

NetSuite Rising: Running Your Business in the Cloud



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NetSuite Overview

Running Your Business in the Cloud



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NetSuite: Quick Take

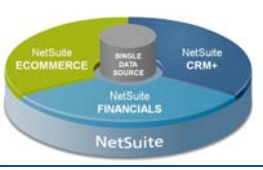
Background

- Founded 1998
- Publicly traded on NYSE: "N"
- Offices in 7 countries
- \$150M+ revenue
- 900+ employees


Performance

- 6,600+ customers
- Top 10 highest growth ERP solution according to Gartner and IDC
- NetSuite runs NetSuite

#1 Cloud Business Suite

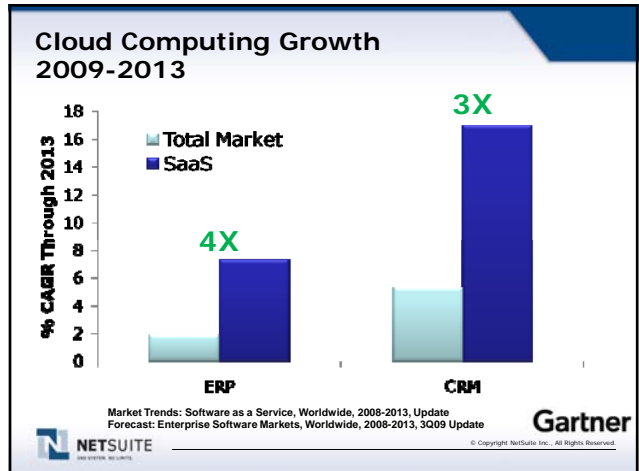


Recognition



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What the Cloud Means to You

- Ready-to-run
- Faster time-to-live
- Low start-up cost
- Pay-as-you-go
- Frequent functional upgrades



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NetSuite Powers Today's Hottest IPOs



GOOD NEWS: FOUR IPOs IN SIX WEEKS

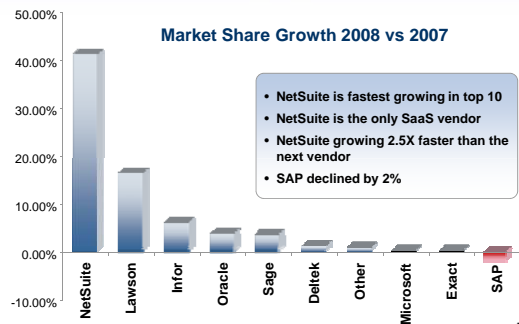
MORE GOOD NEWS: THREE WERE POWERED BY NETSUITE

- 3 NetSuite customers - LogMeIn, OpenTable and Solar Winds – complete successful IPOs even in today's economy



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Gartner: NetSuite Fastest-Growing Top 10 Financial Management Vendor



