



# NETSUITE PRIVATE EQUITY SERVICES PRACTICE

Accelerating Portfolio Company Value Creation

NetSuite understands that the pace of change in business is unprecedented, and that private equity firms and their portfolio companies must operate at the speed of modern business. This requires accurate, real-time information to optimize decision making and execute on bold strategies.

Through an integrated approach that starts with unmatched relationship management, NetSuite's Private Equity Services Practice enables firms to eliminate risk while delivering on time and within budget. Our cloud-based platform combines Financial Accounting/ERP, Customer Relationship Management (CRM), Professional Services Automation (PSA) and Commerce into a single, powerful solution ideal for accelerating value creation. With NetSuite, traditional barriers are removed, making it possible for businesses to see everything, discover anything and go anywhere.

## NetSuite at a Glance

- World's #1 Cloud Business Management Suite
- Run by 30,000+ organizations across 100+ countries
- Fastest growing financial management software provider according to Gartner research
- Publicly traded (NYSE: N)
- Founded in 1998

There are thousands of private equity backed companies that have chosen NetSuite. In fact, the NetSuite Private Equity Services Practice has experience spanning all types of business, across every major industry.

## Solutions Designed for Private Equity Firms to Drive Portfolio Company Value Creation

Carve Outs	Proven carve-out methodology and model with dedicated resources focuses on rapidly deploying your solution quickly, minimizing TSA risk and costs.
M&A	ERP and CRM advisory (pre-acquisition systems analysis—accounting, finance, service, sales, order-to-cash, commerce, and more).
Operational Effectiveness	Comprehensive, proactive analysis of current systems to quantify impact/savings. Real-time data with KPI dashboards to drill down across every process.
Fast, Efficient Implementation	Proven to be significantly faster than traditional on-premise ERP with best practices methodology and customers spanning virtually every industry.
Relationship Management	Single point of contact for all your portfolio needs and a champion for a full suite of NetSuite services. Dedicated team to focus across sales, service and implementation.
Hyper-Growth Technology	Portfolios growing through add-on acquisitions and/or using homegrown systems can migrate to multi-tenant, cloud-based business management software that is the heart of many of the fastest-growing, most progressive companies today. NetSuite's repeatable deployment model help firms quickly equip new global subsidiaries with solutions as business grows.
Financial Impact	Preferred commercial terms for portfolio companies and new business acquisitions. Cost of ownership typically 40-50% less than on-premise solutions.
Global Delivery	Seamless, coordinated delivery across North America, EMEA and Asia Pacific.
Business Intelligence	Real-time executive dashboards and insights for operations, resource groups and entire executive management teams.

Our experience shows that private equity firms and their portfolio companies have a unique DNA in terms of growth and investment theses—acquisition, carve outs, divestitures, and more. Operating under accelerated timelines and aggressive budgets is the norm rather than exception. We support this with an experienced team, adept at moving fast and seamlessly navigating transaction-oriented environments. We also appreciate that private equity owned companies are part of a larger relationship. We account for this through our unparalleled relationship management and service, both within the portfolio company and private equity firm.

More than 30,000 organizations of all sizes depend on NetSuite, the #1 cloud business management suite, to run complex, mission-critical business processes globally. NetSuite has established itself as the provider of enterprise-ready cloud business management suites that private equity firms and their portfolio companies have come to trust and rely on for:

- **Financial Accounting/ERP** – encompassing core financials, fixed assets, order management, inventory management, revenue recognition, order-to-cash, procure-to-pay processes and more. Eliminating the

“We share the vision NetSuite has that the cloud is the future of information systems, particularly those who don’t have endless resources to hire and retain top-tier IT talent. At just a fraction of the cost of keeping SAP, NetSuite provides a solution that is much more flexible and dynamic.” **Kurt Liebich**, CEO RedBuilt, a portfolio company of Atlas Holdings

need for data re-entry, batch downloads or data consolidation, improving the productivity and competitive edge.

- **CRM** – From contact-to-contract cash. Sales force automation, sales compensation and forecasting, customer support, marketing automation and mobile capabilities. The only hosted CRM solution with integrated order management—meaning you can actually create quotes and orders from within the application.
- **Commerce** – Leverage the online channel to grow your business faster and more cost effectively. An integrated omnichannel (online, mobile, POS, retail, etc.) commerce across B2B and B2C channels, with tight integration between front- and back-office applications.
- **Professional Services Automation (PSA)** – The totally integrated solution, which includes Project Management, Resource Management, Project Accounting, Timesheet & Expense Management and Analytics, provides powerful tools to help you manage your projects, resources and finances.

## The NetSuite Advantage

NetSuite builds lasting relationships with private equity firms and their portfolio companies. From early phase augmentation of existing diligence efforts to end-to-end carve out/spin off services to driving incremental EBITDA post transaction, NetSuite is focused on creating value.

- Cut order-to-cash cycle by 50%
- Accelerate financial close by 20-50%
- Reduce IT costs by 50%
- Reduce audit preparation by 50%
- Reduce invoicing costs by 25-75%
- Reduce days sales outstanding by 10-20%

NetSuite provides a unified, cloud-based solution for gaining a deeper understanding of key business performance metrics, ranging from general ledger and accounting to customer relationships and omnichannel commerce, so firms can break free of legacy approaches and accelerate value creation.

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