

# NetSuite OneWorld

The World's #1 Cloud ERP for Global Business Management

## THE GLOBAL CLOUD ERP

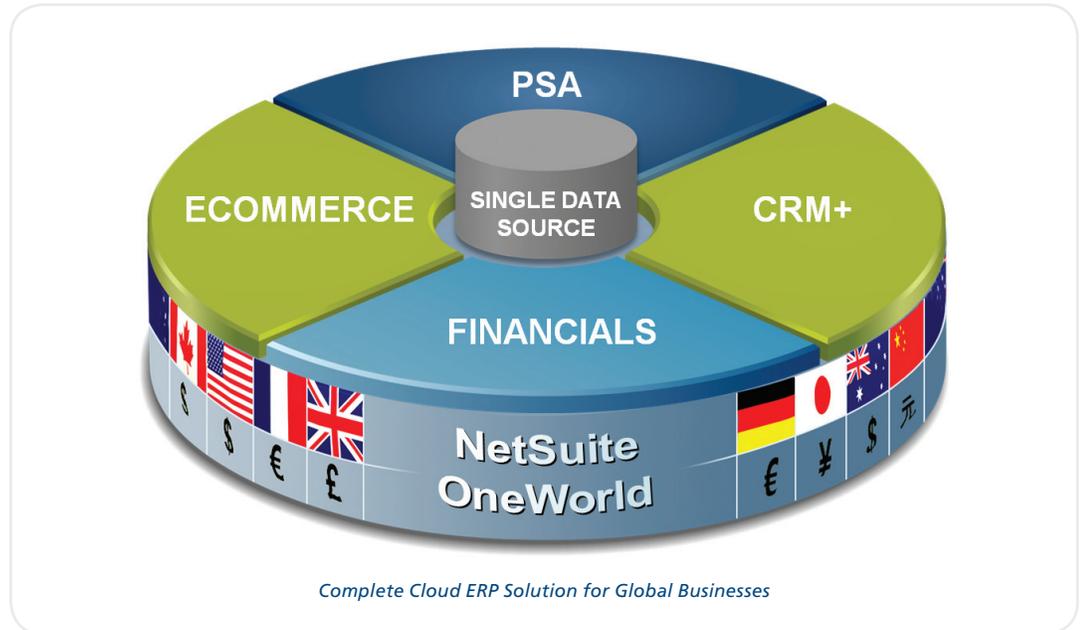
- Used in 100+ countries
- Supports 170+ currencies
- Supports accounting standards across North America, Europe and APAC
- Fully internationalized
- Localized to 15+ languages



NetSuite OneWorld is the world's most-deployed cloud ERP solution for global businesses<sup>1</sup>. NetSuite OneWorld delivers real-time global business management and financial consolidation to both mid-sized companies and divisions of enterprises that manage multinational and multi-subsidary operations—at a fraction of the cost of traditional on-premise ERP solutions.

NetSuite is used by more than 10,000 corporate headquarters and subsidiaries worldwide, and NetSuite OneWorld is the ERP solution of choice at some of the world's largest, most successful and fastest-growing companies. Global enterprises like SuccessFactors, RightNow, Jollibee Foods, Siemens, Computer Associates, Knowledge Universe and more trust their global businesses to NetSuite.

With NetSuite OneWorld, companies can easily manage multiple subsidiaries, business units and legal entities all from a single cloud-based ERP system, while seamlessly handling different currencies, taxation rules and reporting requirements.



“We now have a world-class SaaS ERP system in NetSuite OneWorld with our multiple subsidiaries in North and Latin America, Europe and Asia-Pacific, yet the software is so easy to use that we can get new users up to speed very quickly—which is key to our successful overseas expansion.”

—Brian Kinion  
VP and Controller  
SuccessFactors

## Why NetSuite OneWorld?

NetSuite OneWorld provides numerous benefits for global businesses, driving finance and operational efficiency, delivering real-time visibility and consolidation, and providing flexibility for customization to corporate and subsidiary needs.

### End-to-End Global Business Management

NetSuite OneWorld is the world's most complete cloud ERP solution, comprising accounting/ERP, customer relationship management (CRM), ecommerce and professional services automation (PSA), enabling global businesses to align operations across finance, sales and service.

