NETSUITE FOR ELECTRONIC MANUFACTURERS

A Unified Application to Manage Your Electronics Business

ORACLE® + **NET**SUITE

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

Electronics manufacturers are vying market share from around the world. To stay in the race, electronics manufacturers must become active players in the technology ecosystem,

seeking expertise to develop equipment connectivity, data analysis and software to modernize their IT footprint.

Electronics manufacturers also need an agile tech environment to capitalize on new business models. Today, businesses are pursuing new revenue streams thanks to technological advancements—electronics manufacturers are exploring new distribution networks and methods of getting their product into their buyer's hands, and need technology that can keep up.

How do mismanaged business processes impact the success of electronics manufacturers?

Leading electronics manufacturers tell us that unwieldy back-office processes and outdated technology can create a number of issues that can impact long term success, including:

- **High operational costs and inefficiencies** – Time and money spent manually managing business processes instead of on meeting customer needs.

- **Inhibited business growth** – Growth goals blocked by outdated business technologies and manual practices.

- **Manual information exchange** – Disparate software applications (accounting, inventory management, HR, WMS) that do not communicate in real-time.

- **Lack of visibility into key business metrics** – No ability to report on profitability by customer or products due to disparate systems and spreadsheets.

With all of these issues, electronics manufacturers waste valuable time and energy. In today's highly competitive business environment, companies need to focus more on customer service and business strategy, and less on performing manual processes, managing disparate software systems, and updating spreadsheets.

At the core of these issues impacting long-term success, we see a trend: electronics manufacturers relying on spreadsheets, aging

NetSuite Manufacturing Edition Offerings

- Role-based, customizable dashboards

- Multiple entity management and consolidation

- Real-time, industry specific KPIs

- Integrated ERP, HCM, WMS, Supply Chain Management, Vendor Portals

on-premise systems, point solutions, or worse, a combination of all three. With NetSuite's unified model, electronics companies can stop wasting time and resources managing multiple data silos while leveraging real-time visibility for insights into their business.

Successful electronics manufacturers recognize that modernizing their back-office technology is essential to capitalizing on new opportunities. Executives realize that streamlining operations is crucial to success for new product development, supplier management, lean manufacturing and data-driven business decisions. In today's fast-paced business environment, having this insight can be the difference between thriving and barely surviving.

NetSuite ERP supplies a modern, complete and transparent platform for manufacturers to streamline back-office operations and eliminate siloed data.

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

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

• Dynamically manage item reorder points and preferred stock levels based on average lead time, historical or seasonal-based sales demand and number of days' supply to stock.

ORACLE + NETSUITE — MANUFACTURING VALUE CHAIN

FUNCTION	BUSINESS PROCESS		WORKFLOW	BUSINESS IMPACT
Engineering	• Product Design • BOM Management	Revision, Build BOMs and Routings, Resource Requirements, Project Management	Product Management	Capture Manufacturing Costs, Supply Chain Identification, Marketing Effectiveness
Sales & Marketing	• Campaigns • Opportunity Management • Quotations	Prospect Capture, Forecasting, Pipeline Management, Commission Management Configuring, Contracts, Promotions, Mobile Access	Lead to Quote	Forecasted Revenue, Projected Inventory Demand, Sales Effectiveness/Close Ratios, Rep Productivity, Pipeline Management
Order Management	• Input Type • Customer Self-Service	Quick Order Entry, Ecommerce, Customer Portals, Direct Sales, Distributors, Point of Sale, Mobile, Intercompany, EDI	Order to Cash	Customer Profitability, Cost to Serve, Profitability by Segment
Supply Chain Management	• Suppliers • Demand Planning • Purchasing	Portals, Performance, Supplier Management, MRO, Buy Direct, Purchase Requisition, Supplier Collaboration, Drop Ship, Demand Forecasting, Inventory Management, Allocations	Procure to Pay	Inventory Cost Management, Lead Time, Cash Flow Management, Purchasing Compliance
Manufacturing	• Scheduling • Work Order Management • Quality	BOMs, Routings, Costing, WIP, Work Orders, Resources, Overload Notifications, MES, Production Management, Available to Promise, Multi-Site, Serial and Lot Control	Build to Demand	On-Time Delivery, Fulfillment Cost, Inventory Controls
Service and Support	• Case Management • Warranty • Solution Management	Product Support, Warranty/Repair, RMA–Return Material Authorization, Rentals and Service, My Account, Customer Portal, Knowledge Base	Call to Resolution	DSOs, Product Issues, Support Costs, Cost to Close
Financials	• Intercompany • Costing • Payment Management	Fixed Assets, Deferred Revenue, Project Accounting, Revenue Reconciliation, Close Management, Multi-Currency, Taxation, Multi-Location	Financial Closing	Receivables, Consolidations, Close Times

COMMERCE READY – SUITECLOUD – MOBILITY

REPORTING & ANALYTICS — SUITEFLOW — GRC – GOVERNANCE RISK & COMPLIANCE — SDN – SUITECLOUD DEVELOPER NETWORK — HUMAN CAPITAL MANAGEMENT (HCM)

> " NetSuite's unified cloud-based business management suite has made a huge difference in our business and has us well positioned for our next stage of growth."
>
> **Blue Microphones**

- Reduce lag time with real-time alerts whenever stock falls to predefined thresholds.

