Accenture & NetSuite

Delivering High Performance
Through the Cloud

High performance. Delivered.

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NETSUITE

As customer needs change, industries converge, the pace of innovation accelerates, and many communications, technology and media companies find it challenging for their information technology to support the changing needs of the business. In today's dynamic marketplace enterprises need nimble technology platforms that offer more visibility and agility. They need platforms that will enable them to integrate new companies or business units quickly, efficiently manage joint ventures and divestitures, launch new products, and accelerate expansion into new markets. To support changing customer demands, they need Ecommerce sales and distribution that is integrated across channels and they need technology that can support the business as it embarks on new business models for revenue growth. Cloud business management solutions offer enterprises the opportunity to meet all of these challenges, bring the ability to optimize operations, and provide flexibility to support business strategy today and in the future.

Embracing cloud solutions does not come without challenges. Companies need confidence that their cloud business management solution providers have the business functionality that is needed and they need to understand the different approaches Software as a Service (SaaS) vendors are taking toward customization. They must also have realistic expectations about the effort to deploy cloud-based solutions and how they will integrate with other existing systems in the larger application portfolio. In essence, enterprises need the confidence that they can take full advantage of the benefits from cloud solutions while lowering implementation risk.

Accenture and NetSuite are uniquely positioned to help organizations achieve their business objectives with cloud business management solutions while reducing implementation risk. Together, we power businesses with the agile enterprise technology foundation they need to execute their business strategy, reduce costs and drive digital transformation.

NetSuite OneWorld

• Complete end-to-end business suite

• Ready to support a global business

• Powered by the enterprise cloud infrastructure

Accenture + NetSuite: Our Offerings

NetSuite is the leading provider of cloud-based business management solutions. Accenture allows organizations to get the most out of NetSuite's solutions through proven process design, customization, data migration, integration and development capabilities.

Together, Accenture and NetSuite leverage our market leading strengths to offer end-to-end, cloud-based technology solutions that accelerate enterprise growth. We embed leading business practices in cloud-based solutions that can be deployed quickly with minimum capital expenditure and resources.

Enterprise Cloud ERP Solutions

Cloud-based enterprise resource planning (Cloud ERP) is a very appealing way for enterprises to create a nimble technology platform that can quickly adapt to changing business needs. NetSuite ERP is the world's most deployed cloud ERP solution. It provides proven financial management and ERP that easily enable businesses to integrate, standardize and simplify core business processes, accelerate time to value and dramatically lower total cost of ownership.

Implementation of NetSuite ERP in a two-tier strategy lets businesses preserve on-premise ERP investments in Oracle, SAP or other systems, while equipping new entities with a more agile cloud-based ERP/financials system that gives headquarters the real-time visibility it needs quickly and at a lower price. Through a two-tier model that links cloud-based subsidiaries to legacy on-premise ERP systems, businesses can easily add new products or service lines, expand internationally, integrate new divisions or acquisitions, efficiently manage joint ventures, or support new business models such as new subscription or recurring revenue billing. Out-of-the-box, NetSuite ERP is fully internationalized, supporting more than 190 currencies and 19 languages while adhering to accounting standards, taxation rules and reporting requirements for more than 50 nations.

The unique combination of NetSuite's software and Accenture's skills, experience and methods helps organizations quickly realize the transformative benefits of cloud-based ERP solutions.

Omnichannel Ecommerce Solutions

Whether a business or individual, customers now expect a consistent and relevant brand experience regardless of touch point, from in-store to online sales over a laptop, smartphone or tablet. Rising customer expectations are pushing communications and technology companies to link cross-channel customer interactions with foundational business systems to create a single, unified view of customers and deliver a transparent, channel-agnostic, personalized customer experience.

NetSuite's cloud-based, commerce system provides comprehensive coverage across the commerce lifecycle from initial customer interest through sale, service and retention. It brings together point of sale (POS), Ecommerce, CRM and marketing, merchandising, order management, and financials into a single, centrally managed solution. The solution enables companies to deliver an "omnichannel" customer experience—one that is consistent and seamless across channels and touch points at all phases of the customer lifecycle. By utilizing the combined capabilities of Accenture and NetSuite, businesses can enhance Ecommerce sales and distribution, seamlessly connect multi-channel, multi-location businesses and integrate omnichannel commerce with core operational business systems.