<sup>1</sup> Market Share: All Software Markets, Worldwide, 2010, Gartner, April 2011

To find out more, contact NetSuite Inc. at 1-877 NETSUITE or visit [www.netsuite.com](http://www.netsuite.com).

“NetSuite OneWorld gives us the power we need to run our large and growing business, increase our labor efficiencies and simplify our processes. We enjoy smooth, seamless visibility across all our operating and elimination subsidiaries, and generating complex reports takes seconds rather than hours.”

—John Walton  
 VP of Finance  
 ClearChoice

#### NUCLEUS RESEARCH

NetSuite requires as little as 10% of the implementation effort normally associated with an ERP deployment.

#### Complete Cloud-Based ERP System

NetSuite OneWorld's cloud delivery enables global businesses to run both corporate and subsidiary operations without costly on-premise IT infrastructure and resources, cutting costs by 50 percent or more<sup>2</sup> and enabling companies to efficiently extend standardized ERP to every corner of the business.

#### Clear Visibility from Corporate to Subsidiary

NetSuite OneWorld gives corporate and divisions a clear view into every level of business performance, from summary to detail, through comprehensive financial and operational role-based dashboards and real-time reports. NetSuite OneWorld empowers every stakeholder—from finance to sales to service, from the executive suite to the shop floor—with a personalized view of business performance.

#### Real-Time Financial and Operational Consolidation

NetSuite OneWorld accelerates financial processes with multi-currency consolidation and real-time roll-up across accounts receivable, accounts payable, payroll, inventory, billing, invoicing and order fulfillment, from local in-country operations to the regional office to global headquarters. NetSuite OneWorld also extends beyond financials to provide consolidated opportunity, quota and professional services performance.

#### Run Your Business from Anywhere on the Globe

NetSuite OneWorld's web-based access enables your employees to access NetSuite from anywhere on the globe. With support for popular mobile devices, NetSuite OneWorld customers get access to the data and functionality they need from the palm of their hand.

#### Multi-Currency, Multi-Tax, Multinational Intelligence

With support for over 170 currencies, 15 languages and country-specific accounting standards across North America, Europe and Asia, NetSuite OneWorld enables organizations to seamlessly meet the individual needs of local operations and easily adapt to the latest accounting standards and regulations.

#### Flexible Customization to Meet the Needs of Every Subsidiary

NetSuite OneWorld's SuiteCloud platform supports comprehensive application customization, allowing each subsidiary to meet specific geographic, organizational and industry needs—such as a highly tailored regional website, local business-specific workflows or specific business models. No matter what the level of customization, NetSuite OneWorld's cloud delivery ensures automated upgrades and the latest innovations.

#### Rapid Deployment for Every Class of Business

NetSuite OneWorld's cloud delivery enables it to be deployed many times faster than traditional ERP systems, either across the entire organization or at the subsidiary level in a two-tier model that integrates with a corporate ERP instance. Prebuilt support for enterprise integration tools such as Informatica and IBM Cast Iron ensures that NetSuite OneWorld can be seamlessly combined with existing investments.

<sup>2</sup> The Compelling TCO Case for Cloud Computing in SMB and Mid-Market Enterprises, Hurwitz and Associates

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### Enterprise-Class Security, Availability and Data Management

NetSuite OneWorld meets the most demanding enterprise IT requirements. With certifications such as SAS 70 Type II, PCI DSS and EU-US Safe Harbor, NetSuite OneWorld delivers the utmost compliance and security confidence. NetSuite OneWorld delivers unprecedented ERP availability with a 99.5% service-level commitment (SLC), a trailing 12 month up-time of 99.98% as of April 2011, together with complete performance transparency provided at <http://status.netsuite.com>. And for peace of mind, NetSuite's dual mirrored data centers ensure the most stringent data management.

### Designed to Meet Industry Needs

NetSuite OneWorld provides key functionality to meet and adapt to unique industry requirements. 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/e-tail business with multiple channels, NetSuite OneWorld is the only cloud ERP system with the depth, breadth and flexibility to meet vertical needs.

