Level Up Your Business Processes with NetSuite

October 28, 2021

GROSSMENDELSOHN
ACCOUNTING • TECHNOLOGY • WEALTH ADVISORY

ORACLE NETSUITE

About Gross Mendelsohn

- Provides accounting software, networking solutions and cyber security consulting services for businesses

- More than 25 years experience providing realistic and honest guidance to various industries

- Firm established in 1960

- Technology division in existence since 1990s

- Led by CPAs and seasoned technology professionals

About Gross Mendelsohn

- NetSuite Authorized Solution Provider as well as Microsoft Gold Cloud Solution Provider

- Independent view – we work with multiple products

- Can tap into the tax, accounting and investment resources available within Gross Mendelsohn

- Pride ourselves on providing outstanding client service

NetSuite: The Numbers

The first cloud company

ORACLE
NETSUITE

Global Business Unit

27,000+
Customers worldwide

Customers in 215+ countries and dependent territories

Record Growth

6,000+
New logos in last 12 months

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Trusted by 27,000+ Customers
Every Size. Every Industry. In Every Part of the World.

Software	Services	AMP	Nonprofit	Manufacturing	Wholesale Distribution	Retail
ScienceLogic	OpenSymmetry	[a·mo·bee]	HEALING WATERS INTERNATIONAL	BAILEY	SNACK NATION	WILLIAMS SONOMA
Quicken	OPTIV	FORTHEA interactive marketing	kiva	CORKCICLE.	Automation Take Control	JONATHAN ADLER
Mighty Ai	spectrio	SHE MEDIA	Seed Savers EXCHANGE	FORTO COFFEE SHOT ORGANIC	rst BRANDS	ALTON LANE
directscale	topdown CONSULTING	W2O GROUP	LEUKEMIA & LYMPHOMA SOCIETY	epec | build to print electronics	TACTICAL MEDICAL SOLUTIONS	LUCKY BRAND EST. 1990
e+	livelike	THRILLIST	BRIGHTPOINT HEALTH	Blue	HESTRA	BRILLIANT EARTH
HEADSPACE	SoFi	dwa		inter·lux	PRECISION DISPOSABLES	TOAD&CO EVERY DAY IS AN ADVENTURE
SportsTG Let's Win	AVANT	CardinalPath	Rise AGAINST HUNGER	Shaw Where Great Floors Begin	mountz the torque tool specialists	journelle
FISHERUNITECH	Lightbend	The Second City	ASHOKA	SUGAR BOWL BAKERY	BIG AGNES	LOVESAC

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NetSuite – Enabling Global Business Growth

199+ countries & dependent territories deployed

24 UI languages

100+ countries tax calculation & reporting

203+ countries & dependent territories transacted

90+ bank payment formats

190+ currencies updated daily

Polling Question 1

Did you have a cloud-based system when the pandemic hit enabling easy access for all users?

a) Yes

b) No

c) We didn't then, but we do now

Polling Question 2

Is your current system cloud based, or accessible remotely with ease?

a) Yes

b) No

c) We can access it remotely, but not easily

On-Premise vs. Hosted vs. True Cloud

ON-PREMISE

- IT resource dependent
- Large upfront capital investment
- Expensive upgrades
- Long time to new versions
- Additional time and software for security required

HOSTED/SINGLE TENANT SAAS

- Customizations cumbersome
- IT resource management required
- Costly upgrades depending on customisation
- Version control/ laggard upgrades
- Requires separate computer database for each tenant

MULTI-TENANT SAAS: NETSUITE MODEL

- Rapid time to value
- Little IT involvement
- Upgrades included
- Frequent new features
- No hardware costs

