NetSuite for Industrial Manufacturers

One System to Manage Your
Industrial Manufacturing Business

GSI

NetSuite for Industrial Manufacturers

One System to Manage Your Industrial Manufacturing Business

As the world becomes more and more connected, upgrading your IT environment is no longer a way to get ahead—it's a requirement to keep pace. Industrial manufacturers seeking to capitalize on new global opportunities need to unify their product development, supply chains, manufacturing processes and distribution networks.

Whether expanding into a new channel, market or country, or fundamentally changing their business models, manufacturers need agile technology that can keep up with their innovation in order to capitalize on new business models.

How Do Mismanaged Business Processes Impact the Success of Industrial Manufacturers?

Leading industrial manufacturers tell us that unwieldy back-office processes and outdated technology can create a number of issues that can impact long-term success, including: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 on manually managing business processes instead of on meeting customer needs.

- Manual information exchange – Multiple software applications (accounting, inventory management, CRM, ecommerce) that do not communicate in real-time.

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

With all of these issues, industrial manufacturers waste valuable time and resources. In today's high stakes business environment, companies need to focus more on customer service and business strategy, and less on maintaining manual processes, managing multiple software systems and updating spreadsheets.

"NetSuite has helped us be more competitive, more agile and plan our future with more precision and flexibility than we ever thought possible."

Feeney, Inc.

At the core of these issues impacting long-term success, we see a trend: industrial manufacturers relying on spreadsheets, aging on-premise systems, multiple solutions or worse, a combination of all three. With NetSuite's unified model, industrial organizations can stop wasting time and resources managing multiple systems while gaining real-time visibility for actionable insights into their business.

Successful industrial manufacturers recognize that upgrading their back-office technology is essential to capitalizing on new opportunities. Streamlined operations are crucial to success for new product development, supplier management, lean manufacturing and data-driven business decisions. Today, having this efficiency can be the difference between thriving and barely surviving.

NetSuite ERP streamlines business processes and frees up the time and resources needed to scale, drive innovation and remain competitive.

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 platform, NetSuite also enables real-time views of 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.

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 demand and fill rate.

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 and Ecommerce

- 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 capabilities including:

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

"In the past, we utilized information silos in supply chain, IT, manufacturing and sales. With NetSuite, everyone now has easy access to data and it has made us a better company." Bailey Hydraulics

- **Supply chain control tower** acts as a central point of visibility for inventory across all subsidiaries 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** 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.

Multiple Entity Management and Consolidation: NetSuite OneWorld helps industrial 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, industrial 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, 27 languages, customer deployments in 203 countries and dependent territories, and country-specific accounting standards across the Americas, Europe, Asia, Middle East and Africa, NetSuite enables organizations to seamlessly meet the individual needs of local operations and easily adapt to the latest accounting standards and regulations.

Customer Relationship Management (CRM): As you scale 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 real-time visibility 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.

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): 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

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 regardless of the mobile platform your organization uses.

A Pathway to Success

With NetSuite, industrial 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 leading practices derived from over 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 customer journey. We have a deep understanding of the challenges industrial 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 Manufacturing

www.netsuite.com/manufacturing

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

Elevate
- Commerce
- Warehouse and quality management
- Supply chain and asset management
- Work in process
- Payroll and people management
- Financial management

Expand
- Business insight and reporting
- Project management
- Planning and budgeting
- Production management

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

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