The concept of a single ERP suite that meets all of an enterprise's needs, particularly in large, complex and diverse organizations, is no longer tenable.

Gartner (Source: Develop a Strategic Roadmap for Postmodern ERP in 2013 and Beyond. July 31, 2013)

Drivers for Two-Tier ERP Platform

STANDARDIZE SUBS	Standardize subidiary level, increase agility, visibilitly
M&A, DIVESTITURES	Ready to support a global business units, efficiently manage joint ventures and divestitures
NEW MARKETS	Accelerate expansion in new markets, new products
NEW BUSINESS MODELS	New billing models (example: recurring revenue, subscription)
NEW CHANNELS	New sales and distribution channels (example: Ecommerce)

Professional Services Automation (PSA)

With decades of experience supporting services organizations of all specialties and sizes, NetSuite and Accenture understand the unique requirements of running a services business.

NetSuite OpenAir software is the world's leading cloud professional services automation (PSA) solution, providing project-based businesses with powerful project management, resource manage-ment, project accounting, as well as timesheet and expense management capabilities.

NetSuite OpenAir helps improve invoicing accuracy, streamline revenue recognition and increase visibility into the services organization. It also empowers the mobile services organization with anytime, anywhere access in the cloud, supporting users where they work—on the go, at client sites or remotely. In addition,

OpenAir provides real-time access for organizations with global services pools and multi-currency, multi-subsidiary, multi-taxation and multi-language requirements.

With NetSuite OpenAir as the technology foundation, Accenture and NetSuite can quickly drive tangible results for a service organization—increasing resource utilization, project margins and on-time project delivery while driving down IT costs, decreasing project accounting and overhead, and expediting billing cycles.

Business Process as a Service (BPaaS) Solutions

The combination of Business Process Outsourcing (BPO) services and cloud computing has the potential to yield greater scalability, agility and cost savings for businesses—as well as reduced time to bring services online with greater transparency and cost control.

With more than two decades of BPO experience, Accenture is a bellwether of the industry. Accenture's BPO strength helps companies reap the benefits of outsourcing business capabilities supported by the NetSuite business solutions. We bring a focus on business outcomes and on driving measurable improvements in business value. Our comprehensive approach looks beyond single functions toward end-to-end optimization across related processes. Inherent in our approach is utilizing analytics-based insights driven by our deep communications and technology industry experience to continuously improve processes and outcomes.

Fast, Flexible, Cost Effective and Proven: The Benefits of Our Cloud Solutions

Technology platforms from Accenture and NetSuite deliver a number of benefits for clients looking to move their business systems to the cloud.

Accelerated time to value

With Accenture's accelerators and an iterative, agile approach involving both business and IT teams, deploying cloud ERP, Ecommerce or PSA can take less time than an on-premise system implementation. The scalability of the cloud platform enables organizations to easily adapt their systems and scale up or down, as needed. Furthermore, the agility provided enables businesses to swiftly respond to changing business requirements, catch market transitions and market share, and accelerate revenue and return on investments.

Greater flexibility

NetSuite's SuiteCloud platform enables application customization to meet organizations' unique needs. No matter how the cloud system is customized, organizations are always running the latest software versions. Employees always have access to critical business information from anywhere in the world. Flexibility is additionally reflected in pricing where subscriptions can scale in keeping with the user community.

Lower costs

Cloud delivery can save businesses 30 to 50 percent of the total cost of ownership typically associated with implementing and maintaining on-premise IT infrastructures. Companies can minimize the need for IT infrastructure while creating standardized processes and financial reporting including instant consolidation at the subsidiary level. They are able to extend existing on-premise ERP investments by creating a two-tier cloud ERP system, maintaining an on-premise corporate ERP system while adding cloud-based ERP for subsidiaries.

Improved productivity

With cloud solutions, resources can be allocated to more productive and strategic activities. A focus on business process and change management can accelerate productivity improvements.

Reduced risk

Whether replacing an on-premise ERP solution with our cloud solution, building a two-tier ERP model, implementing a PSA solution, or doing any of these as a managed business process as a service, clients can rely on our proven solutions. More than 16,000 customer organizations and 2.5 million users online are capitalizing on the speed, flexibility and agility of NetSuite's suite of business applications. Omnichannel commerce is being used by more than 3,000 organizations and processes more than six million orders per month. NetSuite's PSA solutions are streamlining services businesses around the world, from small and mid-sized to some of the world's largest and most complex services organizations. Accenture and NetSuite bring clients a level of trust, security and confidence that they can accelerate their business growth and achieve their transformational objectives.

