivity

Doubled web orders with NetSuite SuiteCommerce

35% increase in B2B customers served

CHALLENGE:
Manual processes hurt efficiency and data accuracy, needed scalability to support growth

"It was a little scary to move to something new online, but going with NetSuite was one of the best decisions we ever made."

ORACLE + NETSUITE

LEADING TACTICAL GEAR RETAILER

Unified solution for financials, inventory, ecommerce and retail POS

Process transactions Simultaneously publish

content and images to both B2C and B2B websites

"We really feel NetSuite is the top, best-in-class solution, head and shoulders above the competition."

CHALLENGE:
Business growth, customer visibility limited by using multiple different applications

ORACLE + **NET**SUITE

On-demand access to real-time data and rich reporting capabilities for business users

Streamlined accounting for diverse revenue streams across usage-based/subscription models

30% increase in IT staff efficiency with lower stress and overhead than on-premise IT infrastructure

"We're more efficient on NetSuite than we were on SAP. We have real-time visibility. It's mind-blowing how easy it is to find and access information in NetSuite."

CHALLENGE:
Poor business visibility and high consistent costs with aging system

ORACLE® + **NET**SUITE

LEADING MERCHANT OF HAND-CRAFTED COFFEE

400% revenue increase since 2010, with rapid growth to 13 Bay Area coffee shops

Streamlined wholesale distribution channel to 100+ buyers, simplified coffee procurement

Real-time visibility into stock in stores and 20,000 square-foot warehouse

"NetSuite is a very important tool that helps us work efficiently and effectively, so we can scale and grow faster."

CHALLENGE:
Lacked scalability and functionality to support growth

ORACLE + NETSUITE

FAST-GROWING INNOVATIVE MAKER OF PET SUPPLIES

70% year-over-year growth since launching on NetSuite in 2010

Rapidly scaled to over 500 retail store partners and international distributors in over 20 countries

Single record of all interactions with each customer helps build trusted, profitable relationships

CHALLENGE:
Wanted a robust, scalable cloud solution to launch company and drive rapid growth

"With NetSuite, we've been able to simplify all the complex parts of operations to focus on growing the business."

ORACLE® + **NET**SUITE

GROWING MAKER OF PERFORMANCE-ORIENTED MERINO WOOL SOCKS

Streamlined transactions with retail partners at hundreds of U.S. locations, and in 17 countries

Real-time inventory visibility, efficient fulfillment of orders from retail partners and consumers

Reduced total cost of ownership

"We're growing fast with NetSuite as a business application. It allows us to deal much more effectively with customers and partners than we could with Microsoft Dynamics."

CHALLENGE:
Serious problems in accessing and reporting on data that required tedious manual work

ORACLE + NETSUITE

PORT OF PORTLAND   **MAJOR SHIPPING PORT**

Significantly improved efficiencies of financials and project management capabilities

Improved reliability, accuracy and integrity of data for real-time scheduling and project management

30% time savings for month-end reporting with streamlined data gathering and insight

CHALLENGE:
Needed to update core business systems to prepare for future growth

"Our CEO and senior management team now have complete and real-time visibility of all the information they require to make swift and effective business decisions."

ORACLE + **NETSUITE**

GROWING PERSONAL WINE SHOPPER

5x revenue growth since 2005

$100K reduction in inventory costs by avoiding overstock, identify wines ideal for promotion

Increased efficiency with real-time shipping rates, automated labels, delivery tracking/confirmation

"NetSuite is an excellent business backbone. It's helped us grow our sales 5x. There's no way we could manage our company and cash flow without it."

CHALLENGE:
Time-consuming and error-prone ordering and inventory management, complicated monthly financial close

ORACLE + **NET**SUITE

Automatic updates for dual donation and service sales revenue streams

Real-time employee self-service access across 10 U.S. offices

Steady, double-digit revenue growth since going live on NetSuite in 2009

CHALLENGE:
Inefficiencies from manual processes caused visibility delays into revenue stream and expenses

"The integration between our SuiteCommerce storefront and NetSuite is great because we can make changes to our webstore very quickly."

ORACLE® + **NET**SUITE

65% reduction in internal email, a fundamental shift in the way project teams collaborate

32% employee efficiency gain, including time previously spent performing software updates

Significant time savings for management team with real-time reporting and dashboard KPIs

"Our staff is mostly remote. We're able to connect to NetSuite from anywhere. The dividends are ongoing. We're always improving the ways the team uses the system."

CHALLENGE:
Needed to make internal collaboration more efficient, support growth

ORACLE + **NET**SUITE

GROWING RETAILER AND WHOLESALER OF FASHIONABLE ACCESSORIES

B2B and B2C ecommerce provides comfortable, powerful experience for channel buyers

$70K annual savings and customer growth to 5,000+ with minimal administrative staff additions

Reduced bulk invoicing cuts processing time for daily billings

CHALLENGE:
Wanted to take advantage of market opportunity by adding ecommerce feature to the business

"NetSuite has helped us open an ecommerce channel and take on a much larger workload, all without adding costs."

ORACLE + NETSUITE

LARGE REAL ESTATE SERVICES PROVIDER

Agents can manage 10X more relations over previous system

1.5 million e-mails delivered on behalf of agents yearly

98% buy-in from 240 independent real estate agents

CHALLENGE:
Needed solution to blend real estate market data with customer data, share data with agents

"We knew we needed a solution that was both powerful and easy to customize. NetSuite was the most flexible architecture for our needs."