Hosted Cloud vs. Real Cloud Value Realization

HOSTED CLOUD

9%
Software Licenses

Customization & Implementation

Hardware

IT Personnel

Maintenance

Training

ON-PREMISE ONGOING COSTS

- Apply fixes, patches
- Downtime
- Performance tuning

- Rewrite customizations
- Rewrite integrations

- Maintain/upgrade hardware & network
- Maintain/upgrade security & database

CLOUD COMPUTING

68%
Subscription Fee

Customization & Implementation

Training

CLOUD COMPUTING ONGOING COSTS

- Apply fixes, patches
- Downtime
- Performance tuning

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Single Version Focus

16,000+ organizations on the same product and version

One version to implement, support, enhance

Customizations preserved upon upgrade

Resource focus, economies of scale

ORACLE®
NetSuite

Products

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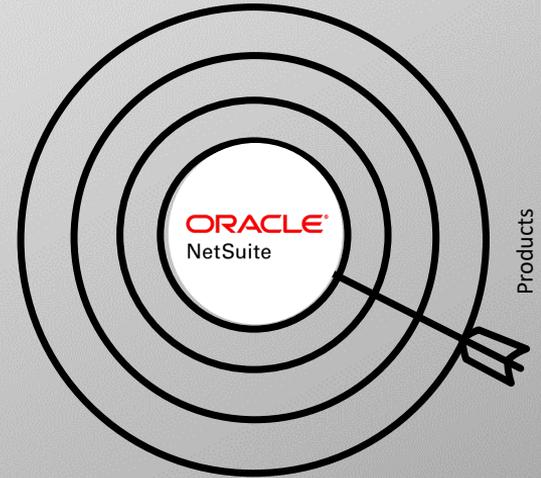
Polling Question 3

Do you have separate systems in your organization to run your operations?
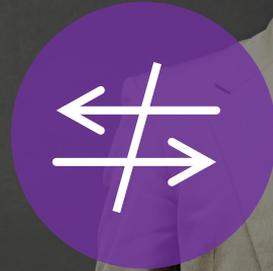
(Finance, Sales, HR, etc.)

a)   Yes

b)   No

DATA IS
FRAGMENTED

PROCESSES SIT
IN SILOS
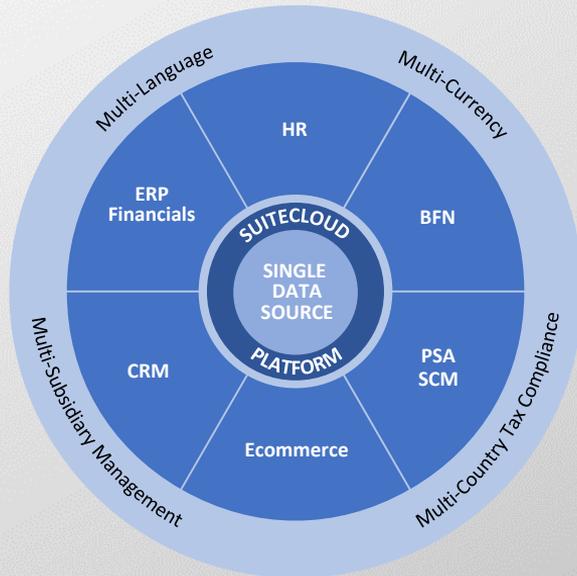
MULTIPLE USER
INTERFACES

BROKEN
TRANSACTIONS
& ORDER FLOW

DIFFERENT
VERSIONS OF
THE TRUTH

ORACLE NETSUITE
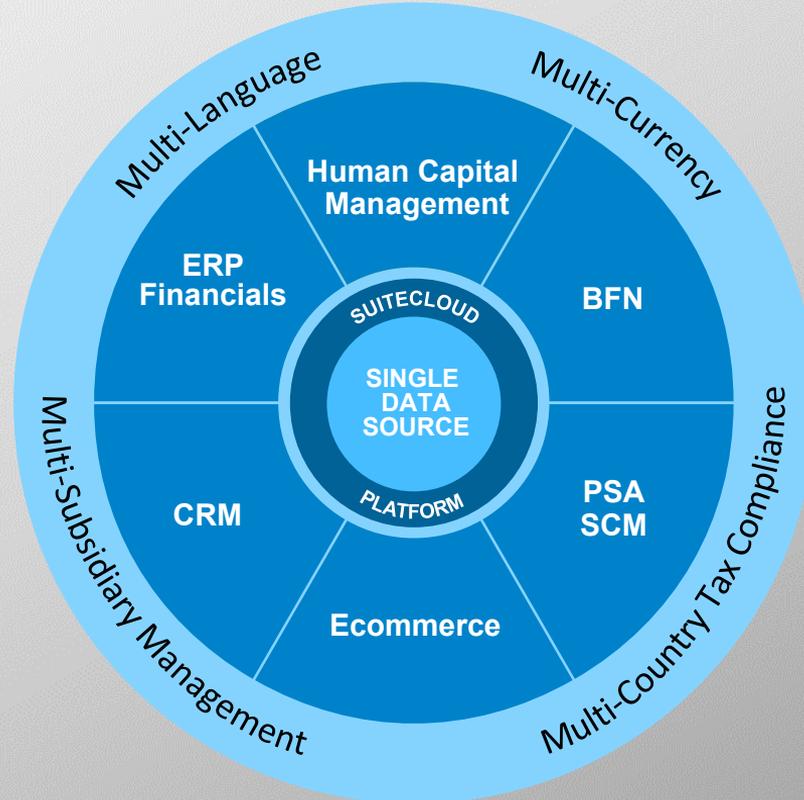
NetSuite

All the Functionality Required to Run a Business

- Software
- Services
- Advertising
- Nonprofit
- Manufacturing
- Wholesale distribution
- Retail
- Media/publishing
- Sub verticals
- Built for NetSuite

