NETSUITE FOR MANUFACTURERS

NetSuite's cloud-based financials/ERP and omnichannel commerce software suite is the best choice for manufacturers wanting a complete business solution. Its comprehensive functionality, which includes CRM, HCM and ecommerce, provides manufacturers with the software needed to run a modern business. A best-in-class architecture enables extended, yet seamlessly-integrated, global networks of suppliers and partners—these networks perform maximally because information is available in real-time everywhere.

NetSuite provides inventory, warehouse management, accounting and financial management, order management, customer relationship management and ecommerce capabilities. It supports inventory for multiple locations, assembly management requirements, bill of materials, work order management,

"NetSuite has given us dramatically better data access and reporting and has been instrumental in our lean manufacturing initiative, helping us reduce cost and waste while achieving double-digit growth."

CMP Corporation

diverse methods of measurement, bar coding procedures and other business processes.

Ease-of-use allows subscribers to adapt NetSuite to specific roles and requirements and do so without software programming expertise. It can be customized to provide real-time insights into key performance indicators—an intuitive dashboard provides a 360^0 view of business operations and enables any issue to be investigated thoroughly.

Since it's a cloud-based application, manufacturers can benefit from NetSuite's rich functionality immediately, and at lower upfront costs, than legacy approaches.

Engineering

- Integrates with many CAD applications, simplifying costing by supporting easy import of BOMs.
- Ensures production engineering changes propagate end-to-end and are reflected in downstream BOMs, demand plans and procurement orders.
- Provides extended capabilities for inventory control tracking, planning and costing of items in project-controlled environments.
- Delivers more flexibility in costing by supporting comprehensive inventory costing methods including LIFO, FIFO, average, standard and actual costing.
- Streamlines team management using at-a-glance allocations of people with data, processes and business systems.

Product Features

- Engineering – improve product design and BOM management.
- Sales and Marketing – implement campaigns, manage opportunities and expedite estimating and quoting.
- Order Management – accelerate demand planning and control input type.
- Supply Chain Management – synergize with suppliers and purchasing, and simplify distribution resource planning.
- Production Control – improve scheduling, work order management and increase product quality.
- Service and Support – streamline case management, manage warranty returns and enable customer self-service.
- Financial Management – enhance intercompany accounting, costing and payment management.
- Commerce – empower omnichannel purchasing in B2B and B2C environments.

Order Management

- Improves order management by automatically transitioning orders to shipping/logistics and account receivables.
- Supports multi-step picking, packing and shipping.
- Provides real-time visibility into entire order management process with relevant information such as orders, trends and order conversion rates.

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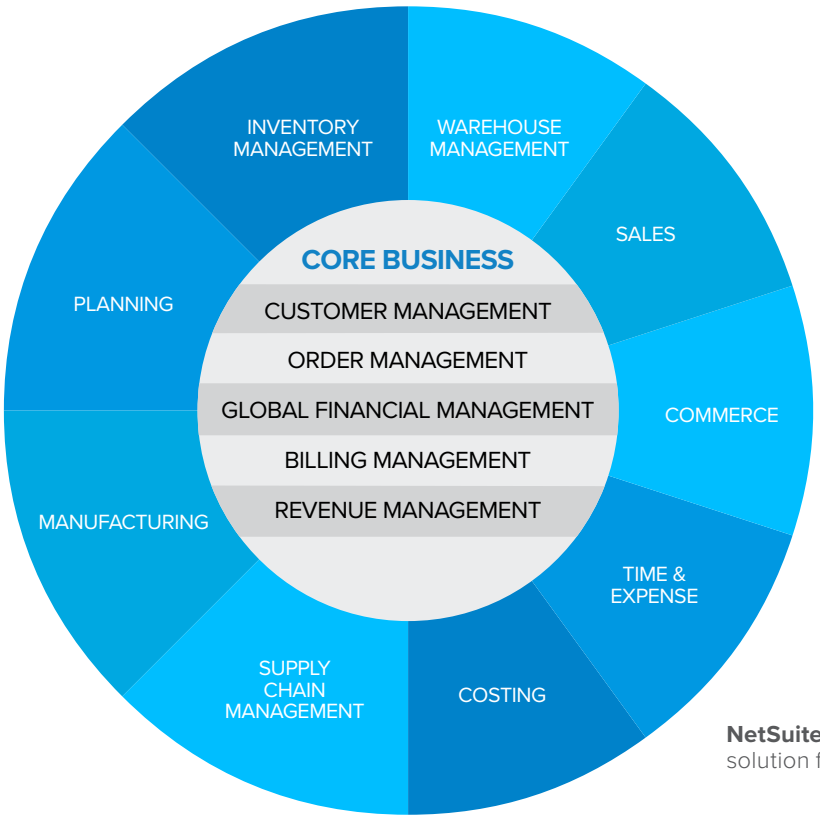

NetSuite provides a full business solution for manufacturers.

- Allows drill-down from a summary level for greater details, all the way to the underlying transaction, in only a few clicks.
- Integrates with carriers such as UPS, FedEx and USPS out-of-the-box.

