

Oracle NetSuite The #1 Cloud ERP Solutions for Modernizing your Business

How a modern SaaS cloud architecture solves
obstacles in transforming the business environment



Run a Global Business With Ease

Access financial, operational and transactional data from across the organization. Easily customize dashboards, reports and visual analytics to provide a summary-level overview or an in-depth account of business activity.

Simplify Your Business

NetSuite's cloud-native architecture places it at the forefront of ERP solutions. Leveraging the power of the cloud, businesses can bid farewell to costly on-premise installations and embrace a streamlined, accessible, and scalable solution.

By leveraging technology with a modern SaaS cloud architecture, IT departments and CIOs can help businesses address these considerations and implement a customized platform with improved security, efficient data management, self-service capabilities, and reduced operational costs. With NetSuite, there's no need to worry about hardware maintenance, software updates, or data security—everything is seamlessly managed in the cloud, ensuring optimal performance and reliability.

Implement confidently with SPL

Unique business challenges, unique technology requirements

When considering an ERP and the challenges of implementation for your business, you should choose one tailored to meet the specific needs and budget of your organization.

Embracing best practices from the outset, including clear requirements definition and ongoing support, is critical to staying within your timeline and under budget.

WHY SPL ?

- **Acting as strategic partners to businesses**, enabling them to leverage technology effectively to achieve their goals, enhance operational efficiency, ensure compliance, and deliver better services to customers and businesses.
- **Working closely with NetSuite to develop strategic plans** that align technology initiatives with an business's objectives, ensuring that investments support the firm's mission.
- **Providing the necessary IT infrastructure to support the operations of businesses** – from network infrastructure, servers, databases, and software applications, to cybersecurity, data storage, etc.
- **Managing the software implementation process**, which includes gathering requirements, selecting the appropriate solution, running a risk assessment, overseeing configuration, and executing a smooth deployment.

Why NetSuite? From Startup to Enterprise, the #1 Cloud ERP Business Software Solution

Built from the ground up for the cloud

Scale up, spin off, adopt new business models, NetSuite's flexibility lets you do it all, quickly and easily. With every NetSuite upgrade, your configurations and customization migrate seamlessly.

Real-time analytics is the NetSuite user interface. Users know what they should be doing and how they're helping the business, with vital business data displayed from right within the system.

Number #1 Cloud ERP



Implementing an enterprise resource planning (ERP) system such as NetSuite can seem like navigating a maze that's rife with potential pitfalls at every turn. The stakes are high – time, money, and your business's future are all on the line.

With the right guidance, however, you can turn an ERP implementation into a powerful opportunity for growth and efficiency.

At SPL, we don't just implement software; we transform businesses.

Our proven methodology and unique insights can help your NetSuite ERP implementation succeed and move your business forward.

Here's how we do it and how you can, too.

1

Focus on what your business needs to win, not just what the software does

To truly harness the power of NetSuite ERP, we start by understanding your business needs.

Most implementations focus on what the software can do. But at SPL, we prioritize your business needs. Our specialists use requirements traceability matrices instead of the traditional business requirements documents.

This approach involves mapping unique business processes and goals to the ERP system to make sure the technology supports business strategy – not the other way around.

Actionable steps

☒ **List business scenarios**

Gather all departments to document their critical processes and unique needs.

☒ **Assign economic value**

Evaluate the importance of each process in terms of economic impact.

☒ **Review and refine**

Regularly revisit these scenarios to align with business goals.



Build toward go-live with iterative, sprint-based demos

A phased, iterative approach can greatly enhance the implementation process.

Traditional methods often deliver a final product with minimal user feedback, leading to misalignment with business needs. Crowe takes an iterative approach that involves constant prototyping and feedback, which helps the system to evolve with your requirements.

This method focuses on rapid prototyping and weekly sprints to continually validate and refine the system while meeting your business's unique demands

Actionable steps

✓ Conduct rapid prototyping

Hold weekly sessions with key users to validate and refine the system.

✓ Maintain regular feedback

Keep open communication channels for continual improvement.

✓ Adapt and adjust

Make changes based on user feedback and evolving business needs.

Acknowledge the human aspects of system changes

Recognizing the human element in system changes is crucial for a successful implementation.

Implementing a new system affects more than just processes; it affects people. At SPL, we understand that change management is essential. Our structured approach helps navigate the politics, anxiety, and organizational shifts that come with large system changes.

It's important to provide comprehensive change management to address concerns and align the new system with your business goals.