ORACLE + **NETSUITE**

Peace of mind for leadership that NetSuite will accommodate every level of growth

A seamless relationship between the sales order and revenue recognition

Nine subsidiaries around the world roll up to one data source

"NetSuite actually uses their own software so we know they will always stay up to date on revenue recognition."

CHALLENGE:
Qumu needed a way to support growth on a global scale with complex billing schedules.

ORACLE® + **NET**SUITE

50% increase in revenue and a three-fold expansion of full-time staff in one year

Expanded community of partner artisans, mostly economically disadvantaged women

Ability to sell directly to international consumers

"NetSuite has been a big part of the Rags2Riches effort to help our artisans lift themselves and their families out of poverty."

CHALLENGE:
Lack of monitoring on materials, inventory, and profitability forced managers into guesswork business decisions

ORACLE + **NET**SUITE

PREMIER FULL-SERVICE GLOBAL CELL PHONE DROP SHIPPER

500% growth in 2 years to $75M in 2013

60% reduction in on-hand inventory needs with inventory re-order automation

750x reduction in end-of-quarter financial reconciliation (four minutes vs. 50 hours)

"Besides helping us keep on a sharp growth curve, NetSuite has put us at the top of our field."

CHALLENGE:
Spreadsheet-based pricing, order and inventory calculations wasted employee time, created data entry bottlenecks and caused pricing inaccuracies

ORACLE + NETSUITE

LEADING NEW ZEALAND HOME DÉCOR WHOLESALER

25% sales increase and 40% increase in profitability

Sales force has live access to inventory and pricing information

Reduced IT costs almost to zero

CHALLENGE:
Poorly integrated software had limited capabilities, high maintenance

"Thanks to NetSuite, we've replaced our 'hairball' of solutions with a single, industry-specific solution. It's dramatically increased our efficiency, sales and profitability."

ORACLE® + **NET**SUITE

LEADING POINT OF SALE TECHNOLOGY FOR PHARMACEUTICAL COMPANIES

Grew 25% and saved over $150,000 on personnel

250% revenue growth from existing customers

$10K/month saved with integrated UPS shipping

CHALLENGE:
Need to respond to fast market growth, and hire geographically dispersed talent

"We couldn't live without it. We would never have been able to grow the way we've grown without NetSuite."

ORACLE + NETSUITE

REVANT OPTICS

FAST-GROWING ONLINE RETAILER OF AFFORDABLE AFTERMARKET SUNGLASS LENSES

65% increase in revenue; made the 2014 Inc. 500 List of America's Fast-Growing Private Companies

Multi-currency conversion enables transactions across three continents

Improved customer service response and effectiveness without adding additional staff

CHALLENGE:
Limited visibility into sales by channels and inadequate capacity for transactions and inventory

"NetSuite is a great platform for high-growth companies. Having all sales, inventory, order, fulfillment and customer information on one platform is extremely valuable."

ORACLE + **NETSUITE**

ROKU

GROWING STREAMING ELECTRONICS PROVIDER

15% revenue increase since going live on NetSuite in 2012

85% of order management automated, saving countless hours of manual work

500% reduction in monthly financial close time without adding personnel

CHALLENGE:
Lack of visibility and control for timely reporting, inventory controls, sales visibility or pricing optimization

"NetSuite has really allowed us to focus on delivering products and services without having to worry about the IT side of things. We're able to scale the business very quickly."

ORACLE® + **NET**SUITE

75% reduction in sales cycle, 50% cut in administrative workload

15% improvement in on-time project delivery

Cut 4 days from monthly invoice preparation

CHALLENGE:
Growth opportunities hindered by disparate software and spreadsheets, couldn't capitalize on opportunities

"Our employees work on thousands of tasks monthly, but we couldn't see what they were doing or project costs until month-end. NetSuite has turned that completely around."

ORACLE + **NET**SUITE

LARGEST SUGAR PRODUCER IN THE PHILIPPINES

Significant cost savings by transitioning from on-premise IT infrastructure

Empowers management and staff with on-demand access to critical information

Supports sales processes: proposals, orders, deliveries, procurement, customer invoicing/payments

"We can see revenue, expenses and transactions per-customer, in real-time with summary-to-detail reporting. The platform gives us strong foundation for growth."

CHALLENGE:
Complicated, time consuming financial reporting and an inflexible on-premise solution could not support growth

ORACLE® + **NET**SUITE

rst BRANDS

LEADER IN DIRECT-TO-CONSUMER NAME AND LIFESTYLE PRODUCTS

Triple-digit international growth from 2011 to 2013

End-to-end solution from procurement and logistics to CRM and ecommerce

Streamline B2B business, with top online retailers including Costco, Amazon, Home Depot…

"NetSuite allows RST Brands to efficiently process EDI transactions in real time, allowing fulfillment in a 24-hour window."

CHALLENGE:
Lacked flexibility and scalability for fast growth, and infrastructure to support big box retailers

ORACLE® + NETSUITE

GROWING ANIMAL ACCESSORY ECOMMERCE, MANUFACTURING COMPANY

135% growth with no increase in IT spending

Faster resolution of customer inquiries, better aligns customer service with corporate goals

Eliminated duplicate entry throughout the value chain, improving accuracy and saving valuable time

"NetSuite has allowed us to focus on our core competencies: designing and developing innovative dog gear."

