NETSUITE FOR
EMERGING
DISTRIBUTORS

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While software startups have overwhelmed Silicon Valley, what many don't realize is that a different industry is on the rise—wholesale distribution. As the global economy continues to grow and technology continues to advance, growing distributors are finding themselves more equipped and better positioned than ever to prosper.

Yet, these distributors face unique barriers to growth when compared to their software startup counterparts. Emerging distributors need to act big to play in the big leagues. With the help of new distribution channels— such as online sales channels—the little guys can keep pace with the big players in the industry. That said, as distributors enter the competitive space, more and more see not only the importance of acting big in their sales channels and reach, but also acting big in their technology practices. To achieve growth goals and truly compete, growing distributors need to equip themselves for long-term success with back-end technology to accommodate every step of the journey.

One of NetSuite's central goals is to create a system that fits the needs of companies of all sizes. With 20 years of best practices and more than 40,000 customers around the world, NetSuite has built a solution that can accommodate a business's operations from Day 1. As growing distributors continue to emerge, there are a number of reasons they turn to NetSuite over entry-level solutions like QuickBooks:

Proven: Given NetSuite's long-standing history with businesses and users spanning the drawing board to the boardroom, its solution has been built with the leading best practices for distribution in mind to ensure success.

Agile: With change happening every day, startups need technology that keeps pace. With 20 years of best practices pre-built into the solution, NetSuite is configured out of the box with KPIs, reports and access every role needs to get up and running quickly, but is simultaneously customizable to accommodate changing business needs.

Tailored: NetSuite is built for the distribution industry and comes with industry-specific functionality, built-in business process flows, and value-driven dashboards and metrics to accommodate distribution business processes every step of your journey.

Cost-effective: Unlike some more established distributors, emerging distributors have the unique ability to start in the cloud and grow in the cloud, allowing for cost-savings from Day 1. Cloud delivery eliminates on-premise IT costs and provides automatic updates so software is always current—unlike NetSuite's on-premise counterparts which require on-site data centers and costly system upgrades to stay current with the software.

Flexible: Regardless of any change in distribution operations—whether the sales channel or the company of operation—NetSuite has the flexibility to support it. As a true cloud solution, NetSuite is updated in real-time and is available online anytime, anywhere.

Scalable: NetSuite provides a single, unified business management suite, encompassing ERP/financials, CRM, inventory management, ecommerce and more, that grows with you at every stage while accommodating changing business needs. Starting a business on QuickBooks may make sense, but the reality is that all growing businesses quickly find themselves in need of functionality QuickBooks simply cannot provide. Equipping the organization with a business system that can accommodate every phase of growth enables long-term success.

Trusted: With 20 years of experience in cloud ERP implementations and more than 40,000 customers, NetSuite is proven and trusted as the #1 Cloud ERP.

The Bottom Line

Growing distributors seeking a solution to stay with them for the long haul should seriously consider NetSuite as a long-term investment that will grow with them, accommodate their changing business needs and provide them with the most current functionality to capitalize on new markets.

NETSUITE STAIRWAY FOR EMERGING DISTRIBUTORS

DOMINATE
- Business AI
- Internet of Things
- Mobile and ecommerce
- Transportation Management

ACCELERATE
- Sales optimization
- International expansion
- Revenue Management
- Project Profitability

EXPAND
- Quality management
- Financial and operations planning
- Supply chain execution
- Project and Asset Management

ELEVATE
- Commerce
- Procurement management
- Rebate management
- Warehouse management
- People and payroll management

ESTABLISH
- Financials
- CRM and order processing
- Inventory management
- Portals and Self-Service

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NETSUITE

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INCREASED:

Business Insights
80%

Revenue Performance
10%

Gross Margin
5%

REDUCED:

Customer Back Orders
80%

Time to Close the Books
55%

Inventory Costs
30%