

A PATHWAY TO SUCCESS

Leading Practices for Software/Internet Companies

With thousands of successful implementations, NetSuite has a deep understanding of software, internet and other high tech businesses and the many challenges they face. Across all phases of software company growth—from startup to global enterprise—software companies strive to improve their performance in an increasingly dynamic marketplace. They are simultaneously struggling with:

- Manual and inefficient financial close processes
- Gaining real-time visibility into company performance
- Synchronizing complex order, billing and revenue processes
- Managing global business operations
- Financial controls and reporting
- Rigorous audit requirements

NetSuite:
Built with leading practices for software companies

Continuous Customer Lifecycle Engagement to ensure seamless continuity from sales to services to support.

Full visibility across the organization to operate at the speed of modern business, drive results and scale.

More than 3,000 hours worth of industry-leading best practices already built in to the system.

Nearly two decades of expertise across thousands of software and high tech industry deployments to drive value on Day 1.

100+ pre-built reports and pre-configured roles with dashboards and business intelligence metrics.

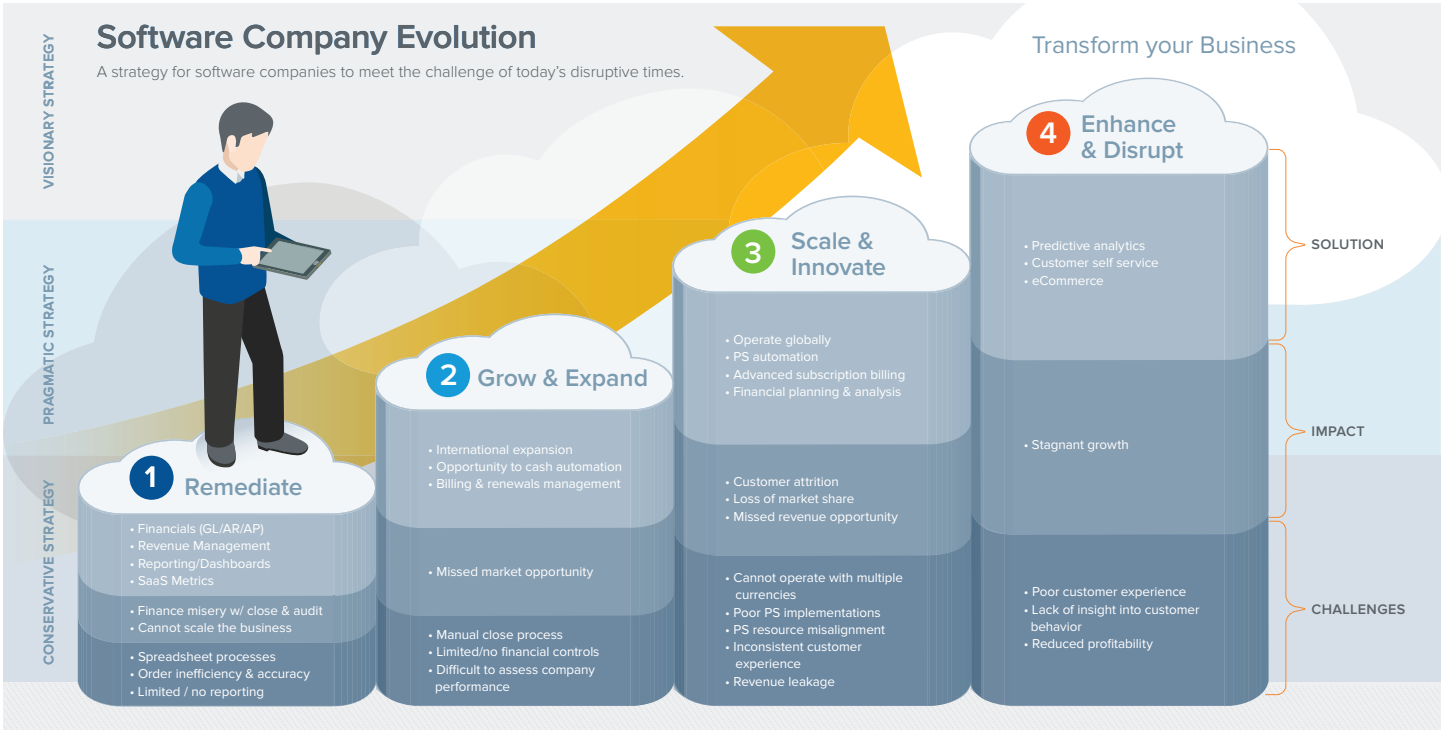
"NetSuite gives us transparency and a single view of everything without jumping through hoops. It's a system that grows with us."
— Commvault

As they seek to address these challenges, software, internet and other high tech companies are concerned about the time and capital required to fix their back-end systems. However, they realize that the ability to rapidly adapt and scale is critical to their success. What they need is a proven solution that can rapidly accelerate their business with a modern architecture—to go from zero to cloud in 100 days or less. What they need is NetSuite.