CHALLENGE:
Manual processes slowed shipments, led to delays and errors, slowed customer response times

ORACLE® + NETSUITE

EXPANDING E-TAILER OF RUGGED AND DISTINCTIVE LEATHER

50% revenue growth since implementing NetSuite

Easily manage 5 subsidiaries, with multi-currency transactions and local tax compliance

100% e-tail business with full integration between webstore, inventory, financials, CRM

"Because of the functionality inherent in NetSuite, we're able to do things we could never have done before."

CHALLENGE:
Excessive time spent on manual data entry, difficult to manage disconnected webstore

ORACLE® + **NET**SUITE

FIRST INDEPENDENT MEDICAL RESEARCH INSTITUTE IN SOUTH AUSTRALIA

Single, cross-functional system to handle all core processes, scale with growth

Per-project financial monitoring and multi-level summary-to-detail reporting across all projects

Streamlined procurement of services and goods from 300 suppliers

"The beauty of NetSuite is you get all the functionality of a very large system without spending a fortune."

CHALLENGE:
Needed a cost-effective, proven business platform to expand operations without high capital costs/maintenance

ORACLE® + **NET**SUITE

NONPROFIT ANIMAL PROTECTION, ADVOCACY AND ADOPTION

Real-time visibility into financials and budget vs. actuals

Sound auditing and IRS regulations compliance from centralized, accurate financial information

50% reduction in monthly close time, avoided 0.5 FTE hire

"NetSuite is so user-friendly you don't even need training."

CHALLENGE:
Inefficient financial management of over 50 tabs exchanged among business users

ORACLE® + **NET**SUITE

SaaS APPLICATIONS PROVIDER

Saved $240k in IT spend

Streamlined purchase order entry, routing, and approval; advanced billing capabilities

Integrated customer support data with sales and accounting, providing 360◦ customer view

CHALLENGE:
Multiple systems for ERP and CRM activities, and needed sophisticated revenue recognition support

"Everything from information extraction to expense accounting to budgeting has been made easier with NetSuite."

ORACLE + **NET**SUITE

SCALA

GROWINGDIGITAL SIGNAGE PROVIDER

66% reduction in month-end closing time

Real-time data 11 subsidiaries and 9 holding companies worldwide used for budgeting

Web-based product sales integrated with accounting, inventory and other processes

"NetSuite helped us combine multi-company, country, language, and currency silos into one data center. We can view all this information globally or locally."

CHALLENGE:
Needed to improve operational efficiency to stay competitive, and continue its global expansion

ORACLE + NETSUITE

Web-based software strengthens Schaeffer's competitive advantage

60% reduction in shipping time with greater accuracy

150% increase in EDI order entry

"We were becoming a big company, but we couldn't afford a big, integrated ERP system. With NetSuite our competitive advantage is strengthened."

CHALLENGE:
Cumbersome manual processes slowed shipments, couldn't meet requests for automated payments

ORACLE + NETSUITE

DISTRIBUTOR FOR LOCAL SUSTAINABLY CAUGHT FISH

Increase in customer base to 600+ restaurants and university dining halls in the U.S.

5x growth in employees since 2008

Traceability of all fish caught and sold from two dozen ports

"We can grow as much as we need to with NetSuite."

CHALLENGE:
Needed a flexible, powerful cloud system to achieve its vision of connecting fishermen to the market

ORACLE + NETSUITE

SPECIALIZED SUPPLIER TO PRINTING, PACKAGING, DIEMAKING AND DIGITAL INDUSTRIES

Real-time financial reporting (vs. 3 days previously), saves 1 FTE for bookkeeping

New ecommerce revenue stream for consumable products

95% inventory accuracy, leading to greater satisfaction among B2B buyers

"NetSuite has changed our business... It was an easy decision to go with NetSuite. The end result has been very good."

CHALLENGE:
Previous system limited growth and offered little visibility into the business

ORACLE® + NETSUITE

semi™

GLOBAL INDUSTRY ASSOCIATION FOR MICRO/NANO-ELECTRONICS SUPPLY

Real-time visibility into subsidiary financials, simplified global financial consolidation

Multi-currency conversion transactions

43% reduction in monthly financial close times, from 7 to 4 days

"NetSuite makes it easier to make better decisions, and you can see the outcome of decisions faster."

CHALLENGE:
Inefficient to manage financials/budgeting across international landscape, problems with customer support quality

ORACLE + **NETSUITE**

GROWING MOBILE PHONE AND GADGET CASING MANUFACTURER

583% growth from about $1M to $14M

$1M annual savings in capital and maintenance costs

50% faster order-to-cash cycles with faster invoicing

CHALLENGE:
Limited business software prevented process integration, visibility, and growth

"With NetSuite, we can commit to on-time wholesale product deliveries to Apple's regional hubs, and can respond to their queries quickly and accurately, without risking stock run-outs."

ORACLE® + **NET**SUITE

MARKETING SERVICES TO STREAMLINE C-SUITE SALES

30% less personnel required to operate the business with NetSuite

Efficient, repeatable processes scale across client engagements and support international growth

Agile growth platform that helps the company market to C-level executives

"We can be much more agile and test new markets without high setup costs and high risk both domestically and internationally."

CHALLENGE:
Startup wanted to focus resources on innovation, growth and customer service, rather than back-end IT

ORACLE® + NETSUITE

WORLD'S LARGEST CARPET MANUFACTURER

Gain visibility and control over 10 international subsidiaries

Seamlessly transact in Chinese renminbi and Australian dollar

Extend solution to Mandarin speakers across the manufacturing plant

"Because NetSuite is in the cloud, we can enter new markets faster. We're very confident NetSuite will seamlessly support our growth outside North America."

