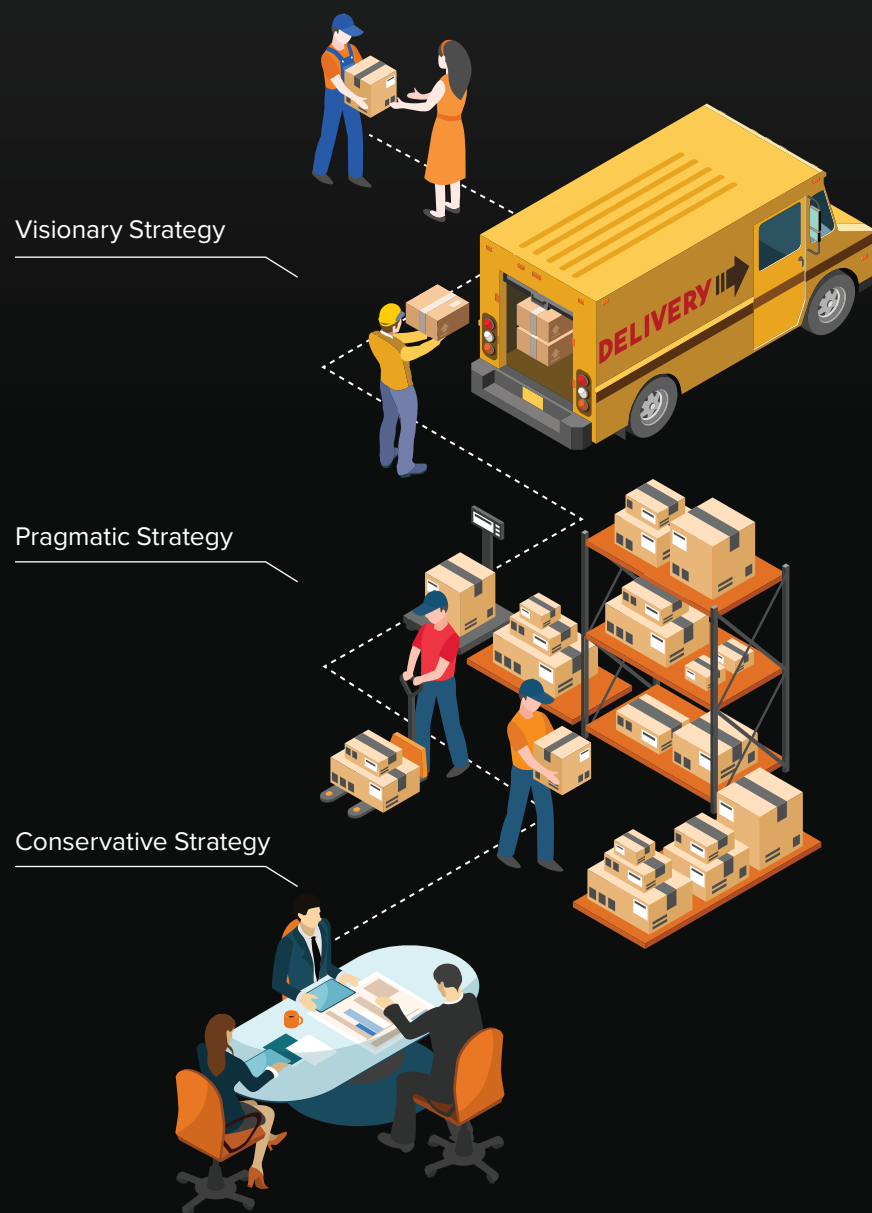


NETSUITE STAIRWAY FOR VALUE-ADDED RESELLER

A strategy for modern IT Services firms to meet the challenges of today.

TRANSFORM YOUR BUSINESS



CHALLENGES

IMPACT

SOLUTION

	CHALLENGES	IMPACT	SOLUTION
TRANSFORM	<ul style="list-style-type: none"> • Reacting to market changes • Poor customer experience • Lack of insight into customer behavior 	<ul style="list-style-type: none"> • Untapped revenue sources • Decreased customer satisfaction 	<ul style="list-style-type: none"> • Financial Planning & Analysis • Holistic customer insights
ENHANCE	<ul style="list-style-type: none"> • Missed opportunities from limited budgeting and forecasting • Responding to technology innovation 	<ul style="list-style-type: none"> • Loss of profitability by product and service line • Missed revenue opportunity 	<ul style="list-style-type: none"> • Customer self-service • Ecommerce • Business Intelligence • Leading industry benchmarks
INNOVATE	<ul style="list-style-type: none"> • Coordinating inventory across multiple locations • Bundling and packaging of goods and services • Fixed Assets managed separate from financials • Manual commission calculations prone to error 	<ul style="list-style-type: none"> • Inefficient inventory turnover • Missed revenue opportunity • Finance team inefficiency • Employee attrition 	<ul style="list-style-type: none"> • Advanced inventory tracking • Barcoding • Warehouse management • Fixed Asset management • Incentive compensation
EXPAND	<ul style="list-style-type: none"> • Over or under staffed • Spreadsheet-based rev rec • Manual currency & subsidiary consolidation • Offline rebate and PO consolidation • Spreadsheet based renewals 	<ul style="list-style-type: none"> • Inefficient staffing plans and costs • Limiting revenue growth • Siloed subsidiary data • Fragmented systems to manage a product and services-based business 	<ul style="list-style-type: none"> • Scheduling management / Field Service • Revenue management • Multi-subsidiary management • Enhanced Financials (Rebate and PO consolidation) • Renewals management
REMEDiate	<ul style="list-style-type: none"> • Order inefficiency & inaccuracy • Disconnected project, time capture to billing environment • Difficult to commit inventory availability and delivery dates • Multiple systems are too complex and limiting 	<ul style="list-style-type: none"> • Increase in admin hours • Slowed cash collection • Inability to commit inventory to customers • Disparate applications to run your business 	<ul style="list-style-type: none"> • Seamless quote, sales order, and financial process • Robust project, time and expense billing • Integrated platform for inventory and financials • One platform to run your business