Actionable steps

✓ Develop a structured framework

Create a clear process for managing disagreements and changes.

✓ Educate executives

Inform top executives about potential political and emotional impacts.

✓ Support employees

Address job security and workload concerns to maintain smooth transitions.



Understand what is required for initial go-live and what can be done later

Prioritizing core functionalities for the initial go-live can streamline the implementation process.

Not everything needs to be perfect on day one. At SPL, our process is to identify the essential features required for the initial go-live and plan for continual improvements afterward.

By focusing on what is immediately valuable and creating a road map for future enhancements, we balance the cost of delays against the benefits of immediate functionality.

Actionable steps

✓ Define core requirements

Identify essential features needed for go-live by addressing business objectives, engaging stakeholders, conducting assessments, and implementing feedback mechanisms.

✓ Plan a road map for additions

Outline additional features to be implemented after go-live based on business priorities.

✓ Conduct economic analysis

Balance the cost of delays against the value of immediate functionality.

Remember that go-live is the starting line of your value, not the finish line

Viewing go-live as the beginning rather than the end can encourage ongoing improvements.

Implementing an ERP solution is a continual journey. Your system needs to keep evolving with your business. This concept is incredibly important, so we developed an offering to address it.

Solution Partners Limited emphasizes that go-live is just the starting line and helps with regular backlog reviews, frequent metrics tracking, and proactive engagement. Our solution supports your ERP system as it adapts to changing business needs and provides value.

Actionable steps

✓ Perform continual backlog reviews

Regularly evaluate and update system requirements.

✓ Track frequent metrics

Monitor improvements and align them with business goals.

✓ Engage proactively

Foster a culture of continual improvement among employees.





Implement confidently with SPL

**SPL delivers end-to-end support –
from initial planning through
implementation and beyond.**

Our NetSuite-certified specialists customize ERP systems
to meet industry-specific requirements to help your
technology scale as your business evolves

Connect with **SPL**

Ready to take your NetSuite implementation to the next
level? Contact us today to see how SPL can help you
achieve your business goals.

