



Leading Practices for Retail

A Pathway to Success



With thousands of successful implementations, NetSuite has a deep understanding of retail businesses across all sectors and the many challenges they face. As the pace of change accelerates, retailers are struggling to keep up—especially those still relying on aged, on-premises ERP systems. As they strive to improve business performance and increase customer satisfaction in an increasingly competitive environment, they are struggling with:

- Metrics based on unreliable data.
- Ineffective inventory utilisation.
- Difficulty expanding into new channels.
- Inefficient order processes and inaccuracies.
- Order orchestration and inventory visibility issues.
- Manual processes that cannot scale.

NetSuite:

Built with leading practices for retailers

- **Continuous engagement** with customers to ensure seamless continuity from sales to services to support.
- **Full visibility across the organisation** to operate at the speed of today's business, drive results and scale.
- **More than 3,000 hours worth** of industry-leading best practices already built into the system.
- **Nearly two decades of expertise** across thousands of retail deployments to drive value on Day 1.
- **More than 300 pre-built reports and pre-configured roles** with dashboards and business intelligence metrics.

“There is no other company that can provide a complete solution that delivers Business-to-Business (B2B) and Business-to-Consumer (B2C) commerce, marketing, sales, management, sourcing, warehousing and support capabilities built into one customisable platform.” **Frost & Sullivan**

As they seek to address these challenges, retailers are concerned about the time and capital required to fix their back-end systems. However, they realise that the ability to rapidly adapt and scale is critical to their success. What they need is a proven solution that can rapidly accelerate the business with an architecture to go from zero to cloud in weeks. 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 retail. The focus is on enabling customers to rapidly meet their business objectives and seamlessly grow and scale with NetSuite.

ORACLE | **NetSuite Stairway For Retail** www.netsuite.co.uk/retail

Establish

- Financials
- Order management and CRM
- Pricing and promotions
- Inventory management
- Procurement management
- Returns and customer service

Elevate

- Financial and operations planning
- Warehouse management
- Assembly management and outsourced manufacturing

Expand

- People management
- Fixed asset management
- Advanced order management

Accelerate

- International expansion
- Revenue management
- Project management

Dominate

- Operate globally
- Internet of Things



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

- Senior Executive
- Sales
- AP Analyst
- Marketing Manager
- IT Manager
- Customer Service
- Purchasing Manager
- AR Analyst
- Sales Manager
- Financial Controller
- Warehouse Operations
- Mobile Administrator
- Administrator

A Proven Path to Success for Retailers

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

- A single view of customers, orders, items and inventory. NetSuite knows just how difficult it is to sell anything without a comprehensive view of the business. Getting a retail business on a real-time platform so all channels are operating from a unified base is the critical foundation.
- Add ecommerce or other omnichannel capabilities to enhance and provide a greater customer experience. This phase is critical as buyers increasingly move online.
- Address social branding, opportunities for global expansion and selling through multiple marketplaces, such as Walmart.com, Amazon Checkout and your own ecommerce store.

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 workbench to be successful. Whatever the job function, it will come pre-configured with all the KPIs, reminders, reports and value-driven dashboards for daily and strategic needs—proven from years of real-

NetSuite:
At a glance

World's #1 Cloud Business Software Suite

- Used by more than 29,000 customers
- Used in 200+ countries
- Founded in 1998

Award-Winning

- 2019 UK Cloud Awards ‘Best Cloud Platform Solution’

Rapid Implementation

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

Deep Retail Industry Expertise

- Proven leading practices
- Pre-built configurations
- Turnkey-approach to setup and training

world use by thousands of people in similar roles at retail companies.

NetSuite has packaged nearly two decades of experience from thousands of retail 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 weeks?

To find out more, contact NetSuite on [Hello-Netsuite_GB@oracle.com](mailto>Hello-Netsuite_GB@oracle.com)

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