Sales and Marketing

- Accelerates real-time quote management by incorporating pricing, sales tax and discounting rules automatically into sales quotes.
- Allows for the creation, execution and measurement of email campaigns that convert leads to customers.
- Enables intuitive management of opportunities across status, potential revenue, key contacts notes and related documents.
- Converts quotes into approved sales orders and routes them to the finance team for invoicing and revenue recognition.
- Provides mobile access to key information such as sales orders, customer dashboards and calendars.

Supply Chain Automation

- Supports extended, yet fully integrated, supply chain environments by ensuring data flows seamlessly across networks.
- Advances distribution resource planning by automatically suggesting, and where appropriate, generating purchase orders, work orders and transfer orders across multiple locations.

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> "NetSuite is awesome and does an amazing job in tracking and managing inventory and enabling us to run the business as efficiently as possible."
>
> **Liberty Bottleworks**

- Integrates demand planning forecasts and required inventory levels based on historical data, sales forecasts, average trends and seasonal fluctuations.
- Monitors stock levels and automatically creates restocking alerts and reordering forms to ensure planned inventory levels are maintained.
- Provides real-time, detailed visibility into key spend, inventory and supply chain management metrics.

Production Control

- Streamlines production environments by automatically creating work orders from sales orders in make-to-order environments.
- Features lot and serial traceability and enables both to be registered through purchasing receipts, inventory, shop floor control and sales order fulfillment functions.
- Simplifies multi-level work order processing by enabling a single work order to control a multi-level assembly.
- Supports full production routing capabilities including operational steps, work centers, labor, overhead and materials.
- Provides critical information for inventory tracking by maintaining a complete history of each product kit throughout its lifecycle.

Service and Support

- Automates case management by assigning support tickets to unique customer email addresses, including provisions for escalating issues based on customizable parameters.
- Accelerates return material authorizations by enabling products to be returned to one of many locations, where available.
- Improves warranty management with look-up code that automatically trigger return and repair processes.
- Provides a rich library of online training aids that includes training videos, webinars and weekly bulletins.

Financial Management

- Features customizable dashboards displaying key information such as accounts receivable, orders and accounts payable.
- Provides multiple reports including income statements, balance sheets, consolidated reports, variance reports and side-by-side comparisons.
- Supports unlimited numbers of general ledger accounts, sub-accounts and segments.
- Streamlines invoice creation by automatically calculating sales taxes, finance charges and discount terms.

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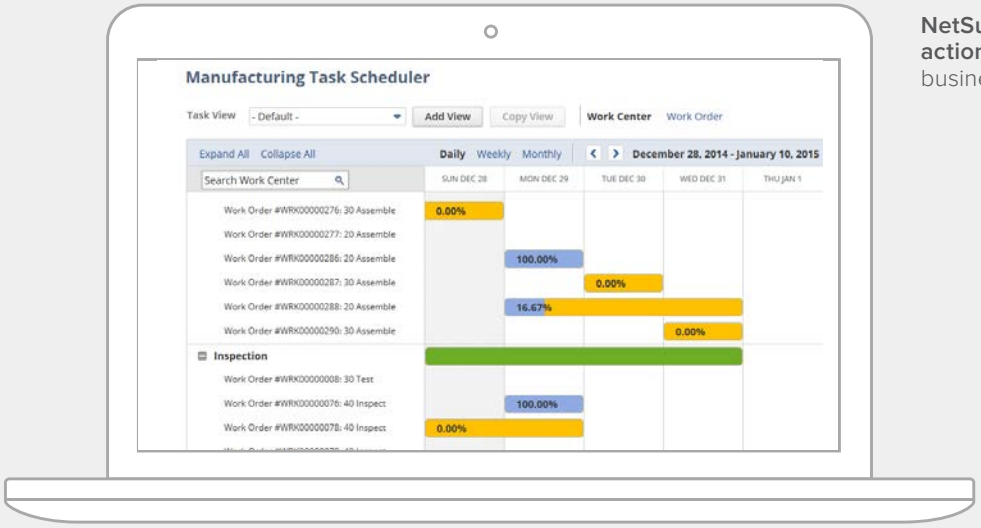
"Because NetSuite is in the cloud, we can enter new markets faster. We're very confident NetSuite will seamlessly support our growth outside North America." **Shaw Industries**

- Enables maintenance and control of the complete asset lifecycle across depreciating or non-depreciating assets, from creation to depreciation, revaluation and disposal.
- Simplifies period-end closes with automated allocations, currency management tools and period locking.

Commerce

- Enables implementation of both B2B and B2C portals that streamline order placement and improve customer satisfaction.
- Streamlines order management by transferring orders automatically to back-office fulfillment processes.
- Automatically creates dynamic price lists that reflect purchase volumes.
- Supports creation of coupons or discounts on specific items, enables exempting other items from discounts, and automatically delivers up-sell recommendations.
- Provides search engine analysis, website analytics and reporting, online marketing analytics and more.
- Accepts real-time payments from different credit cards and international currencies and supports Google Checkout or PayPal checkout options.



NetSuite provides a rich array of actionable insights for specific business roles.

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