info@splbdgroup.com

SPL
Solution Partners Limited

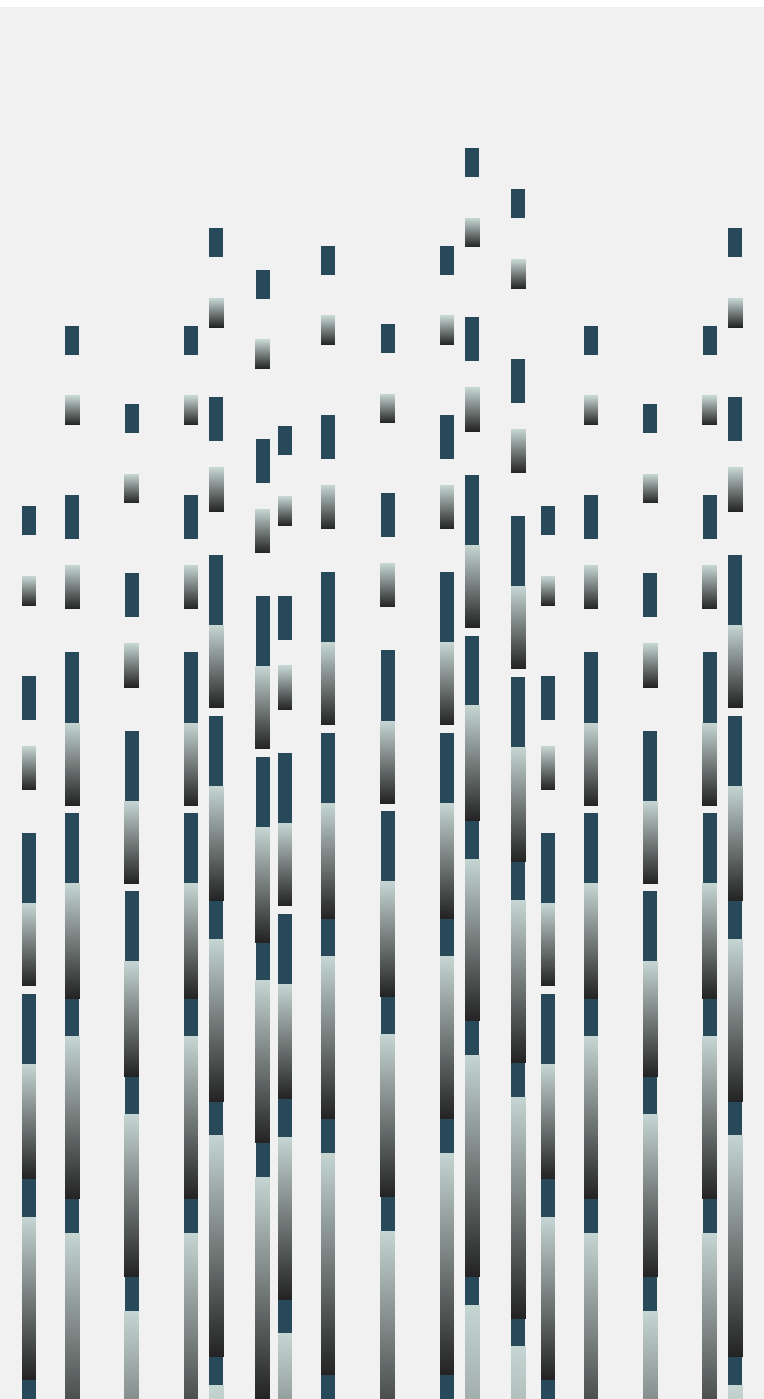
Migrating to a new system

Migration challenges, clean-up, data transfer, retraining, and more

The challenge is that there will always be some demanding work in migrating to a new system, as it requires cleanup, data migration, retraining the workforce, and other complex tasks to successfully transition from a legacy system to a cloud-based one. It is a substantial undertaking for any business, but the benefits of doing so include greater productivity, better customer support, higher data quality, and lower operational costs – to name just a few.

Actionable steps in managing migration to a new platform:

- **Evaluate your current system**
Conduct process mapping to understand how current processes are performed (note resources and time required).
- **Define a migration strategy**
Clarify what goals, timelines and resources are realistic for your organization (note your budget and government legislation).
- **Prioritize data clean-up**
Ensure staff is allocated to remove redundant or incorrect information and develop an approach to move any paper-based information into a cloud based-system.
- **Leverage your vendor's expertise**
Keep open communication with your vendor, take advantage of any training materials they provide and develop a relationship with the customer success team.
- **Train your workforce in the new system**
Ensure proper training for staff and develop communication and change management plans. This may require extra support so getting a head start is beneficial.
- **Test before full implementation**
Test the system on a small group of applicants or licensees, and staff members. Troubleshoot and identify pain points that need solving before rolling it out agency wide.
- **Engage in continuous monitoring**
Once implemented, track key metrics, and collect user feedback. The system will need updating as new regulatory requirements and technological advancements emerge.



NETSUITE FOR EVERY INDUSTRY

NetSuite provides functionality out of the box to meet and adapt to a variety of industry requirements, including yours. Whether for global software companies with advanced revenue recognition needs, manufacturers or wholesale distributors with multi-site inventory and production, professional services organizations with disparate professional services resources and complex multi-currency client billing, or a retail business with multiple channels, NetSuite is the only cloud ERP system with the depth, breadth and flexibility of functionality to meet these needs. The functionality to support your particular business and industry has been built into the core product from the ground up, not a bolt-on afterthought.

Developed from experience working with thousands of companies in a variety of industries, NetSuite's industry-specific software solutions help you get up and running faster with the capabilities of NetSuite's cloud computing business management suite—including CRM, accounting/ERP, PSA, ecommerce and order management—while addressing your specific challenges.

Spanning Software, Wholesale Distribution, Professional Services, Advertising, Manufacturing, Nonprofit, Media and Publishing, and Retail, NetSuite offers the widest array of solutions to manage your entire business, all in one suite.

ADVERTISING



NetSuite Takes TubeMogul Global

1. Transactions in 12 currencies move six times faster.
2. Global financial consolidation across five subsidiaries cut in half.
3. Complex revenue recognition simplified with sales orders automatically triggering ad campaigns.

DISTRIBUTION & WHOLESALE



Big Agnes Gets Scalability for Growth

1. Doubled productivity in order and inventory management, fulfillment and accounting.
2. Real-time visibility with improved customer support.
3. Poised for expansion to 20 countries.

MANUFACTURING



P3 Medical Cuts Costs, Boosts Performance

1. Five-month implementation.
2. Flexibility for custom fields for complex sales, distribution processes.
3. Process efficiencies helped reduce manufacturing costs £100,000 annually.

MEDIA & PUBLISHING



Flexibility Gives Sonoma Media Edge in Publishing

1. Halved its monthly financial close time from 10 days to 5.
2. SuiteCloud platform links to newspaper-link software for circulation, subscriptions and advertising billings.
3. Real-time financial reporting spans five publications.