### Delivered by a Trusted Solution Provider

As a public (NYSE: N) company with strong cash reserves and extensive international operations, NetSuite gives its customers the assurance that they're partnering with a company that has the resources to drive their success. From a global services organization to a worldwide partner network, NetSuite OneWorld customers gain the benefits of partnering with the world leader in cloud ERP.

## NetSuite OneWorld Features

### NetSuite OneWorld Financials

NetSuite OneWorld Financials provides a complete cloud financial management application for global businesses. With NetSuite OneWorld Financials, businesses can adjust for currency, taxation and legal compliance differences at the local level, with regional and global business consolidation and roll-up. NetSuite OneWorld provides unprecedented real-time visibility into all aspects of your business worldwide, ensuring consistent and compliant management both locally and globally.

NetSuite OneWorld's global accounting and ERP capabilities deliver multi-currency business consolidation of financials and real-time roll-up across accounts receivable, accounts payable, payroll, inventory, billing, invoicing and order fulfillment, from local in-country operations to regional offices and global headquarters. It also supports multi-currency management and roll-up in sales business processes, including quota management, forecasting, quotes and orders, order management and commissions.

Businesses running on NetSuite OneWorld Financials can populate a single chart-of-accounts across subsidiaries, or use separate charts-of-accounts for each company with postings between subsidiaries, such as expense allocation managed via inter-company journals. Local taxes are readily handled across subsidiaries thanks to an embedded tax engine that enables multiple tax schedules for GST, VAT, consumption tax, general sales tax and more. Revenue recognition, local financial reporting and compliance are also built-in components of NetSuite OneWorld.

“As a rapidly growing and fairly complex multinational, multi-segment and multi-site business, one of the key reasons we chose NetSuite OneWorld was the combination of its multi-entity consolidation functionality combined with the capability to tailor the system to meet unique business requirements of each individual subsidiary.”

—Reginald Singh  
CFO  
Knowledge Universe

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“NetSuite OneWorld gives us a way to deliver a standard platform across the organization in a timeframe and at a cost that supports our continued growth and development.”

—Ysmael Baysa  
CFO  
Jollibee Foods

With NetSuite OneWorld, finance departments can maintain all currency exchange rates—both local rates and rates used to determine roll-up into the corporate reporting currency—at the time an order is placed or a commission is paid, ensuring accuracy of historical sales data. NetSuite’s foreign currency revaluation engine enables multinational businesses to continuously monitor exchange rate fluctuations.

NetSuite OneWorld allows for global order management and sourcing with the ability to manage inventory and fulfillment across multiple locations, with product items represented globally or on a per-subsiary basis. Product-based businesses using NetSuite OneWorld also gain globally enabled functionality for product packaging, bin and lot tracking, assembly creation, and pick-pack-and-ship processes, to run leaner, smarter operations. Integrated shipping and order fulfillment helps you tackle the challenges of multiple channels, partial ship and drop-shipping requirements, and dynamic order volumes, together with prebuilt integration with top shippers to help speed logistics processes.

NetSuite OneWorld supports country-specific accounting requirements for the United States, Canada, United Kingdom, Germany, Australia, Switzerland, Japan and others. Support for more than 15 languages ensures that products, employees and key reference data are presented in the appropriate language, and that users benefit from a role-based view personalized to their country and language. With built-in support for more than 170 currencies, NetSuite OneWorld can provide global support in each country in which a business operates.

### NUCLEUS RESEARCH

NetSuite OneWorld customers can expect to accelerate financial close times between 20% and 50%.

### NUCLEUS RESEARCH

The typical company deploying NetSuite increased sales productivity by 12.5%, and companies can expect to improve productivity by up to 20%.

#### NetSuite OneWorld CRM+

NetSuite OneWorld CRM+ allows business to manage complex multinational sales organizations that use multiple languages and currencies. It provides global visibility into and management of every aspect of CRM, including marketing campaigns, sales opportunities, forecasts, customer service, partner management and more.

With NetSuite OneWorld CRM+, companies can improve global sales effectiveness by managing multi-currency quotas, forecasts, commission payments, sales tax calculations and real-time reporting for everyone in the organization. Sales organizations with complex selling structures—such as team-selling and multi-channel sales—can sell across different subsidiaries while automating sales processes across all channels, including direct sales, distribution partner networks and ecommerce.

