Introducing

NetSuite Manufacturing Edition

A Cloud Business Management System for Manufacturing Organizations

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Industry Leading Software Alone is Not Enough

The right software solution by itself will not run your business. It takes a team to do that. In addition to selecting the best cloud solution on the market, it takes smart and dedicated people to expand and grow a business profitably over time. Manufacturing companies must be agile in a highly competitive landscape and constantly innovate to keep pace with customer expectations.

The same is true for your business solution partners. It takes a team of dedicated professionals tightly focused on your business sector to deliver a truly competitive platform. That's why NetSuite created the manufacturing team. We have combined sales, marketing, solutions consultants, software development and professional services into one team dedicated to building, selling and delivering the best solution on the market.

NetSuite Manufacturing edition provides:

- **An end-to-end cloud system** for financials and accounting, inventory and order management, CRM and marketing and ecommerce.

- **One singular instance of data** across your entire manufacturing business.

- **A unified omnichannel commerce platform** built around the B2B and B2C customer experience.

- **A full view** of your business updated in real time.

- **Out-of-the-box roles**, reports and dashboards to get you up and running quickly.

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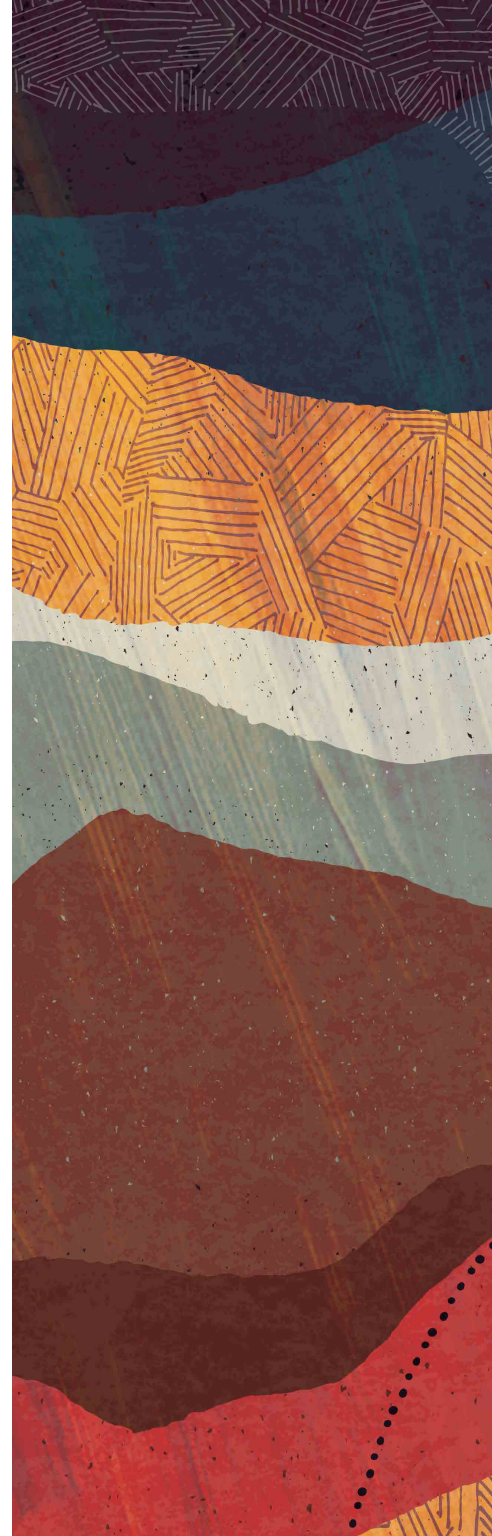
"We never would have been able to grow to where we are today without an ERP system like NetSuite." Deepak Jain, Founder, Fluance