CHALLENGE:
Needed a global, scalable, lean IT-footprint subsidiary solution, quickly

ORACLE + **NET**SUITE

Eases compliance with new revenue recognition standards

Empowers in-depth, ad-hoc analysis of revenue with customizable general ledger functionality

Strong, responsive support for building new custom functionality, as well as issue resolution

"The benefit of NetSuite is in the flexibility. NetSuite empowers us to analyze our business the way we decide."

CHALLENGE:
SheKnows needed a robust, scalable system to support an aggressive growth through acquisition strategy that also was agile enough for the fast-moving digital media industry.

    ORACLE + **NET**SUITE

FAST-GROWING SPECIALTY SOFWARE PROVIDER

Outstanding gains in business efficiency and visibility with 20% increase in net income since 2012

Scalable cloud platform to support global growth strategy to support in over a dozen countries

Real-time global financial consolidation with multi-currency conversion capabilities

"The advantages in time savings with NetSuite are enormous. Today we have real-time control over offers and sales across our integrated markets."

CHALLENGE:
Lacked scalability, functionality and visibility to core business metrics needed for growth

ORACLE + **NET**SUITE

SiraCom

LEADING U.K. VALUE-ADDED DISTRIBUTOR OF WIRELESS INFRASTRUCTURE AND SECURITY

30% year/year increase in sales easily accommodated, with no additional personnel

Real-time view of business performance for swift adjustments and data-driven business decisions

New agility for growth with unified solution, from purchasing and inventory to CRM and accounting

CHALLENGE:
Needed a strategic platform for rapid growth that wouldn't crash and lose data

"We're an ambitious company. Moving to NetSuite has meant that we're no longer held back by Sage's technology. We're able to focus our energy on moving forward."

ORACLE® + NETSUITE

skinauthority®
The Healthy Skin Lifestyle Company.™

PREMIER SKIN CARE LINE

$100K annual savings over cost of premise-based servers and IT infrastructure

Real-time visibility into supplier performance provided by role-based dashboards

Ensured on-time product delivery with integrated ecommerce, inventory and customer information

"We need top-quality products and service to succeed in this competitive business. NetSuite helps us do just that."

CHALLENGE:
Wanted to track inventory, expand business from spa reseller customers to consumers directly

ORACLE® + **NETSUITE**

GLOBAL MOBILE TELECOM SOLUTIONS PROVIDER

15% revenue increase in consulting services and software sales in first year

Real-time visibility into per-project profitability, with on-demand reporting of key metrics

Business agility allows rapid customer base expansion in Europe, the Middle East, Asia, Australia

"NetSuite has transformed our day-to-day work and improves overall business performance. It's an extremely important tool for our growth."

CHALLENGE:
Multiple unintegrated software systems resulted in poor visibility and delays in reporting and execution

ORACLE + NETSUITE

5x increase in workforce, serving over 100 clients

Accelerated processes: bookings to sales, orders to invoicing and settlement

75% reduction in month-end financial close time

CHALLENGE:
Labor-intensive accounting and other processes caused delays and guesswork on critical financial and operational decisions efficiently

"NetSuite is a thousand times better than what we had. With NetSuite we've seen tremendous savings and efficiency, and have far better reporting."

ORACLE® + **NET**SUITE

SLINGSHOT

LEADING KITEBOARD/WAKEBOARD MANUFACTURER

450 U.S. retail partners; doubled sales and expanded through distributors across 54 countries

25% total orders though SuiteCommerce portal in four months, with a 50% to 75% rate expected

Real-time visibility improves efficiency and promotes data-driven business decisions

"The biggest benefit of NetSuite is scalability and how we can grow so quickly with it. It's leaps and bounds beyond what we could do with our previous software."

CHALLENGE:
Outgrowing previous environment which caused delays and manual work

ORACLE® + **NET**SUITE

225% revenue increase, and able to roll out an Oracle users' multi-service site

75% reduction in time spent by COO/VP managing PSA system

Calculate 100 billing rates and maintain accuracy of allowable expenses for clients

"Today we send out accurate invoices. Everything that is approved—including what can be very complex expenses—goes onto the invoice."

CHALLENGE:
Inadequate services-automation software reduced growth potential, hurt billing accuracy

ORACLE + NETSUITE

GROWING MARINE MAMMAL CONSULTANCY

Support seven additional companies without increasing the company's headcount

40% reduction in reporting timescales

Anywhere, anytime access significantly increased productivity

"With NetSuite, we've avoided hiring new staff, improved our financial close, increased our overall customer service level."

CHALLENGE:
Accounting system could not support a global growth ambition

ORACLE® + **NETSUITE**

5x revenue growth since 2006 with minimal new staff in finance and administrative functions

10% reduction in new-account setup time

Work-queue automation reduced cost-of-service delivery to customers by 20%

"NetSuite provided a holistic, closed-loop solution that let us scale the business dramatically, while improving processes and reducing costs."

CHALLENGE:
Existing small-business software unable to support fast growth

ORACLE + **NETSUITE**

Integration of accounting and professional services improved resource utilization

Automated time-tracking and invoicing frees time for more strategic issues

8% savings in administrative overhead

"NetSuite freed us up to focus on higher strategic values such as efficient project management, forecasting, and revenue recognition."