- KPIs
- Dashboards
- Roles
- Workflows
- Forms
- Integrations
- SuiteApps
- Thousands of hours of pre-configuration
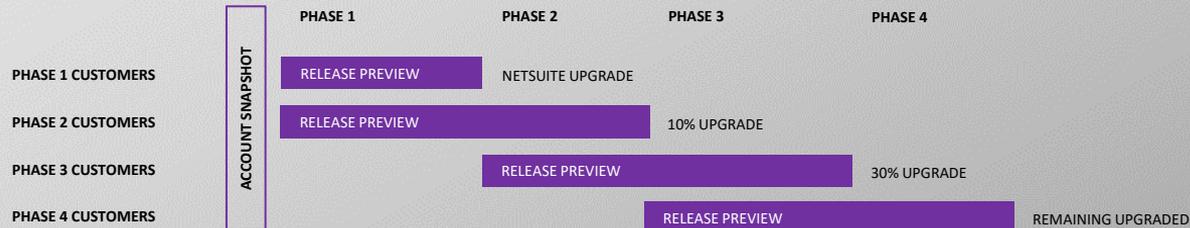- All based on leading practices

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Automatic Upgrades, Including Customizations

100% OF OUR CUSTOMERS ARE ON THE SAME RELEASE

Two major upgrades per year
Ongoing minor upgrades throughout the year
Release preview environment

Customizations carry forward
Customer use cases incorporated in QA testing

PATENTED "PHASED RELEASE" PROCESS

		PHASE 1	PHASE 2	PHASE 3	PHASE 4
PHASE 1 CUSTOMERS	ACCOUNT SNAPSHOT	RELEASE PREVIEW	NETSUITE UPGRADE		
PHASE 2 CUSTOMERS		RELEASE PREVIEW	10% UPGRADE		
PHASE 3 CUSTOMERS			RELEASE PREVIEW	30% UPGRADE	
PHASE 4 CUSTOMERS				RELEASE PREVIEW	REMAINING UPGRADED

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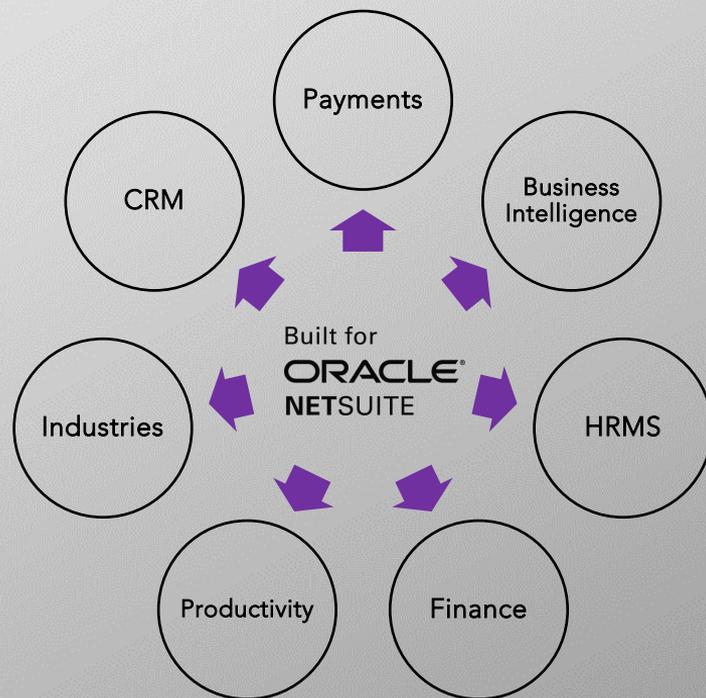ACCOUNTING • TECHNOLOGY • WEALTH ADVISORY
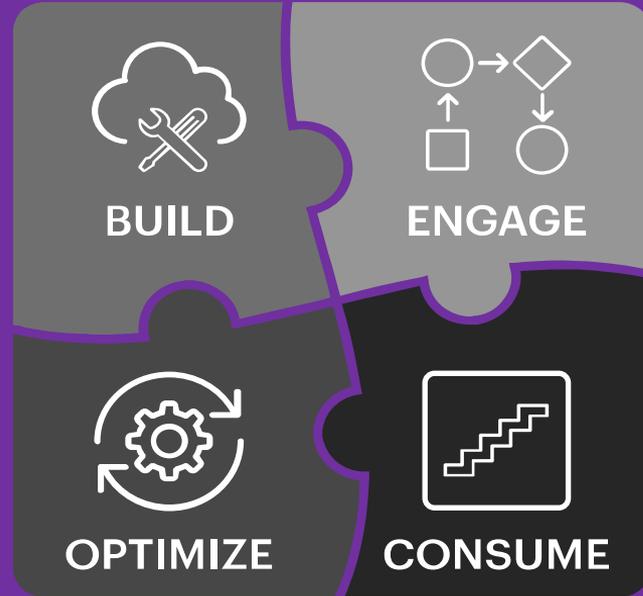
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SuiteCloud Developer Network