Sales leaders gain instant visibility into the accuracy of forecasts provided by sales representatives, partners or managers. They can also easily analyze sales, pipeline and forecasts by class of business, sales department or location. Marketing teams can execute, measure and compare the results of campaigns conducted by geography or country, optimizing marketing programs and spending across the organization. Even service organizations can be managed globally, with trouble ticket assignment across geographies, global customer visibility and real-time measurement of service operational performance.

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### NetSuite OneWorld PSA

NetSuite OneWorld's professional services automation (PSA) solution enables professional services organizations to manage their global resources more effectively, improve on-time delivery, drive overall services profitability. With NetSuite OneWorld global service resource planning (SRP), companies can manage the complete services lifecycle from end to end – from opportunity management, to project management, through to project accounting, billing, and renewals. With fully globalized capabilities, NetSuite OneWorld SRP provides fully multi-currency and subsidiary management for project-based businesses.

NetSuite OpenAir provides the enterprise proven backbone for NetSuite OneWorld PSA. NetSuite OpenAir provides efficient web-based project management that improves project delivery and profitability. Managers get clear, real-time visibility into project dynamics and can model "what-if" scenarios to optimize pricing, billing rates, staffing and overall project profitability.

With NetSuite OpenAir, professional services managers can use global dashboards and reports to get visibility into financial and operational project drivers—such as utilization and profitability—at the subsidiary, geography and corporate level. NetSuite OpenAir's built-in project accounting makes it easy to manage and analyze project finances, from bid preparation and time-and-expense tracking through client billing systems and internal chargebacks, while gaining a bird's-eye perspective of project profitability.

Global service organizations can easily match the best resource for the project based on skills, experience and availability from a global resource pool, across multiple geographies, to deliver the best possible client experience. NetSuite OpenAir also improves productivity and reduces errors across divisions with a powerful time-and-expense entry system that has both mobile and offline capabilities. It provides the flexibility to customize approval management by client and project, and use electronic routing for line, multi-level or project-based approvals.

### NetSuite OneWorld Ecommerce

NetSuite OneWorld Ecommerce provides critical capabilities for driving growth in global ecommerce channels. It helps streamline and automate business operations to meet multi-site, multi-currency, multi-language, local tax compliance and local inventory sourcing requirements. With NetSuite OneWorld Ecommerce, B2B and B2C companies can easily manage multiple web stores for different subsidiaries or divisions, with different product lines, items, pricing, look-and-feel, and branding—all within the same NetSuite OneWorld instance.

In addition, NetSuite OneWorld Ecommerce provides businesses with a real-time consolidated view of ecommerce sales across subsidiaries, countries, regions or globally, allowing analysis of channel and regional sales trends.

With NetSuite OneWorld Ecommerce, it's easy to speak the buyer's language. Every page, product item and button on the site can be translated into multiple languages, while local taxes and currencies are handled automatically as part of the checkout process. NetSuite OneWorld Ecommerce integrates with payment gateways such as CyberSource, Merchant e-Solutions and WorldPay, providing comprehensive global payment management.

“The functionality provided by NetSuite OpenAir gives our business the confidence to move forward and meet the requirements of our employees and clients.”

—Stephen Hand  
Group IT Director  
Lloyd's Register Group

“We avoid pricing conflicts because NetSuite manages our multi-tier pricing structures. Our manufacturing is in New Zealand, and we have distribution, accounting and customer service sites all over the US. NetSuite is the glue that keeps it all together.”