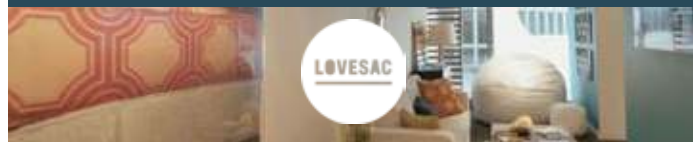
NONPROFIT



NetSuite Turbo Charges AbilityNet's Fundraising

1. Consistent customer data, accurate demand planning improves fund raising.
2. Automation saves order-processing time, expenses.
3. Optimized asset and inventory management has improved audit compliance.

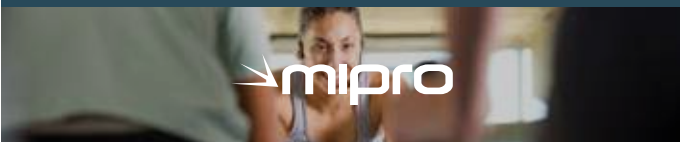
RETAIL



Lovesac Gains Visibility, Efficiency, Growth

1. Unified platform provides real-time visibility into customer, order and inventory data across 60+ stores.
2. Omnichannel experience across in-store, online and call center touchpoints.
3. Custom workflows support unique operational and financial processes.

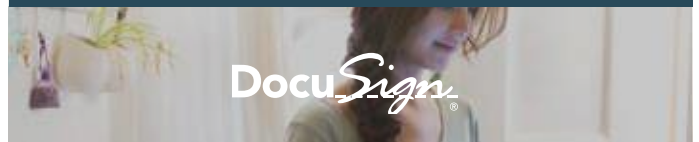
SERVICES



Integrated SRP Gives Unified View of MiPro Businesses

1. Combined NetSuite ERP and OpenAir gives MiPro real-time SRP for two services businesses.
2. Dramatic improvements in efficiency, scalability.
3. Parent company has cut three days from its monthly financial close process.

SOFTWARE



DocuSign Modernizes its IT Platform

1. Fully cloud environment minimizes IT hassles, integrates with other SaaS solutions.
2. Revenue recognition process cut from nine days to several hours.
3. Single system for global subsidiaries, multi-currency transactions.

A group of business professionals are gathered around a wooden table in a meeting. They are looking at various documents and a laptop. One person is writing on a notepad, another is pointing at a tablet displaying charts, and a third is pointing at a laptop screen showing a dashboard with multiple charts. A coffee cup is on the table. The background is dark and out of focus.

**To stay up to date with with
unparalleled cloud capabilities,
comprehensive functionality,
customization options,
scalability, and commitment
to innovation, NetSuite
empowers businesses to
thrive in the digital age.**

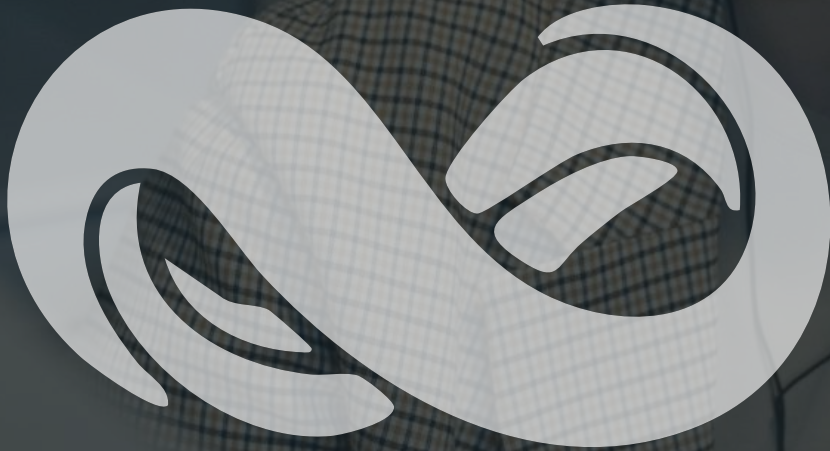
The World's #1 Cloud ERP

Serving Startups to Global Enterprises



ORACLE
NetSuite

**MORE
BETTER
FOREVER**



Solution Partners Limited is already creating huge impact from small businesses to multinational corporations across the globe.

Let us show you how SPL is partnering with businesses just like yours.

Join the ranks of forward-thinking world class businesses that have harnessed the transformative potential of Oracle NetSuite.

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