

NETSUITE FOR INDUSTRIAL SUPPLY MANUFACTURERS

A Unified Application to Manage Your Industrial Supply Business



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

Yet, to make this unified model a reality, industrial manufacturers must become more active players in the technology ecosystem, seeking expertise outside the industry to develop equipment connectivity, data analysis and software that are beyond their capabilities.

Industrial manufacturers also need an agile tech environment in order to capitalize on new business models. Whether expanding into a new channel, market or country, or fundamentally changing their business models, manufacturers need modern technology platforms to keep pace and innovate.

How do mismanaged business processes impact the success of industrial suppliers?

Leading industrial suppliers tell us that unwieldy back-office processes and outdated technology can create a number of issues that can impact long term success, including: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 meeting customer needs.
- **Inhibited business growth** – Growth goals blocked by outdated business technologies and manual practices.
- **Manual information exchange** – Disparate 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 products due to disconnected systems and spreadsheets.

With all of these issues, industrial suppliers waste valuable time and resources. In today's highly competitive business environment, companies need to focus more on customer service and business strategy, and less on performing manual processes, managing disparate software systems and updating spreadsheets.

At the core of these issues impacting long-term success, we see a trend: industrial suppliers relying on spreadsheets aging on-premise systems, point solutions or worse,

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

a combination of all three. With NetSuite's unified model, industrial supply companies can stop wasting time and resources managing multiple data silos while leveraging real-time visibility for insights into their business.

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

NetSuite ERP streamlines business processes and frees up the time and resources needed to accelerate growth, 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-powered 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 sales demand and number of days' supply to stock.
- 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.
- **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 supply manufacturers with multiple locations and

“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

subsidiaries streamline operations and provides real-time visibility at the local, regional and headquarter levels within a single system. With OneWorld, industrial supply 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 grow 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 a real-time, 360-degree view 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): In such a high churn industry, 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:

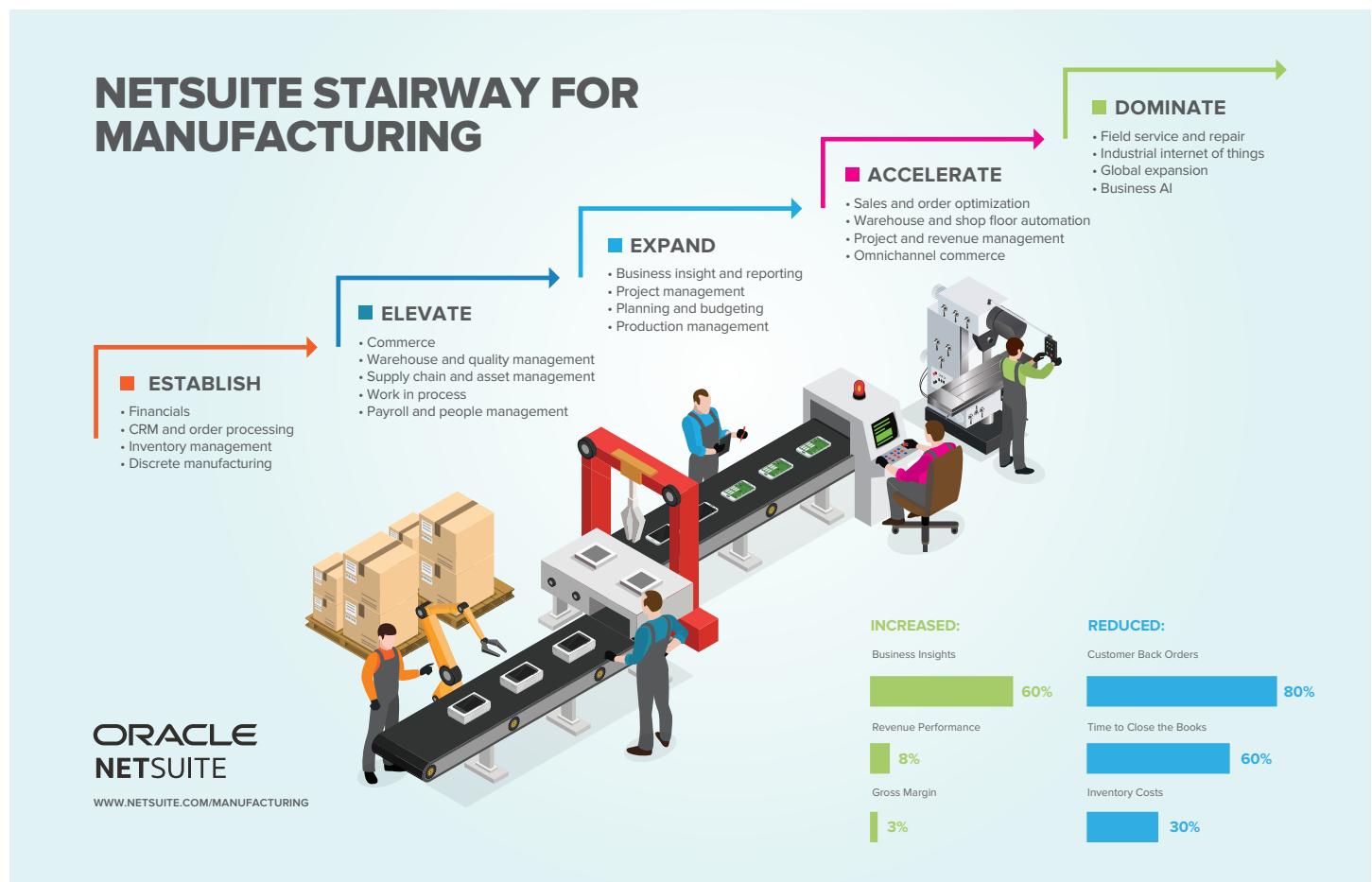
- Core HR Capabilities
- Payroll
- Employee Center
- HR Analytics

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 supply 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 lifecycle as a customer. We have a deep understanding of the challenges industrial supply manufacturers are facing in today's market. As the pace of change accelerates, NetSuite is here to keep you on a pathway to success.



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