Built and Delivered With Industry Experience

NetSuite has a rich history of working with companies within the manufacturing industry. NetSuite has taken this industry expertise and bundled it into a manufacturing solution that solves your unique industry challenges. Combined with the leading practices developed by NetSuite's dedicated manufacturing team, it helps its customers transform their businesses. We call this approach SuiteSuccess and it is only available from NetSuite.
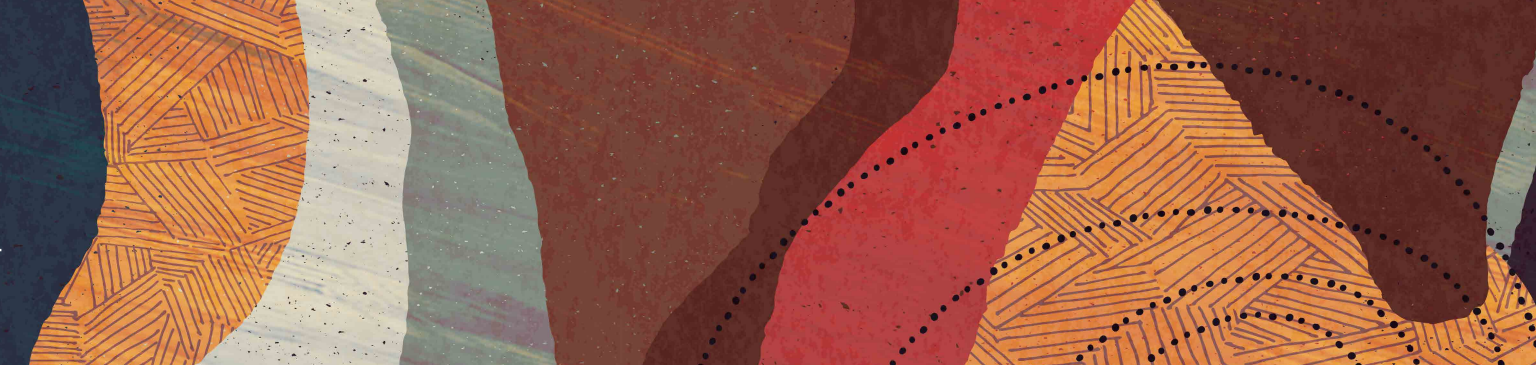
Key Benefits

Deliver the ideal customer experience by phasing out costly, outdated and unruly systems using a prescribed stairway methodology.

Achieve faster time to value, increased business efficiency, flexibility and greater success.

Optimize business processes with tailored features, designed to meet the dynamic needs of manufacturers.

SuiteSuccess

SuiteSuccess is the culmination of a multi-year transformation effort to combine the NetSuite unified suite, more than 20 years of industry leading practices, a new customer engagement model and business optimization methods into a unified, industry cloud solution.

SuiteSuccess is engineered to solve unique industry challenges that historically have limited a company's ability to grow, scale and adapt to change. Most ERP vendors have tried to solve the industry solution problem with templates, rapid implementation methodologies and custom code.

NetSuite took a holistic approach to the problem and productized domain knowledge, leading practices, KPIs and an agile approach to product adoption.

NetSuite recognizes that every business is unique and that one size does not fit all, in manufacturing nor in technology. Its team works to identify your business needs and priorities because every organization has a different starting point, business model and direction moving forward.

NetSuite Stairway

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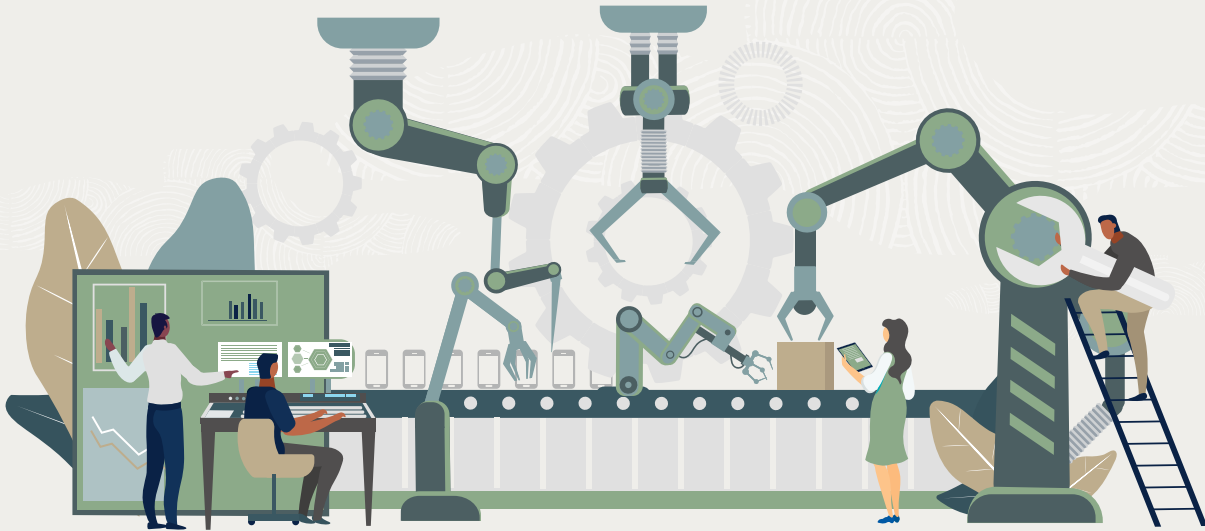
Establish
- Financials
- CRM and order processing
- Inventory management
- Discrete manufacturing

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

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Together we can chart a course forward. Here's how we do it:

Step 1 Build: The complete suite supports the entire business, including ERP, CRM, omnichannel commerce, HR and Business Intelligence (BI) which has been built on the NetSuite cloud platform and is continually updated to support all of your manufacturing needs.