Adopting a two-tier ERP strategy can dramatically reduce regional business unit implementation times, provide greater agility and improve operational costs. CIOs understanding its definition, the rationale for selection and the diverse deployment options is key to a successful implementation.

Gartner (Source: Understand the Deployment Options for a Two Tier ERP Suite Strategy, May 15, 2013)

Why Accenture and NetSuite?

When it comes to implementing cloud business solutions, Accenture and NetSuite bring key differentiators to bear.

NetSuite is the global, industry-leading provider of cloud-based financials, ERP, PSA and omnichannel commerce software suites. NetSuite offers industry-specific solutions for professional services, software, wholesale distribution, manufacturing, and Ecommerce. NetSuite OneWorld helps global, multi-company organizations manage subsidiaries better with robust multinational, multi-currency support. More than 16,000 high-growth companies and divisions of large enterprises use NetSuite to run more effectively without the high costs and inefficiency of on-premise systems.

Accenture is a global leader in delivering cloud-based solutions.

We offer the breadth, scale, delivery methods, and experience with provisioning a broad set of cloud services that help ensure stability, appropriate infrastructure, the right level of integration, and a collaborative business model to run the business. To date, Accenture has applied these capabilities successfully on more than 6,000 projects in 50 countries.

Customers also benefit from Accenture's market eminence as a thought leader and business innovator in SaaS and BPaaS. Accenture has delivered more than 500 large-scale, enterprise-wide SaaS implementations using industrialized tools including the SaaS Proof of Value Accelerator, Accenture SaaS Delivery Toolkit, and the SaaS Global Deployment Accelerator. We are also a global leader in delivering ERP systems, with a 30-year track record, more than 80,000 ERP-trained resources and the most NetSuite implementations of any major system integrator.

Accenture's industry insights and patented implementation framework have produced a set of leading practices, processes and technologies—packaged to help meet the requirements of specific industries and enhanced with accelerators for the NetSuite cloud. With hundreds of artifacts tailored for NetSuite solutions and a preconfigured contract management module, the Accenture Advanced Enterprise Solution is a valuable framework that enhances delivery and helps generate business value.

Accenture's powerful cloud factory capability for lower-cost custom application development, rapid migration and innovation—paired with NetSuite's multi-tenant platform—combines proven development methodology, tools, applications and infrastructure with rich cloud customization. The cloud factory and our NetSuite-skilled resources are equipped to serve clients around the world through our Global Delivery Network. The Accenture Global Delivery Network (GDN) is a unique resource consisting of 174,000 professionals in more than 50 centers, Accenture offices and client locations. This scale and depth bring our GDN an unsurpassed capability to address the complex needs of organizations with operations across countries and continents. Our network includes more than 3,800 people with SaaS skills, including more than 1,000 in Accenture Cloud Centers of Excellence located across the globe.

Conclusion

By joining forces, Accenture and NetSuite provide enterprises with an end-to-end offering from implementation to customization to operation of the full suite of NetSuite business management software. The strength of our relationship is reflected in our joint investment to train our global workforces, develop solutions for our clients' most pressing problems and further develop joint delivery approaches, templates and toolkits. Together we power businesses with a technology platform to quickly adapt to changing business conditions today and into the future.

To learn how Accenture and NetSuite can help your organization maximize benefits from the cloud please contact:

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About Accenture

Accenture is a global management consulting, technology services and outsourcing company, with approximately 281,000 people serving clients in more than 120 countries. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. The company generated net revenues of US$28.6 billion for the fiscal year ended Aug. 31, 2013. Its home page is www.accenture.com.

About NetSuite

NetSuite Inc. is the industry's leading provider of cloud-based financials / Enterprise Resource Planning (ERP) and omnichannel commerce software suites. In addition to financials/ERP software suites, NetSuite offers a broad suite of applications, including accounting, Customer Relationship Management (CRM), Professional Services Automation (PSA) and Ecommerce that enables companies to manage most of their core business operations in its single integrated suite. NetSuite software allows businesses to automate operations, streamline processes and access real-time business information anytime, anywhere. For more information about NetSuite, please visit www.netsuite.com.