

NetSuite BPO Partner Program

Reduce costs and improve
client experience with the
world's #1 cloud ERP platform

The NetSuite BPO Partner Program offers providers of business process outsourcing (BPO) and Business-Process-as-a-Service (BPaaS) access to the world's leading cloud business management platform. Partnering with NetSuite equips your BPO/BPaaS practice with a single, flexible solution to manage clients of any size, from small businesses and fast-growing startups to Global 2000 corporations.

BPO Program Highlights

- Award-winning cloud financial management.
- Rich customizability and integration.
- Real-time, on-demand visibility for clients.
- Secure, highly available infrastructure.
- Support, application tools and training.

NetSuite gives BPO/BPaaS providers an award-winning solution for finance and accounting outsourcing (FAO), including order to cash, procure to pay, and record to report. NetSuite is recognized by Gartner as the world's fastest-growing financial management vendor and has been honored with CODiE awards for Best Financial Management Solution and Best Cloud Infrastructure by the Software & Information Industry Association (SIIA).

BPO/BPaaS providers can also use NetSuite's powerful tools in areas such as ecommerce, support and project management in conjunction with, or separately from, NetSuite finance capabilities, providing the flexibility to meet diverse customer needs and grow the business.

Reduce Costs and Improve Client Experience

Organizations that entrust business processes to an outsourcer expect seamless, top-caliber service—not delays, hiccups and excuses. NetSuite lets you satisfy even the most demanding clients with real-time, on-demand visibility into financials and key business metrics, and approvals that may be required by clients, directly through an easy-to-use web interface accessible from any device.

Just like NetSuite's 20,000 customer organizations, BPO/BPaaS providers running NetSuite can avoid large capital investments, reduce operational costs and speed time to value compared to on-premise systems. You can improve internal administrative and IT productivity with a secure, unified solution while enjoying NetSuite BPO Partner Program support, application tools and training.

A Broad Range of Business Functionality

Core NetSuite financials are enriched with on-demand reporting and analytics on real-time data, as well as dedicated revenue recognition and recurring billing functionality that typically has to be bolted on to other solutions. Besides FAO, your BPO/BPaaS practice can run SuiteCommerce for client ecommerce sites, NetSuite CRM to optimize marketing and client relationship and extend the solution for industry-specific billing, claims processing and more.

BPO Provider Benefits

- Scale from small clients to global enterprises on one platform.
- Flexibly accommodate unique client needs.
- Maximize administrative, IT and operational productivity.
- Avoid on-premise cost and complexity.
- Deliver added ecommerce and CRM services.
- Accelerate time to value.

A Single Platform Across Your Client Base

NetSuite gives you a single platform for clients of any size, from small businesses to global corporations. NetSuite's affordable pricing is suited to support small clients, while you get enterprise-caliber capabilities for multinationals, including two-tier ERP, global subsidiary consolidation and multi-currency/multi-lingual support. With NetSuite, you avoid the cost and complexity of multiple systems to serve various clients—QuickBooks for small clients, for instance, and SAP for enterprise customers.

Rich Customizability and Integration Capacity

The SuiteCloud Development Platform lets you customize NetSuite to individual requirements on a per-client basis and integrate with client's on-premise or cloud systems through the SuiteTalk web services API. With SuiteTalk, you can readily implement two-tier ERP capabilities that enable transactions you process to update immediately in client systems, giving your customer real-time visibility.

Flexible Workflows and Multi-Client Bundles

NetSuite SuiteFlow lets you build sophisticated workflows for internal or client users to maximize efficiency and process coordination. Point-and-click workflow building avoids custom-coding required in other solutions, with customized workflows carrying forward intact during twice-yearly NetSuite updates. SuiteBundler lets you bundle and deploy a single configuration across multiple clients to speed onboarding, manage versioning and enhance flexibility in meeting client requirements.

A Large Ecosystem of ISV Partner Solutions

Enrich and extend your NetSuite environment with process- and industry-specific applications from NetSuite SuiteCloud Developer Network partners. Available at www.suiteapp.com, partner SuiteApps are validated as "Built for NetSuite" to give your BPO/BPaaS practice additional capabilities in such areas as HR management, time and expense management, sales tax compliance, procurement and more.

Secure, World-Class Infrastructure

Improve peace of mind with NetSuite's secure, enterprise-class infrastructure. With dual data centers and multiple layers of redundancy, failover and high availability, NetSuite averages more than 99.9 percent uptime. Security provisions, including 128-bit encryption and PCI-DSS, EU-US Safe Harbor, SSAE 16 Type II and ISAE 3402 Type II certifications, help ensure information protection.

Transform Your BPO Practice with NetSuite

NetSuite offers your BPO/BPaaS practice transformational capabilities for greater cost-effectiveness and client service. Just like NetSuite end-customers, you can reduce costs, improve efficiency and visibility, and speed time to value with a single platform that scales from small clients to global enterprises. NetSuite flexibility lets you drive innovation across every aspect of the business, delivering bottom-line benefits.