CHALLENGE:
Legacy business tools and home-grown software hampered project, schedule and budget tracking

ORACLE® + **NET**SUITE

solarwinds

GLOBAL SOFTWARE PROVIDER

30% cut from administrative costs

Instant visibility across customers, geographies, products, and employees

Just 6 months for international roll-out to 10 subsidiaries, with 3-month ROI

"We needed more than just a good accounting solution. We had to responsibly manage growth. NetSuite provided exactly that."

CHALLENGE:
Difficulty keeping up with accounting demands of 60,000 customers, complex revenue reporting requirements

ORACLE® + **NET**SUITE

Single, integrated cloud platform delivers scalability and efficiency for growth

Automated order management and fulfillment speeds delivery, improves customer satisfaction

Real-time financial forecasts allow nimble management

"NetSuite has been a pillar of strength throughout our journey, by enabling the real-time visibility and business agility our company needed for success."

CHALLENGE:
Inability to integrate core business processes imposed a ceiling on growth potential, hurt efficiency

Rapid, cost-effective solution to transition from systems owned by former parent company

Integrated financial reporting across Sonoma Media and all its properties

Leveraged development platform to link NetSuite Financials to its industry-specific Newscycle software

"The choice for us was pretty clear—we needed to be in the cloud, and NetSuite is the leader. NetSuite saved us a considerable amount of money."

CHALLENGE:
Change of ownership prompted need to rapidly deploy a new ERP system

ORACLE + **NET**SUITE

GROWING ONLINE RETAILER OF WINE ACCESSORIES

Tripled monthly acessory sales, without need to hire admin staff

$24,000/year saved versus previous software

98% reduction in order processing time

CHALLENGE:
Wanted to expand, but QuickBooks and proprietary systems couldn't scale

"With NetSuite, we've boosted business processes, and we're able to do serious, proactive marketing, which is just what we need."

ORACLE® + NETSUITE

SOUTH CYPRESS

EXPANDING ONLINE RETAILER OF FLOORING PRODUCTS

8x growth from 2007 to 2011 with just three sales professionals

50% of all transactions shifted to the web

Only 5 minutes required to update thousands of products

CHALLENGE:
Company required affordable, agile solution to support growth and allow focus on strategic goals

"NetSuite's cloud-based model allows us to scale without having to worry about additional IT infrastructure."

ORACLE + **NETSUITE**

25-30% year-over-year annual revenue gains for the last six years

Automatic updates of client inventory by scanning QR code of wine being consumed

QR code also gives access to Soutirage Notes, glassware, and the opportunity to share information

"If we didn't have NetSuite, we'd probably need twice as many people in the company."

CHALLENGE:
Start-up company needed scalable solution for growth without high capital costs

ORACLE + **NET**SUITE

GROWING ONLINE LACROSSE EQUIPMENT RETAILER

78% boost to page views; 56% increase in unique visitors; 45% online sales increase

34% increase in yearly sales with just a 10% increase in inventory

Save cost of 10 FTEs with more efficient warehouse management

"NetSuite gives us a fully integrated system that supports our growth from $5M to $50M and beyond."

CHALLENGE:
Needed to maximizing ecommerce performance with warehouse-management to drive growth

ORACLE + **NETSUITE**

Saved $350k yearly in internal development and finance admin costs

30% improvement in profit margins

40% reduction in customer-support response times

"We needed an enterprise-wide solution so we could scale our business without adding headcount. NetSuite is a great fit."

CHALLENGE:
Manage efficient global growth, upgrade accounting processes inefficient and unreliable

ORACLE + **NET**SUITE

Data from two subsidiaries roll up to one parent company

Simple customizations to create reports and adapt to their changing business needs

Sales, fulfillment, and accounting on one platform in the cloud

CHALLENGE:
Student Treasures wanted an all-encompassing solution to manage sales orders, fulfillment, accounting, and HR.

"We've been able to utilize the training and customization of NetSuite to do the things that we need."

ORACLE + NETSUITE

FAST-GROWING FRUIT PRODUCTS DISTRIBUTOR

178x growth to $40M, expanded customer base to 220 buyers

Real-time information on financials, suppliers, inventory and customers

Manage outsourced operations and production on four continents

CHALLENGE:
QuickBooks limited Sundia's opportunity for growth, efficiency improvements and innovation

"The flow of real-time information we have in NetSuite is incredibly important. It's the only way we can compete against the big guys."

ORACLE® + NETSUITE

Uncovered $2M in previously untracked inventory

200% annual growth supported, handling 100 projects a day with 4 project coordinators

80% reduction in service call turnaround time, increased customer satisfaction from 78% to 90%

CHALLENGE:
Needed strong inventory management and project tracking tools while maximizing customer satisfaction

"FULL-SERVICE RENEWABLE ENERGY FIRM"

ORACLE + **NET**SUITE

NORTH AMERICAN FURNITURE MANUFACTURER

Improvements in inventory management with functionality in both drop-shipping and warehouse management

One data source for sales, accounting, and inventory management

A reliable NetSuite implementation team that delivered the platform on time

CHALLENGE:
Sunjoy needed better inventory management and call-center monitoring.

"Netsuite is very flexible. It is like a Lego – you can build a house, a tree… whatever you like based on your business model."

ORACLE® + **NET**SUITE

Having a consolidated system in which business data is linked has given the company the ability to go back and analyze anything.

Answers that used to take two weeks to obtain are **now available at the click of a button**.

NetSuite implementation partner built a customer portal that runs inside of NetSuite.