A wide selection of third-party applications for specific industry or business needs is available through the SuiteCloud Developer Network
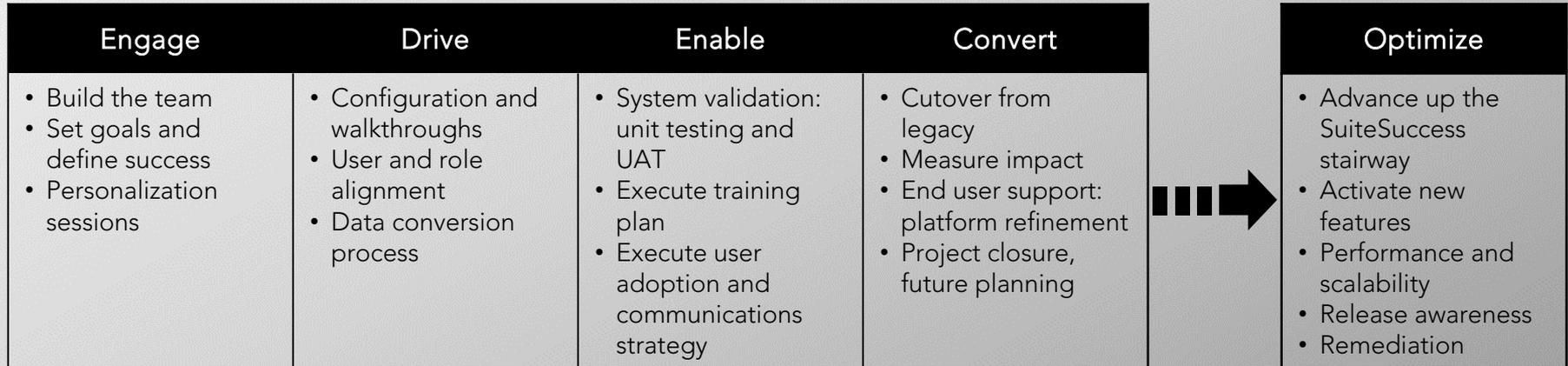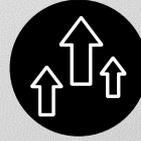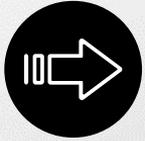
300+ partners

300+ SuiteApps

SuiteSuccess Deployment Approach

Engage
- Build the team
- Set goals and define success
- Personalization sessions

Drive
- Configuration and walkthroughs
- User and role alignment
- Data conversion process

Enable
- System validation: unit testing and UAT
- Execute training plan
- Execute user adoption and communications strategy

Convert
- Cutover from legacy
- Measure impact
- End user support: platform refinement
- Project closure, future planning

Optimize
- Advance up the SuiteSuccess stairway
- Activate new features
- Performance and scalability
- Release awareness
- Remediation

Advanced Customer Support

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The Starter Approach

PHASE 3 — **Incorporate Your Nice-to-Haves**

PHASE 2 — **Build Upon Your Foundation**

FOUNDATION — **Start Here With What You Need Day 1**

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NetSuite Stairway for Financials First

ESTABLISH
- Financials
- CRM
- Analytics and dashboards
- Tax management

ELEVATE
- International expansion
- Requisitions and procurement
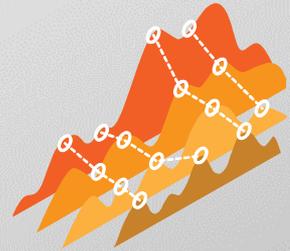- People management
- Planning and budgeting

