

Partnering with NetSuite: The NetSuite SP100 Program

Now Offering 100% Margins for Your Business

You've built a successful practice around accounting, ERP, CRM and other business management applications, mostly likely delivered on-premise. But the model is changing, and cloud computing solutions are replacing traditional on-premise solutions at ever-increasing rates. The winners will be companies who embrace cloud computing—with the right partner.

NetSuite is the industry leader in web-based, integrated business management software suites for mid-market enterprises and divisions of large companies. The NetSuite SP100 Program offers an amazing 100% margin for the first year on new business transactions. Designed for experienced business application experts who want to sell and support a cloud computing business management system, the NetSuite SP100 Program helps established solution providers build a cloud-based solutions practice more quickly and profitably than ever before.

At NetSuite, we understand it's not just about the margin, but about the services opportunities generated from the solution as well. NetSuite's solutions drive all the same services opportunities as on-premise solutions—data conversion, configuration, customization, business process consulting and training—but without the low-value IT infrastructure components. We're looking for partners who share our vision and want to capitalize on their true value add: their business process and domain expertise.

Why NetSuite?

More than 6,000 mid-sized business and small to mid-size enterprises across a wide range of industries use NetSuite every day. The reason: NetSuite unites fragmented data while automating processes from end to end, providing customers with a single system to run their entire business more efficiently and at a much lower cost than competing on-premise solutions. In addition to industry-specific vertical solutions, NetSuite offers complete flexibility for configuration and customization through the NetSuite Business Operating System (NS-BOS) development platform.

Be Part of a Growing Partner Community

The NetSuite SP100 Program offers a broad range of benefits, including the industry's first 100% margin offer, to our growing partner community. A rich global ecosystem with roots in experienced software services, our solution providers are among the most influential and skillful in the industry. Membership offers the ability to:

Earn Unmatched Recurring Revenue. With traditional software sales, you have to work harder each year to make more revenue. With NetSuite's unique revenue-sharing model, you will earn boxed-product margins on existing customers, year-over-year, building a revenue stream that generates predictable year-after-year income.

Expand Your Client Base. NetSuite helps you grow your client base by providing innovative, award-winning solutions backed by proven technology. You can sell to customers you never could before, or into departments or divisions of your existing customers you couldn't before. With the support of an experienced team of channel sales professionals, unlimited partner priority technical support for client issues, and advanced sales and implementation training, you'll have all the resources you need, at your fingertips, for success.

“Between the flexible revenue sharing and the comprehensive program support, we know that our best value for 2011 and beyond will come by partnering with NetSuite.”

—Digital Check

 Find out more: contact NetSuite, Inc. at 1-877-672-7827 or visit www.netsuite.com/sp100

Extend Your Market Reach. Extend your market reach by offering powerful, integrated solutions created specifically for the growing mid-size market without abandoning your current vendor relationships. Through enhanced customization technology, you can now meet the needs of growing industry segments while leveraging your expertise to deliver cloud computing solutions to companies looking to reduce costs and increase productivity.

Program Benefits

The NetSuite SP100 Program rewards your investment and performance with industry-leading benefits designed to help you achieve maximum success in your business.

Financial Benefits	
New License Revenue/Margin	100%
Recurring Revenue/Margin on Renewals	10-30%
Services and Support Revenue	15%
Internal Use Products	✓
Sales & Marketing Benefits	
Sales Support from a Seasoned, Dedicated Team	✓
On-Demand Self-Service Resource Center	✓
Real-time Lead Registration	✓
Use of NetSuite Logos and Trademarks	✓
Co-Brandable NetSuite Website	✓
Co-Branded Editions for your Customers	✓
Co-Brandable Marketing Campaigns	✓
Free Demonstration Accounts	✓
Unlimited Test-Drive Accounts	✓
Cooperative Marketing Funds	✓
Marketing Campaign Templates (<i>NetSuite SuiteStart Service</i>)	✓
Lead Sharing (<i>NetSuite SuiteStart Service</i>)	✓
Technical Benefits	
Sales Engineering/Product Demonstration Support	✓
Unlimited Development/Proof Accounts	✓
Priority Technical Support	✓
Pre-Release Training	✓
Pre-Release Schedules and Documentation	✓
Product Webinars	✓
Monthly Partner Newsletter	✓
Annual Partner Conference	✓

 Find out more: contact NetSuite, Inc. at 1-877-672-7827 or visit www.netsuite.com/sp100

Program Requirements	
Experience	Demonstrable sales/implementation experience of CRM, ERP and/or ecommerce applications
Dedicated Staff	Minimum (1) NetSuite sales AND (1) service representative
Program Fee (<i>NetSuite SuiteStart Service</i>)	Waived (\$5,000 value)
Training Fee (<i>NetSuite SuiteStart Service</i>)	Free for first 3 sales reps
Signed Agreement and Sales Plan	✓
New License Sales Commitment (yr)	\$100,000

Take the Next Step: Apply Now

Interested in joining the NetSuite SP100 Program? Please visit us at www.netsuite.com/sp100 or call 1-877-672-7827. A limited number of partnerships are available; however, this is an invitation-only program. Act today.