CHALLENGE:
Having an environment with several packaged and home-grown applications stitched together was holding the company back by keeping it from jumping on growth opportunities.

"We've been growing at a 20 percent clip, and it was clear that we needed an enterprise solution where all the data was in a single database. NetSuite was the only company that consolidated everything, including support."

ORACLE® + **NET**SUITE

+ableau SOFTWARE

$230M+ FAST-GROWING SOFTWARE COMPANY

Scalable cloud ERP supported strong growth leading towards an IPO

17x revenue growth since 2008; workforce has grown from 99 to over 1,200 employees

Streamlined management, financial consolidation and reporting across subsidiaries on three continents

"It was very important to have a solution that could scale and grow with us. NetSuite's an amazingly efficient way to manage our global finances and operations."

CHALLENGE:
Previous solution could not support plans for aggressive U.S. and international growth

ORACLE + **NET**SUITE

![Tacoma Screw Products, Inc. logo]

INDUSTRY LEADER IN SHOP AND INDUSTRIAL SUPPLIES

Online ordering across 45,000 SKUs improves cost-efficiency for the company and its customers

16 locations in three states, ecommerce customers in 50 states and worldwide

Mobile sales app provides on-demand access to customer, prospect, schedule, activity information

CHALLENGE:
Wanted to upgrade from a static website to a robust ecommerce platform

"SuiteCommerce has helped us grow the business with B2B customers that have switched over to web ordering, and new B2C customers."

ORACLE + **NET**SUITE

THRIVING WIRE ROPE AND STEEL CABLE MANUFACTURER

Doubled in size since implementing NetSuite at startup

Remote and mobile access saves the company approximately £50,000 per year

Automated front- and back-office processes let Tecni-Cable thrive against larger competitors

CHALLENGE:
Couldn't integrate ecommerce with back-office accounting and inventory or scale for growth

"NetSuite has been our system of choice since startup and will be in the future. If we could have dreamt up a system that fit all our requirements we would have created NetSuite."

ORACLE + NETSUITE

One system to track all membership information and transactional data

Closing of books during the same month that NetSuite was implemented

Robust accounting and reporting capabilities not seen in Quickbooks

"NetSuite was chosen because of its ability to customize, which we have done a lot."

CHALLENGE:
TMVOA needed to move their accounting processes in-house, and Quickbooks could not meet their needs.

ORACLE + **NET**SUITE

Grew retailer network to over 800 active merchants; streamlined transactions with 8 manufacturers

Consolidated view of 350,000 consumers for enhanced customer service and sales effectiveness

Precise control and insights into stock of 2,500 SKUs with multi-location inventory management

"NetSuite alleviates the need to maintain a complicated IT infrastructure with servers, security risks, and backups."

CHALLENGE:
Difficulty accessing and utilizing critical business data, fragmented infrastructure prevented growth

ORACLE® + NETSUITE

LEADING MULTICHANNEL RETAILER OF AQUARIUM AND PET PRODUCTS

Single view of customer activity across website, retail superstore and call center

Employs CRM data for aggressive email marketing, and a widely used loyalty program

Single data set covering products, finance and customers provides agility to grow

"We've had a big advantage in cost savings by moving ecommerce content management from IT to back-office staff because NetSuite is so easy to use."

CHALLENGE:
Previous system lacked robust accounting and financial reporting capabilities, required constant IT care

ORACLE + **NETSUITE**

ENDING EXTREME POVERTY BY CREATING JOBS

Efficiently scaled to raise over $1M in three years, creating nearly 700 jobs, aiding 950,000 people

Visibility into funding disbursements, and results from on-the-ground partner organizations

Doubled the number of new donors in the last five months through donor management

"Because we have so many transactions and donors, it's vital to track where a donation is going and how it's used. NetSuite.org has been a huge help for us."

CHALLENGE:
Startup needed efficient, unified solution to handle transactions, and CRM to optimize donor relationships

ORACLE + **NETSUITE**

CHARITY PROVIDING CHRISTMAS/BACK-TO-SCHOOL ASSISTANCE

>25,000 Ottawans assisted, with dramatically improved administrative efficiency

Single database to manage stakeholders, partners, volunteers, recipients, donors

Real-time visibility into expenses, revenue and goods for donation

CHALLENGE:
Duplicate data entry and lack of timely insight into critical dynamics

"We were spending a lot of time on manual work that could have been better spent. Now, with NetSuite, we're seeing a huge increase in efficiency."

ORACLE + NETSUITE

GROWING COOKWARE COMPANY

Saves $100K in server hardware and on-going IT headcount

Supports consolidated international analytics and reporting

50% reduction in accountant billable hours with NetSuite analytics and reporting

"NetSuite is powerful enough for us to enhance, refine, and grow with it."

CHALLENGE:
Replace failed migration from start-up software to Microsoft Dynamics GP

ORACLE + **NET**SUITE

THE COMPTROLLER'S OFFICE (CPA) OF TEXAS

3x faster than the speed of an on premise implementation

77% decrease in annual IT systems and support costs

Increased security as vendors can easily integrate without working within the state firewall

""NetSuite has been unbelievably more flexible, intuitive, faster and more responsive""

CHALLENGE:
Outdated software architecture inhibited their ability to scale.

ORACLE + **NETSUITE**

4x expansion in product offerings, innovating with integrated POS and ERP

Robust reporting with centralized POS and ERP data allows ROI measurement by promotion

Save 10 hours/week by automating inventory management

"With NetSuite, we see real-time customer, transaction, and inventory data. We can focus on our mission: creating holiday magic."