NetSuite delivers a unique set of processes, activities and systems specifically designed to deliver rapid value. It provides customers with a strong foundation to transform their business with a pre-configured solution and methodology that includes proven:

- Detailed workflows
- Pre-configured functional roles
- Dashboards
- KPIs

These leading practices leverage NetSuite's unmatched experience and knowledge in the software industry. The focus is on enabling customers to rapidly meet their business objectives and seamlessly grow and scale with NetSuite.



NetSuite's proven methodology for software company success.

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A Proven Path to Success for Software/ Internet Companies

NetSuite delivers a unified and phased pathway for our customers to succeed and scale their business. Here is how it works:

- The first step ensures software companies have a real-time view into business performance and the metrics that matter. A solution that automates critical finance and accounting processes, increasing the accuracy and efficiency of the financial close process, is critical. From our experience, this is the foundation that supports future software company growth and scale.
- From there, software companies are in a better position to capitalize on new opportunities and prepare for rapid growth. They can synchronize complex billing and revenue management flows, automate subscription and renewal processes and embark on global expansion. This phase is critical as software companies must balance the need for establishing compliance and controls with remaining agile to respond to marketplace dynamics.
- Once software companies can support multiple subsidiaries and currencies across global operations, they can tackle other challenges such as a lack of business visibility or inefficiencies in their embedded professional services organization. NetSuite has seen software customers improve professional services productivity by over 45%.

NetSuite:
At a glance

- World's #1 Cloud Business Software Suite
- Run by 30,000+ organizations
- Fastest growing financial management software provider according to Gartner
- Publicly traded (NYSE: N)
- Founded in 1998

Award-winning

Cloud ERP powering 1,500+ software companies

Rapid implementation

NetSuite uses the experience gained from years of software industry deployments to speed ROI. Expert implementation equips customers to make the most of NetSuite and expand towards next-generation solutions.

- Implementation in 100 days
- Deep software industry expertise
- Proven leading practices
- Pre-built configurations
- Turnkey setup and training

Proven ROI

- 40% to 70% reduction in time to close the books
- 45% to 75% improvement in invoice management
- 60% to 90% reduction in reporting time and resources

- Ultimately, the focus turns to innovative strategies that help maximize customer lifetime value, such as leveraging predictive analytics. NetSuite has seen its customers improve their actionable insights by over 50%.

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NetSuite delivers a number of roles that are pre-configured to ensure rapid adoption and quick speed of implementation:

- CFO
- CEO
- Accountant
- Controller
- Renewals Manager
- Billing Manager
- Purchasing Manager
- AP Analyst
- Revenue Manager
- IT Manager
- Operations Manager
- AR Analyst
- Sales
- Administrator

Delivering Transformative Results

Solution providers will often talk about 'roles'—however, NetSuite delivers all the tools needed from day one so that anyone can get up and running quickly with the right foundation to be successful. Whatever the job function, it will come pre-configured with all the KPIs, reminders, reports and value-driven dashboards for their daily and strategic needs—proven from years of real-world use by thousands of people in similar roles at software companies.

In a recent study by SL Associates, software companies reported stunning improvements in key performance metrics after switching to NetSuite's cloud-based solution.

Actionable Business Insights	+ 50% to 80%
Order Processing Efficiency	+ 45% to 75%
Finance Staff Productivity	+ 20% to 50%
Finance Close Time	– 40% to 70%
Compliance Support Time	– 25% to 45%
IT Support Resources	– 45% to 70%

"NetSuite has been invaluable in helping us scale. Strategically NetSuite is essential to our operations and its adaptability and flexibility are both refreshing and valuable."

—Venafi

NetSuite has packaged nearly two decades of experience from thousands of software industry deployments into a set of leading practices that paves a clear pathway to success and is proven to deliver rapid business value.

Are you ready to put NetSuite leading practices to work and take your business from zero to cloud in 100 days of less?

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