EXPAND
- Project management
- Billing and advanced revenue
- Subscription management
- Advanced reporting

ACCELERATE
- Inventory management
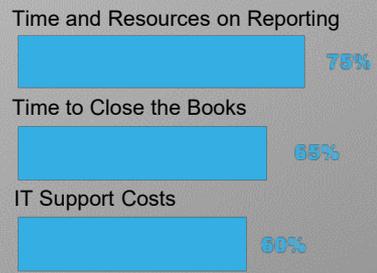- Fulfillment
- Ecommerce
- Multi-book accounting

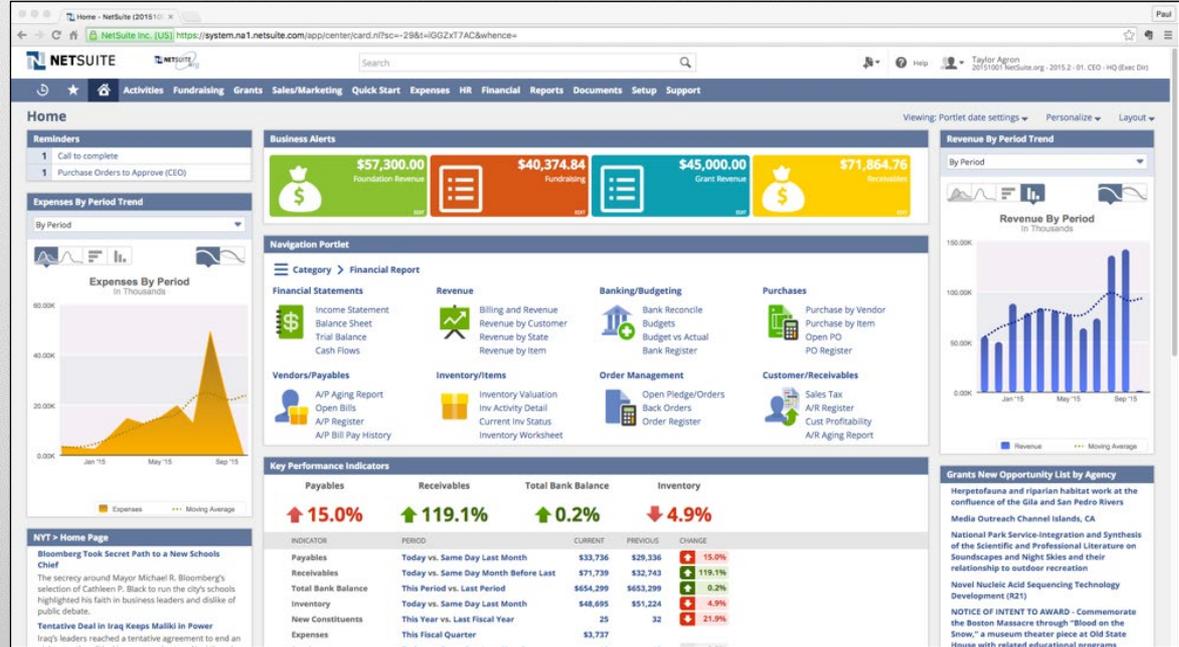**DOMINATE**
- Talent management
- Email marketing
- Advanced planning

INCREASED:

Business Insights — 80%

Order Processing Efficiency — 70%

Invoice Management Efficiency — 60%

REDUCED:

Time and Resources on Reporting — 75%

Time to Close the Books — 65%

IT Support Costs — 80%

Over 300+ BI Components Available "Out of the Box"

Demo

How We Move Forward Together

Our process is unified across all phases so that you have clear expectations throughout the implementation process and after go live.

Evaluation Cycle

- Leading Practice Review
- Demonstration
- Scope Validation
- Proposal

Delivery Cycle

- Kick-off
- Account Activation & Data Migration
- Training
- Cutover

Support

- Post go-live support
- Check-in
- Stairway

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Custom NetSuite Demo

Scan the QR code to schedule your custom demo of NetSuite.

Our NetSuite solution experts will walk you through the platform, discuss your organization's specific needs and answer your questions.

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Contact Me

👤 Michael Marinaro, CPA, MCTS

@ mmarinaro@gma-cpa.com

📞 410.598.9135

Thank You!