- Avoid "stock-outs" to maintain continuity.

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

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

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

- Product data management, which allows for engineering change order (ECO) capabilities to manage changes that affect the supply chain.

- Supply chain control tower, which acts as central point of visibility for inventory across all subsidiaries/companies around the world to help schedulers, planners and buyers make the right decisions, communicate effectively with customers and suppliers, and hold just the right amount of inventory.

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

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

Multiple entity management and consolidation: NetSuite OneWorld helps electronics manufacturers with multiple locations and

subsidiaries streamline operations and provides real-time visibility at the local, regional and headquarter levels within a single system. With OneWorld, electronics manufacturers can develop standard business processes and deploy them across their divisions and subsidiaries at the click of a button.

With support for over 190 currencies, 20 languages and customer deployments in over 160 countries, country-specific accounting standards across North America, Europe and Asia, NetSuite OneWorld enables organizations to seamlessly meet the Individual needs of local operations and easily adapt to the latest accounting standards and regulations.

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

Human Capital Management (HCM): In such a high churn industry, having the right HR system in place is critical. NetSuite SuitePeople empowers managers and HR professionals to streamline employee information, new hires, employee onboarding, payroll, promotions and compensation changes, all from a single Suite.

Key features include:

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

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

In addition, the SuiteCloud development platform enables customized mobile applications for all unique business needs, while complementary mobile solutions from SuiteCloud Developer Network partners enable you to extend mobile functionality in such areas as field service, sales and warehousing—regardless of the mobile platform your organization uses.
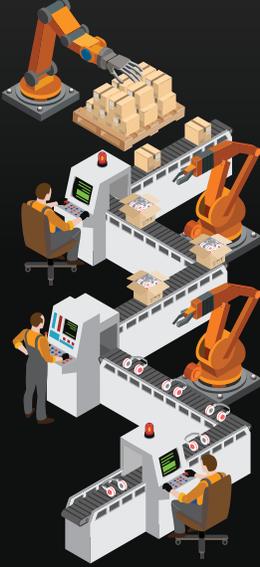
A Pathway to Success

With NetSuite, electronics manufacturers are getting more than just a software package - they are getting a lifelong business partner that is committed to their success. Built with industry-based leading practices derived from nearly 20 years of collective implementation experience, NetSuite is designed to deliver value on Day One.

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

ORACLE + NETSUITE

NETSUITE STAIRWAY FOR
CONSUMER ELECTRONIC MANUFACTURERS

www.netsuite.com/electronics

	CUSTOMER REALIZED BENEFITS	SOLUTION	
TRANSFORM	• Increased average deal size 78%-105% • Improved customer satisfaction 50%-75% • Remote monitoring enables anything-as-a-service	• Market Intelligence • Marketing Automation • Industrial Internet of Things	Market Disruptor
ENHANCE	• Reduced equipment costs and maximized throughput and efficiency 30%-40% • Improved Distribution Cost as a % of sales 15%-30% • Reduced Inventory Costs 20%-30%	• Warehouse Management (WMS) • Advanced Order Management • Maintenance	Intelligent Distribution
INNOVATE	• Increased average proposal volume 36%-49% • Reduced in planning cycle times 20%-30% • Improved customer service capacity 25%-60%	• CPQ • PLM • Quality • Paperless Manufacturing	Quality and Process Improvement
EXPAND	• Improved production efficiency and lead times 50%-80% • Reduced obsolete inventory carrying costs 60%-80% • Improved fulfillment rates and reduced back orders 75%-85%	• Scheduling • Global Expansion • B2C and B2B Commerce (B2X) • WIP and Routing • Asset Management • Rough Cut Capacity Planning • Shop Floor Reporting	Production Efficiency
REMEDIATE	• Reduced time to close books 75%-90% • Improved staffing utilization due to automation 10%-25% • Improved order processing efficiency 45%-75%	• Financial (FMS) • Order Management • Inventory • CRM • Operational BI • Work Orders and Assemblies • Demand/Supply Planning	Operational Efficiencies