—Richard Osborne  
Co-Owner  
Country Pet

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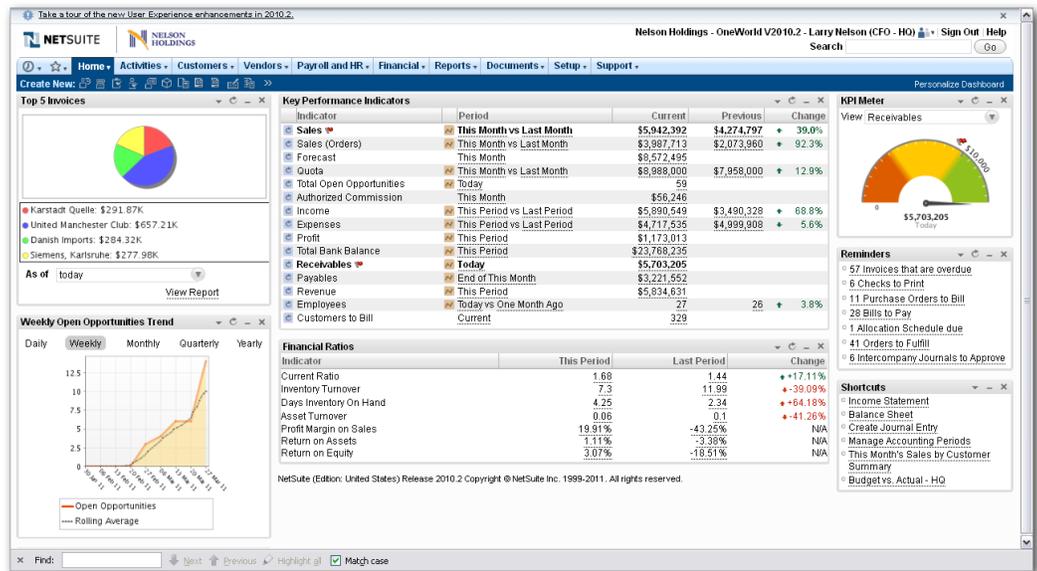
Multi-location real-time inventory management enables you to fulfill demand with global stocking and replenishment. NetSuite OneWorld Ecommerce integrates tightly with your back office, so that inventory, availability and other changes automatically reflect across your webstores. Seamless integration with UPS, USPS and FedEx automates shipping and streamlines fulfillment management.

“NetSuite OneWorld is more readily delivering information we need to run our business efficiently.”

—Jeff Davison  
CFO  
RightNow

### NetSuite OneWorld Reporting and Analytics

NetSuite OneWorld provides real-time visibility across your entire enterprise, enabling unprecedented access to financial, customer and business data worldwide. It provides multiple levels of consolidated reporting and enterprise-wide key performance indicators (KPIs) displayed in real time on dashboards, with complete support for internal and external reporting.



NetSuite OneWorld Provides Complete Global Financial and Operational Visibility

NetSuite OneWorld provides local, country-specific and global dashboards for worldwide business intelligence (BI), with real-time roll-up at country, region and area levels. It's easy to drill down into records of sales, accounting transactions, customer history, inventory or personnel either locally or across the globe. Employees gain self-service ad hoc and custom reporting, as well as more than 100 standard reports that include income statements, balance sheets, consolidated reports, variance reports and side-by-side comparisons.

Additionally, NetSuite OneWorld provides sophisticated bottom-up and top-down budgeting, planning and forecasting, as well as "what-if" financial modeling capabilities with the integrated NetSuite Financial Planning module. For enterprises with existing BI investments, NetSuite OneWorld provides ODBC connectivity to popular BI packages such as SAP Business Objects, Oracle Hyperion, Microsoft FRx and more.

