



NetSuite Professional Services

NetSuite One Implementation Methodology Promotes Business Success

NetSuite One

- One methodology
- Multiple implementation options

Managed Implementation

- Cooperative project between NetSuite Professional Services and you
- Scope depends on your business requirements
- Provides support for:
 - Customized business processes
 - Complex workflows
 - Implementation of NetSuite advanced modules
 - Integration with other applications
 - Data conversion

Guided Implementations

- Customer-driven implementation
- Provides out-of-the-box NetSuite workflows
- Defined scope
- Fixed price
- NetSuite provides guidance

Why NetSuite One?

Businesses know that the initial deployment of new technology can be the single most important step in determining the long-term success of an application endeavor. Nowhere is that more true than with enterprise business management software—applications that are integrated to manage all aspects of your business.

NetSuite uses a proven methodology based on best practices gleaned from eight years of deploying the NetSuite solution to our customers. We call this methodology “NetSuite One.”

The NetSuite One approach has five key elements that are evidenced in all customer implementations, large or small. These phases include:

1. Initiation
2. Analysis
3. Configuration
4. Deployment
5. Optimization.

NetSuite One: Managed Implementation

Because the scope and complexity of companies differ, NetSuite delivers NetSuite One in several ways. The most popular option, especially for mid-sized businesses, is called Managed Implementation: this is a cooperative project, jointly managed by a NetSuite Professional Services team and the customer. This implementation option supports customers with a variety of requirements, such as need for customized business processes, complex workflows, implementation of NetSuite advanced modules, integration with other applications, or data conversion. The inclusion of these activities in the implementation plan is only available in Managed Implementations. Managed engagements are designed with the customer and a dedicated NetSuite Professional Services Project Team; because the scope of each project is dependent on the specific business requirements of each customer, prices vary accordingly.

NetSuite One: Guided Implementation

The same NetSuite One methodology can be leveraged in a more limited scope for select companies when certain criteria are met. For customers who want to assume responsibility for their own implementations, two levels of assistance are available from NetSuite. Customers making this choice should ensure there is a dedicated individual available to assume the project leadership role within the organization. These programs are called Guided Implementations and are available at two levels, referred to as Guided Level 1 and Guided Level 2.

 Find out more: contact NetSuite, Inc. at 1-877 NETSUITE or visit www.netsuite.com



Both of the Guided Implementation options are fixed price, fixed scope options that are available for companies who can run their businesses with the business processes and workflows as they are available in NetSuite with minimal customization. This choice requires dedicated internal resources responsible for implementation success with limited assistance from their NetSuite consultant. Companies electing the Guided Implementation can only get professional services assistance for activities such as application integration and any complex product customizations as chargeable follow-on projects after their initial implementation is complete. Data migration is a separately chargeable project that may be procured concurrently with Guided Implementation option.

Because the Guided Implementation option is for companies with the internal capability and desire to manage their own implementation and whose business requirements align with standard NetSuite workflows, the duration of the deployment project is short and contained in the functionality deployed. NetSuite maintains an on-line library of implementation project materials, documentation, examples, and videos to assist customers electing to manage their own implementation. The two levels of Guided Implementation differ by the degree of assistance, and the depth and scope of functionality the self-implementing customer seeks. Both have an aggressive meeting schedule to which the customer has to commit to get NetSuite deployed rapidly.

NetSuite One is the result of successful implementation experience with thousands of customers globally. The expertise of the Professional Services team members ensures the success of your NetSuite implementation, increases rapid end user adoption, and increases your time to productivity.