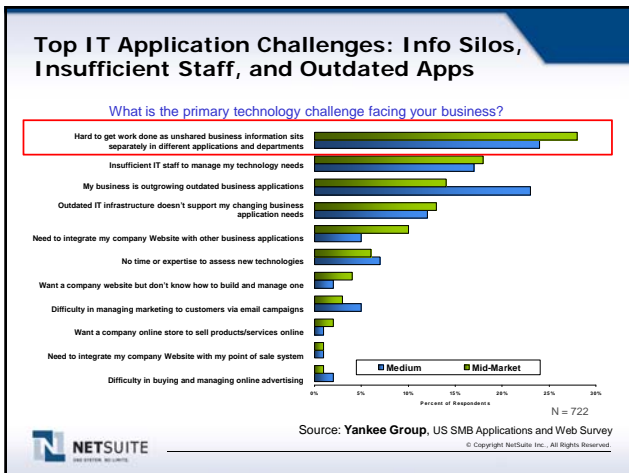
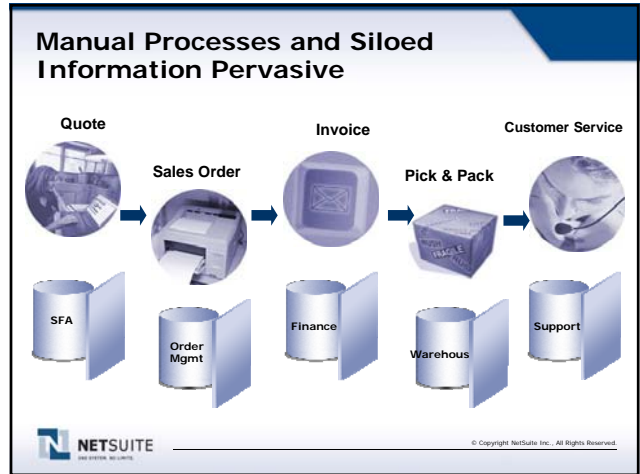
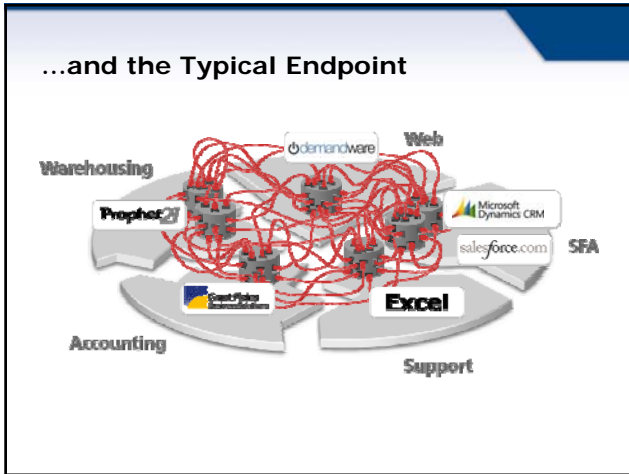
Market Share Source: Chris Papp, Chad Eschinger and Yanna Dromasarakis, "ERP Software, North America, 2008," Gartner, June 17, 2009. © Copyright NetSuite Inc. All Rights Reserved

A Typical Applications Journey....

- Likely started with financials and order mgt ... using Excel for "analytics" and an outside service for payroll
- Added a third party package to manage sales leads and another for customer support
- Next step was to develop a presence on the web – website, store front, site for customer service
- Over time: spent more on integration and management than on original software purchase!!**



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- ### Signs it's Time to Re-Evaluate Business Systems
- Significant finance, sales, reporting processes in spreadsheets.
 - Growing effort spent on double entry, and associated compliance risks, audit costs.
 - Customer data sprawl – billings, sales etc.
 - Business change – new locations, subsidiaries, channels, IPO – systems can't keep pace.
 - Systems upgrade roadblock or maintenance costs.

What's different today?

- All the core business software needed is available as a suite, from one vendor
- Don't need to buy analytics separately
- Don't need a data center or large IT support staff
- Have 24-hour access
- Designed to maximize the power of the Internet – anytime, anywhere, any device
- Business suite is your open innovation platform
- **All at a fraction of what you paid last time**



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Three Big Ideas



NetSuite: The Enterprise-Class Application for the Mid-Market



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One System for Running a Business



Real Time Visibility for Today's Businesses

- Single version of the truth
- Role based dashboards
- Real time
- Ad hoc analysis
- Summary to detail



“With NetSuite, I can view with the dashboard what our receivables are and what our sales reps are doing from a daily and weekly standpoint. Those tools are priceless to me, and have made our company 100% more efficient.”

Evan Brown, Toolfetch



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On-Premise vs. Software-as-a-Service

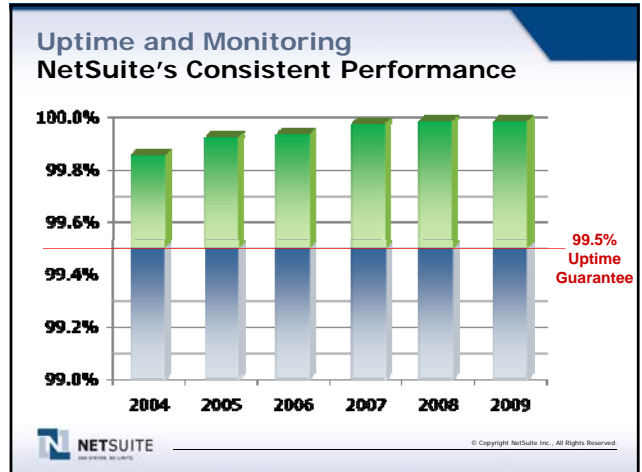
Manage It Yourself Style

ERP CRM E-Commerce	HARDWARE	DESKTOP OS	SERVER OS	DATABASE	APPLICATION
	License	License	License	License	License
	Maintain	Maintain	Maintain	Maintain	Back-up
	Patch	Patch	Patch	Tune	Upgrade
	Replace	Replace	Replace	Upgrade	Migrate