Step 2 Engage: Leading practices for the manufacturing industry including workflows, KPI reports, dashboards and metrics, with the flexibility to personalize them are all built onto the NetSuite platform. With these leading practices, NetSuite adds value at each stage of the engagement from the initial sales contact to on-going support.

Step 3 Consume: An intelligent, staged approach via NetSuite's industry stairway allows manufacturers to consume capabilities based on their business needs. A re-imagined consumption model drives faster time to value, better ROI and greater user adoption. Companies can now go from zero to cloud in 100 days.

Step 4 Optimize: Customers benefit from continuous engagement, updated leading practices, new feature releases, value added SuiteCloud partners and movement up the stairway. Customers also are always on the latest release.

"I've just really enjoyed and appreciated the commitment to meeting timelines and deliverables with SuiteSuccess. That's a refreshing change."

Bruce Capagli, COO, Precision Medical Products

Product Designed With Your Business in Mind

NetSuite's Manufacturing Edition is designed to give your team the tools it needs to monitor the business, enabling faster and better decision-making while improving the customer experience and your bottom line.

The Manufacturing Edition was built with the help of many of key clients. This involves an iterative design process that includes customers in the design of the solution and allows them to preview the user experience to see exactly how the system will look and function. During this process, NetSuite identified many key roles within a manufacturing company, but the system can be easily adapted to the specific needs of each customer. The result is a complete, end-to-end management system tailored to the needs of today's manufacturers.

Pre-Configured Dashboards, KPIs and Reports

Every user in the system is presented with a home dashboard that presents only the information that is required for that role to perform daily tasks most efficiently. The dashboard serves as your central hub of information complete with pre-configured alerts, KPIs, reminders and report snapshots—all of which are updated in real time.

Sample of Included Reports

- Inventory Turnover and GMROII
- Product Category Report
- Sales Per Hour Report
- Same Store Sales Report
- Sell-Through Ratio Report
- Shrinkage Report
- Stock to Sales Ratio Report
- Units Per Transaction Report
- Weeks of Supply Report
- Update Sample Reports for MFG

Key Benefits

Expand into new markets with multi-site and multi-country support from a single account.

Host B2B and B2C web stores on the same platform.

Customize payment terms for different vendors.

"Save the sale" with cross-channel inventory visibility and order fulfillment.

Streamline order booking at tradeshows with mobile POS.

Drive business with a B2B web portal for quick orders, wholesale pricing and credit applications.

Unified Omnichannel Commerce

In today's market, manufacturing organizations need to be able to sell their products consistently through multiple channels, but how exactly do you accomplish this? NetSuite was built to service B2B and B2C companies with financials, CRM and ecommerce. Additionally, with native support for selling through partners, our ERP solution is uniquely positioned to handle sales through all channels. Every order comes into the same place in NetSuite regardless of whether it is manually entered, imported through ecommerce partners/distributors, or through portal offerings.

Meet the needs of omnichannel shoppers with a leading commerce solution that enables you to streamline and accelerate the transaction process, while also delivering personalized customer service. With a full view of the customer and company-wide, real-time inventory visibility, NetSuite delivers unified shopping experience to build strong customer loyalty. Working together, NetSuite's ecommerce platform enables you to bridge the gap across channels to fully service and satisfy your customers.

Real-time Global Inventory and Order Management

Everything in NetSuite is updated and available globally in real time. Whether you have one location or hundreds internationally, everyone in your company will be on the same page in terms of inventory position, availability and commitments. The Advanced Order Management solution lets you configure rules to define which locations should be used for order supply based on location, lead-time, service level, availability or any combination of these parameters and more.

Achieve the perfect product assortment, tear down inventory silos, avoid stock-outs and deliver on promises with a unified view across all channels. Finally put an end to drastic markdowns on excessive stock and unrestricted cash flow that is tied up in tired inventory. NetSuite's inventory and order management capabilities allow you to understand your bottom-line costs while maintaining the right mix of product across the business.

Enter Multiple Matrix Items with Grid Order Entry

Key Benefits

Allocate orders and reserve inventory between B2B and B2C accounts.

Reduce stockouts with accurate inventory visibility across all channels.

Fulfill orders faster; optimize shipments with rules to automatically fulfill orders based on preferences such as nearest warehouse, shipping price or stores with excess inventory.