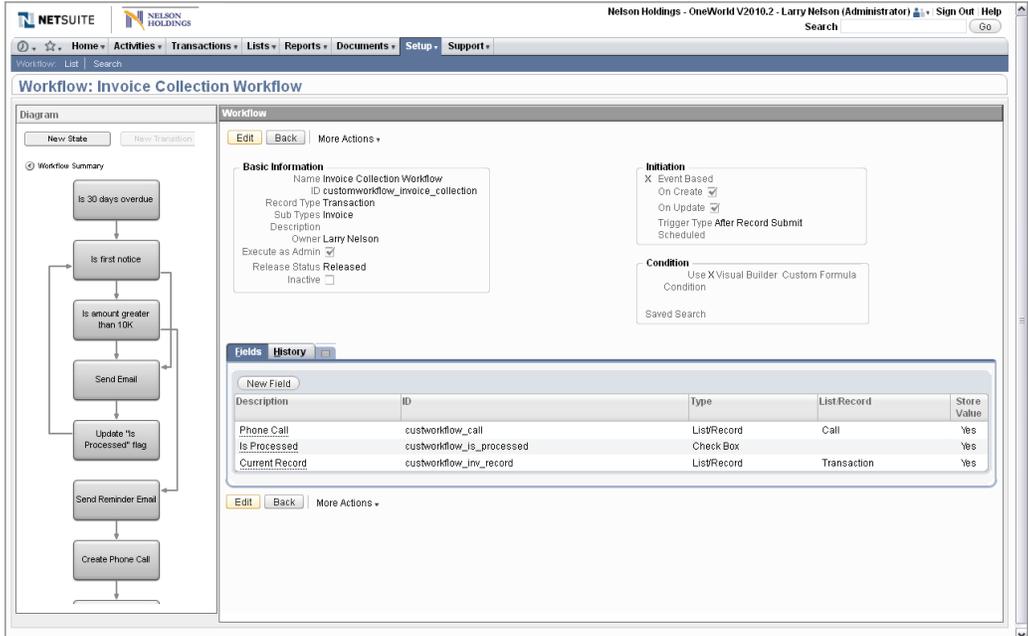
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### SuiteCloud Customization

NetSuite OneWorld provides limitless cloud customization to adapt to business change, including sophisticated forms management, graphical workflow management, scripting, web services and more. Businesses that run NetSuite OneWorld can customize with confidence, as all customizations automatically migrate with every new NetSuite OneWorld release.

With SuiteFlow, power users can quickly create point-and-click rules-based workflows that automate and streamline business processes unique to each subsidiary—whether they’re implementing an automated collections process or creating rules-based lead nurturing for a specific region.

SuiteCloud SuiteTalk and SuiteScript provide comprehensive web services and procedural logic to support integration and custom business logic, enabling global businesses to weave NetSuite OneWorld into internal and external systems, and tailor it to support specific business processes. A set of third-party solutions at the SuiteApp ([www.suiteapp.com](http://www.suiteapp.com)) partner directory offers you additional flexibility to enrich and extend NetSuite OneWorld.



The screenshot displays the NetSuite SuiteFlow configuration interface for an 'Invoice Collection Workflow'. The interface is divided into two main sections: a 'Diagram' on the left and a 'Workflow' configuration panel on the right.

**Diagram:** A vertical flowchart showing the sequence of steps in the workflow:

- Is 30 days overdue
- Is first notice
- Is amount greater than TOK
- Send Email
- Update "Is Processed" flag
- Send Reminder Email
- Create Phone Call

**Workflow Configuration Panel:**

- Basic Information:**
  - Name: Invoice Collection Workflow
  - ID: customworkflow\_invoice\_collection
  - Record Type: Transaction
  - Sub Types: Invoice
  - Description: Owner Larry Nelson
  - Execute as Admin:
  - Release Status: Released
  - Inactive:
- Initiation:**
  - Event Based
  - On Create
  - On Update
  - Trigger Type: After Record Submit
  - Scheduled
- Condition:**
  - Use X Visual Builder Custom Formula
  - Condition
  - Saved Search
- Fields:**

Description	ID	Type	List Record	Store Value
Phone Call	custworkflow_call	ListRecord	Call	Yes
Is Processed	custworkflow_is_processed	Check Box	Transaction	Yes
Current Record	custworkflow_inv_record	ListRecord	Transaction	Yes

*NetSuite SuiteCloud Customization Provides Point and Click Graphical Workflow Management*

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CODiE 2011 Winner  
Best Financial Management Solution  
NetSuite OneWorld



Gartner 2011 ERP Report  
World's Most Deployed Cloud ERP Solution  
Fastest Growing Top 10 Financial Solution  
North America, UK, Australia



CODiE 2010 Winner  
Best Business Software Solution  
Best Relationship Management Solution  
Best Cloud Infrastructure Software



The Association for  
Accountants and  
Financial Professionals  
in Business

Strategic Partner of IMA



ISM Top 15 CRM Winner



CLOUD COMPUTING  
WORLD SERIES AWARDS  
WINNER

Best Cloud Application 2010



Customer Interaction Solutions  
Product of the Year



AccountingToday  
The 2011 Top New Products



2011 CRN 5-Star  
Partner Program Guide Winner

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