SaaS Style

One System	HARDWARE	DESKTOP OS	SERVER OS	DATABASE	APPLICATION
					Subscribe

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Security and Compliance Key Certifications

- U.S Department of Commerce U.S-EU Safe Harbor Compliant
- Payment Card Industry Data Security Standard (PCI DSS)
- AICPA SAS-70 Type II annual report

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Uptime and Monitoring Stringent Process – Backed by SLC

- 25,000+ checks hourly
- Continuous monitoring
- Positive alerting
- 24/7/365 on-call teams
- Offsite backups

NetSuite's SLC

NetSuite will provide a service credit equal to 100% of one month's fee if it does not meet its 99.5% SLA commitment.

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NetSuite's Cloud Datacenter By the Numbers:

- 📊 **99.5%** uptime SLC commitment
- 📊 **100%** service credit if we don't meet it
- 📊 Serve **3BN+** customer requests per month
- 📊 **1.4M+** unique logins per quarter
- 📊 Supports **6,600+** customers
- 📊 Just **20** minutes maintenance per week
- 📊 **2** automated upgrades per year
- 📊 **1** code base



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SaaS + Suite = Much Lower TCO

Study shows large savings

Up to
50%
Lower TCO

Save
\$200,000
TO
\$300,000

Source: Hurwitz Group, "Sangreva Appraisal, 4/09" Study of NetSuite compared with combined cost of Microsoft Dynamics GP + CRM under a variety of scenarios, with 50 to 200 users.



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The Benefits of Cloud Computing

Reduced Cost
+
Improved Productivity



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Cloud NetSuite Difference

	On-Premise	Cloud NetSuite
Designed for Internet	✗ No	✓ Yes
Business functionality	✗ Point solutions	✓ Suite
Analytics, intelligence	✗ "Rear view"	✓ Real-time
Global management	✗ Manual	✓ Built-in
Customization	✗ Version locked	✓ Infinite, auto-upgraded
Time to implement	✗ 6-18 months	✓ 3-6 months
Cost	✗ Large up-front	✓ Pay as you go

Cloud NetSuite TCO is 50% LESS than On-Premise

Case Study: **AsahiKASEI**

	SAP	NETSUITE
Reduced Cost	3% of Revenue	0.1% of Revenue
Improved Productivity	130 System Users	75 System Users

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NetSuite OneWorld Transforms Global Fast Food Leader



	ORACLE	NETSUITE
Reduced Cost	100 Subs 100 Instances 100 IT Staff	1 Instance OneWorld Consolidating 40 Subs 2 IT staff
Improved Productivity	3-6 months/instance Difficult to synchronize Difficult for end-users	1.5 months to roll-out ALL subs Real-time synchronization Trivial for end-users

“NetSuite’s multi-currency, multi-company, and multi-language capabilities are better than Oracle E-Business Suite”

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NetSuite Green: Good for the Planet AND Your Business

- NetSuite customers **saved over \$61 million** in energy bills last year
- NetSuite SaaS platform eliminates the production of more than **423,000 metric tons of carbon dioxide** per year, equal to:
 - CO2 emissions produced by consumption of over **48 million gallons of gasoline**
 - CO2 emissions produced by consumption of nearly **1 million barrels of oil**
 - Yearly pollution caused by more than **77,000 automobiles**
- 600 million kilowatt-hours (kWh)** saved per year by NetSuite and NetSuite customers
 - Equal to the average electricity consumption of **56,000 homes**

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#1 Cloud Business Suite 6,600+ Customers Trust NetSuite



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