A Pathway to Success

Leading Practices for Today's Manufacturer

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

- Metrics based on unreliable data.
- Ineffective inventory utilisation.
- Difficulty expanding into multiple channels.
- Inefficient order processes and inaccuracies.
- Inconsistent order orchestration and lack of inventory visibility.
- Manual processes that cannot scale.

"NetSuite's SuiteSuccess is both a mechanism for rapid deployment and a very specialized solution. And NetSuite has accomplished this in a single suite, with the benefits inherent in a true multitenant SaaS solution. Customers are pumped to consume capabilities based on very specific industry needs and to reimagine consumption models to drive faster time to value, better ROI and greater user adoption."
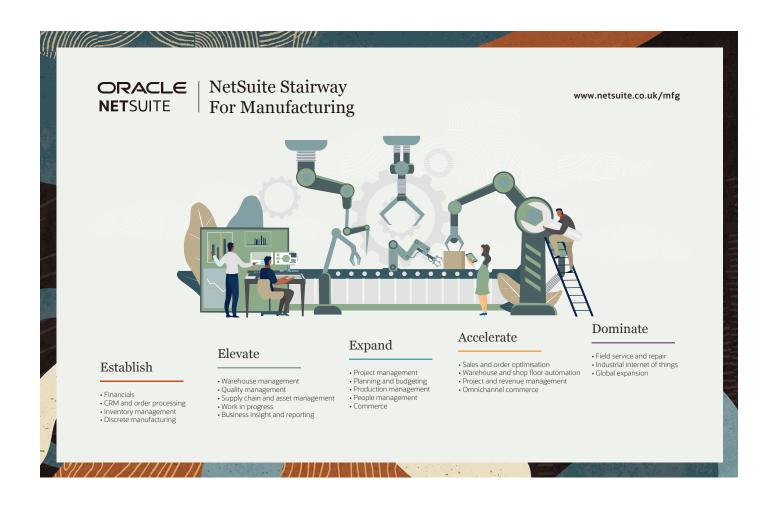
Cindy Jutras, President, Mint Jutras

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As they seek to address these challenges, manufacturing 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. *What they need is Oracle NetSuite.*

Oracle 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:

- Standard 14 pre-configured functional roles including specific dashboards

- Premium 17 pre-configured functional roles including specific dashboards

- Hundreds of additional custom reports and KPI's build into the edition

These leading practices leverage Oracle NetSuite's unmatched experience and knowledge of accounting and financials processes. The focus is on enabling our customers to rapidly meet their business objectives and seamlessly grow and scale with Oracle NetSuite.

ORACLE NETSUITE | NetSuite Stairway For Manufacturing

www.netsuite.co.uk/mfg

Establish
- Financials
- CRM and order processing
- Inventory management
- Discrete manufacturing

Elevate
- Warehouse management
- Quality management
- Supply chain and asset management
- Work in progress
- Business insight and reporting

Expand
- Project management
- Planning and budgeting
- Production management
- People management
- Commerce

Accelerate
- Sales and order optimisation
- Warehouse and shop floor automation
- Project and revenue management
- Omnichannel commerce

Dominate
- Field service and repair
- Industrial internet of things
- Global expansion

A Proven Path to Success for Manufacturers

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

- The first step is all about making sure manufacturers have a single view of customers, orders, items and inventory. From its experience in the sector, Oracle NetSuite knows just how difficult it is to sell anything without it. Getting a manufacturing business on a real-time platform so all channels are operating from a unified base is the critical foundation. Oracle NetSuite has seen customers improve gross margins 1–5%.

- Once there, manufacturers are in a better position to add ecommerce or other omnichannel capabilities to enhance and provide a greater customer experience. This phase is critical as increasingly buyers move online, according to the latest research, 30% of buyers complete at least ½ of their purchases online.

- From there, they are freed from the constraints of their legacy systems and are ready to tackle challenges such as a lack of visibility or inefficiencies in their supply chain.

- Ultimately, the focus turns to more innovative and disruptive strategies such as pricing and margin management and business intelligence. NetSuite has seen its customers improve their actionable insights by over 56%.

NetSuite:
At a glance
World's #1 Cloud Business Software Suite

- Used by more than 29,000 customers in 215 countries and dependent territories
- Fastest growing financial management software provider, according to Gartner[1]
- Founded in 1998

Proven ROI

- 20% to 30% reduction in inventory costs
- 60% to 80% reduction in customer backorders
- 2% to 10% increase in revenue performance

Rapid Implementation

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

- Deep manufacturing industry expertise
- Proven leading practices
- Pre-built configurations
- Turnkey setup and training

[1] *Gartner, "Market Share: All Software Markets, Worldwide, 2015," March 31, 2016*

Standard
- Senior Executive
- CFO
- Financial Controller
- Accountant
- Sales
- Sales Manager
- Marketing Manager
- Customer Service
- Warehouse Manager
- Warehouse Operator
- Supply Chain Manager
- Production Manager
- Contract Manufacturer
- Purchasing Manager

Premium
- Senior Executive
- CFO
- Financial Controller
- AR Analyst
- AP Analyst
- Sales
- Sales Manager
- Marketing Manager
- Customer Service
- Engineering
- Warehouse Manager
- Warehouse Operator
- Supply Chain Manager
- Production Manager
- Production Operator
- IT Manager
- Cost Accountant

Delivering Transformative Results

Solution providers will often talk about 'roles'—however, Oracle 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 realworld use by thousands of people in similar roles at manufacturing companies.

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

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

"NetSuite can grow with us. I feel like we've just scratched the surface of what NetSuite can do."

Katie Hembree, Operations Manager, Tactical Medical Solutions, Inc.

Reduced Time to Close Books	75%-90%
Improved Production Efficiency and Lead Times	50%-80%
Reduced Obsolete Inventory Costs	60%-80%
Improved Staff Utilisation Due to Automation	10%-25%
Improved Order Processing Efficiency	45%-75%

Are you ready to put Oracle NetSuite leading practices to work and take your business from zero to cloud?