Quickly move merchandise and eliminate timely manual entry of transfer and replenishment orders with quicker, bulk transfers of inventory across multiple warehouse and retail locations.

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"Before we were making decisions on hunches. With NetSuite, we can really see and analyze our business drivers and make informed decisions."

David Jarrell, Head of IT, Corkcicle

Financials and Accounting

Today, many businesses in the industry rely on multiple point solutions that can't achieve all of their financial reporting needs. Because of this, companies leverage tools such as Excel to piece together and view financial and accounting data. This static data makes it nearly impossible to obtain accurate insights into the business and often results in errors. The outcome is significant amounts of time wasted on building reports, hindering the ability to make an intelligent decision. Additionally, the lack of accurate data across the organization can affect all departments, resulting in problems such as restricted cash flow as well as lengthy and inefficient period-end close process.

NetSuite's unified platform ensures complete real-time visibility into the financial performance of the business from a consolidated level down to the individual transactions. It seamlessly integrates with all NetSuite order management, inventory, CRM and ecommerce functions to streamline critical processes and deliver the best outcomes for your business.
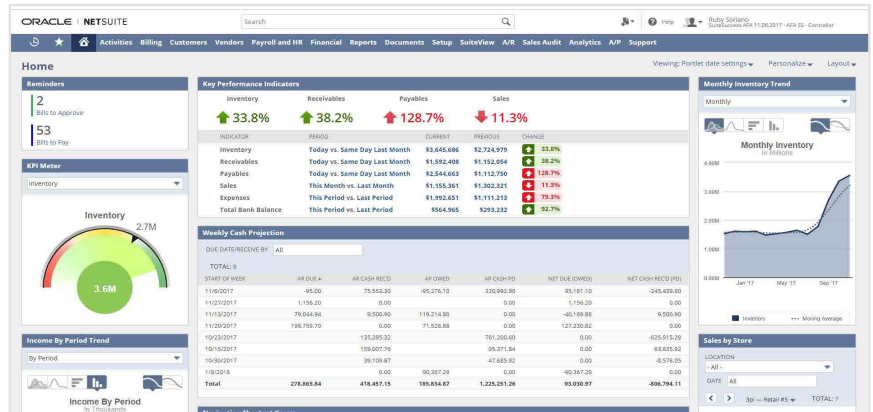
Keep a Pulse on Finances with the Controller Dashboard

CRM and Marketing

To be successful, manufacturers must deliver timely and relevant communications. Sales representatives need a full customer view to prospect for new business and service existing buyer relationships. The marketing team needs access to data such as customer preferences, purchase history and geo-location to segment and deploy intelligent campaigns.

NetSuite CRM delivers powerful CRM capabilities for both manufacturing brands and retailers, including Sales Force Automation (SFA), marketing automation, customer support and service, ecommerce, and flexible customization, all in a single cloud CRM solution. And unlike typical solutions, NetSuite CRM includes powerful sales performance management, order management and omnichannel management.

You're in Great Company

NetSuite's depth of experience in the manufacturing industry, coupled with its SuiteSuccess solution, transforms the way manufacturing customers go to market.

Over 24,000 customers around the world are transforming their businesses with NetSuite. With amazing customers throughout the manufacturing industry, we've got deep experience working with businesses like yours.

Key Benefits

Elevate productivity across the organization with a full view of your customers.

Improve sales performance through forecasting, upsell and commission management.

Build intelligent campaigns around tradeshows, seasons, products or promotions.
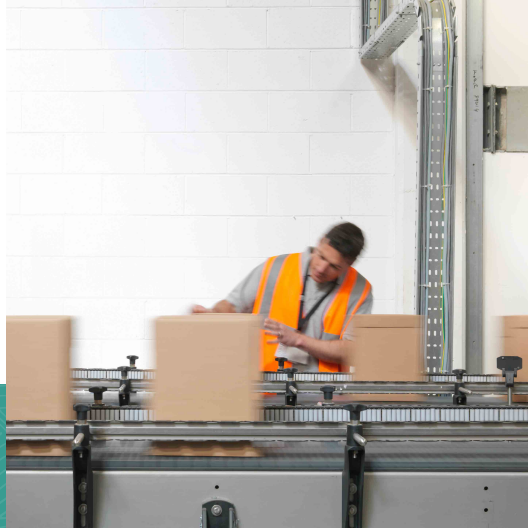
Automate communication with triggered emails to notify customers when an item they purchased online is available for store pick-up.

Engage customers, both B2B and B2C, from anywhere, on any device with one unified cloud platform.

Simplify compensation for sales with built-in commission tracking.

Track customer issues and process product warranty service and returns.