CHALLENGE:
Disparate POS and ERP systems inadequate to support growth, unable to track promotion effectiveness

ORACLE® + **NET**SUITE

THRILLIST

GROWING DIGITAL MEDIA COMPANY

50% increase in yearly revenue since 2012, and avoid expense of 2 FTE in finance

Real-time visibility into financial and sales data eliminates reporting delays and guesswork

Subsidiary ecommerce sales reconciled in NetSuite back-end

CHALLENGE:
Lacked scalability to expand to new markets, advertisers and audiences

"NetSuite is very customizable. You can pretty much do whatever you need to. The ease of use saves us a lot of time..."

ORACLE® + NETSUITE

Dramatic improvement in efficiency, visibility and scalability for growth

Faster, simpler time/expense reporting, approvals, calendaring, leave management, invoicing

5 days/month in manual work saved by using automated processes across NetSuite and OpenAir

"The automated data flows between NetSuite and OpenAir is highly efficient, reducing manual time spent, letting us grow our company without adding extra staff."

CHALLENGE:
Lack of systems integration and extensive manual work bogged down growth

ORACLE® + **NET**SUITE

AWARD-WINNING, FAST-GROWING U.K. IT RESELLER

50% revenue growth in the first year with a 30% increase in the customer base and workforce

20% decrease in cost of processing a sales order in first 12 months

Flexibility and visibility have supported rapid sales growth to mid-market firms in the U.K. and Europe

"NetSuite enabled us to accelerate our growth. It gave us the flexibility to tailor the system to our business processes, rather than the other way around."

CHALLENGE:
Functional and scalability limitations limited ability to grow the business and caused high IT costs

FAST-GROWING TRANSPORT SOLUTIONS COMPNAY

75% increase in productivity since NetSuite implementation

23% average revenue growth year-over-year since upgrading

Effective account management and new business development to improve customer satisfaction

"The productivity benefits we've seen with NetSuite have been fantastic. A task that used to take days can now be done in an hour."

CHALLENGE:
Limitations in speed, number of users, customization capability, lack of mobile access hampered growth

ORACLE® + **NET**SUITE

Reliable and real-time data through NetSuite's singular platform

Fully-engaged user adoption with every employee on one system

Detailed reporting allows leadership to analyze new metrics and make better business decisions

"Everyone here is on board with NetSuite. We trust the data."

CHALLENGE:
Trace3 needed a system to handle both project management and the general ledger.

ORACLE + **NETSUITE**

Improvements in reporting and visibility have given users the ability to search and find whatever they need.

Superior tools for managing roles and access are providing more granular control of data.

Customizations and configurations are easy to implement, and the user-friendly nature of the software is fueling adoption.

CHALLENGE:
The company had been relying on five different systems cobbled together, and the resulting instability made contending with growth impossible. It was ready to step up to a bigger and better system.

"Our business is quite complicated, being that we go from completely designing products to sourcing them overseas to importing them to warehousing them to wholesaling them, as well as direct to consumer. NetSuite is helping us to simplify things."

ORACLE® + **NET**SUITE

LEADING SOFTWARE FOR BRAND ADVERTISING

50% time reduction for monthly global financial consolidation

6x reduction in time for multi-currency transactions

Real-time metrics and on-demand reporting provide breakthrough visibility for informed decisions

CHALLENGE:
Systems lacked functionality and capacity for effective management and process efficiency

"Our move to NetSuite is really about scaling the business. We have much more visibility and accuracy with real-time accounting."

ORACLE + **NET**SUITE

GLOBAL LEADER IN LED LIGHT MANUFACTURING

Inventory management, sales, and accounting on one platform

Built-in reporting capabilities to provide new perspectives on data

Advanced inventory management is used for barcoding, work orders, assemblies, and multi-location billing

"It's been a good experience, I've used a couple of other systems in other companies and I've always wished that those systems would be like NetSuite and they were far from it.""

CHALLENGE:
As US LED grew their business, they looked for a way to streamline processes internally.

ORACLE + NETSUITE

POPULAR UK TV HOME-SHOPPING NETWORK

Saved £50,000/year over the cost of an equivalent server-based system and its maintenance

£8,000 revenue generated with improved email marketing

Saved £3,000 with automated VAT reporting

"NetSuite has helped us maintain strong growth, and prepare for the future, while keeping capital expenditures to a minimum."

CHALLENGE:
Needed to simultaneously support growth and reduce costs to fight downward price competition

ORACLE + NETSUITE

UNITY

LEADING CHINA-BASED STEEL AND ALUMINUM HARDWARE MANUFACTURER

Grow while standardizing business processes for speed and flexibility

75% reduction in time required for order management

New control and visibility for executing purchase orders with suppliers and manufacturers

CHALLENGE:
Needed a more agile solution to reduce manual work, enter new markets, and improve competitive position

"NetSuite gives us more agility to adapt to large business changes in China. We can easily incorporate new processes and adopt new business models."

ORACLE® + **NET**SUITE

Lead-to-cash automation from sales orders to realized revenue

Five subsidiaries around the world that roll up to one system

Clear audit logs within a single source of truth

CHALLENGE:
UGE had little coordination amongst departments and needed a platform to support their growth.

"Our business model has changed significantly from wind turbine to solar development and NetSuite's high customizability and versatility has allowed us to keep up with those changes."

ORACLE® + **NET**SUITE

Valworx

INDUSTRIAL VALVE BUSINESS

A new bill of materials system that allows them to ship theirassemblies quickly

Custom configuration enables processing of labels, forms, andscreens that were not previously possible

Removed burden of ongoing server maintenance

"The enterprise-levelsecurity control thatNetSuite provides ismuch better that whatwe could provideourselves."

CHALLENGE:
The technology Valworx was using was outdated and insufficient tomeet the needs of their growing business.

ORACLE + **NETSUITE**

Simple revenue recognition functionality that Intacct could not support

Highly customizable reports are now possible with NetSuite

Savings and efficiency have helped the company scale without adding unnecessary headcount

"NetSuite is easier to use and highly customizable. We expect to grow the business without the need to hire additional head-count."

CHALLENGE:
VersionOne needed a system to support their subscription model with revenue recognition.

ORACLE® + **NET**SUITE

LEADING AUSTRALIAN VETERINARY AND PET STORE

120% growth in profitability and 50% increase in order volumes

Transformed the business, from inventory to shipping to customer service, with zero IT headcount

Real-time order tracking has accelerated response times, improving customer service and satisfaction

"Before we deployed NetSuite, we had zero visibility into our business. NetSuite has given us the ability to think, analyze and plan like a large retailer."

CHALLENGE:
Rapid expansion outpaced previous manual, inadequate systems; had no visibility into business performance

ORACLE + NETSUITE

Peace of mind for leadership without local backup or server upkeep

Anywhere, anytime accessibility on a cloud-based system

Thousands of dollars in savings with no maintenance costs

"NetSuite helps us to visualize what's happening and to understand what's going on in the business even better."

CHALLENGE:
Washington Diamond needed to replace their three disparate systems that did not easily integrate with one another.

ORACLE® + **NET**SUITE

LARGE WATER FILTER SUPERSTORE

Real-time visibility into over 10,000 SKUs stocked at warehouse and distribution center

Consolidated view across more than a million B2B and B2C customers across the world

Simplified financial consolidation across separate wholesale and retail business units

"We've seen a 600% revenue increase in the past 3 years, and we could not have efficiently fulfilled those orders without a system like NetSuite in place."

CHALLENGE:
Lacked scalability and efficiency to support growth

ORACLE + **NET**SUITE

water for people

Consolidate and monitor international subsidiary locations and facilitate multi-currency transactions

Improved financial visibility and control with the ability to tie financials to individual projects/budgets

Centralized system to oversee grants and donations improves fund management

"Having all our country offices on the single NetSuite system and doing global financial consolidations has been extremely valuable."

CHALLENGE:
On-premise applications compromised effectiveness, wasted time managing and consolidating data

ORACLE® + **NET**SUITE

WineMarket

PREMIER RETAILER OF WINE PRODUCTS

Automated order processing easily handles 650% increase in orders

50% increase in website conversion

95%+ first-call resolution, and 75% reduction in call-back time

CHALLENGE:
Maximize growth while keeping costs low; needed to replace slow, error-prone manual order processing

"Now we can handle all the orders we get, our business processes are simplified, and we've got a smooth path to near-infinite growth."

ORACLE® + **NET**SUITE

Better visibility and control in implementations at 150+ non-profits in Latin America

Comprehensive, real-time views of per-project costs/income improved efficiency/delivery

Automated invoicing eliminated slow, manual, error-prone work

"NetSuite gives us the ability to look ahead and be prepared for what will happen. We're saving lots of time with NetSuite, and that's very important."

CHALLENGE:
Struggle to track and manage costs and time associated with multiple projects

ORACLE® + NETSUITE

65% revenue increase over last two years

Real-time inventory visibility provides quick, accurate response to customer inquiries

Multi-currency support enables seamless transactions in the U.S., China, Hong Kong, Vietnam

"We're about to post record profits, and I'm convinced a lot of that is due to the efficiencies that NetSuite has allowed us to take advantage of."

CHALLENGE:
Lacked essential financial and inventory management capabilities, and had little business visibility

ORACLE® + **NETSUITE**

PROFESSIONAL SERVICES PROVIDER

50% faster, completely accurate financial consolidation

Quick calculation and on-time payment of commissions

Streamlined billings ensure that sponsors pay on time and process expenses fast

"With NetSuite, our contracts and processes are linked, making it much easier to see what we keep and what we remit."

CHALLENGE:
Underpowered, inefficient accounting system slowed client and employee payments

ORACLE® + **NET**SUITE

GROWING ONLINE SPORTS RETAILER

400% sales growth without additional staff

Order automation and shipping integration freed 5 employees for customer service

Integration with payment processors enables better negotiation of payment processing rates

"NetSuite is helping us handle substantial growth in order volume without on-site hardware, software and an IT support staff."

CHALLENGE:
Excessive time spent on manual data entry; difficult to manage disconnected webstore

ORACLE® + **NET**SUITE

ZENDESK

WORLDWIDE CLOUD-BASED CUSTOMER SERVICE/SUPPORT PROVIDER

Doubled customer base from 20,000 to 40,000 across 140 countries

Real-time visibility and global financial consolidation across subsidiaries worldwide

Effortlessly manage international subsidiary finances and tax compliance in local currencies

CHALLENGE:
Lacked scalability, flexibility and functionality to handle rapid global growth, had little agility

"The ability to scale the company very quickly, with rapid introduction of new entities is very valuable. The ROI with NetSuite was much better than its closest competitor."

ORACLE® + NETSUITE