



NetSuite Solution Provider Program

Experience the SuiteLife With the Leading Cloud ERP

Welcome to the SuiteLife

When you become a NetSuite Solution Provider, you'll experience the SuiteLife — our state-of-the-art engagement program. SuiteLife will have you selling and implementing NetSuite quickly. In addition, the ongoing training and support NetSuite partners receive will enable you to expand your business and ensure every customer engagement is a success.

The NetSuite Solution Provider Program

is designed for experienced business software resellers interested in scaling their businesses. NetSuite's cloud-based financials/ERP software suite — which includes accounting, CRM, and ecommerce — will impress your clients and prospects, increase your new client acquisitions, and drive your top-line revenue.

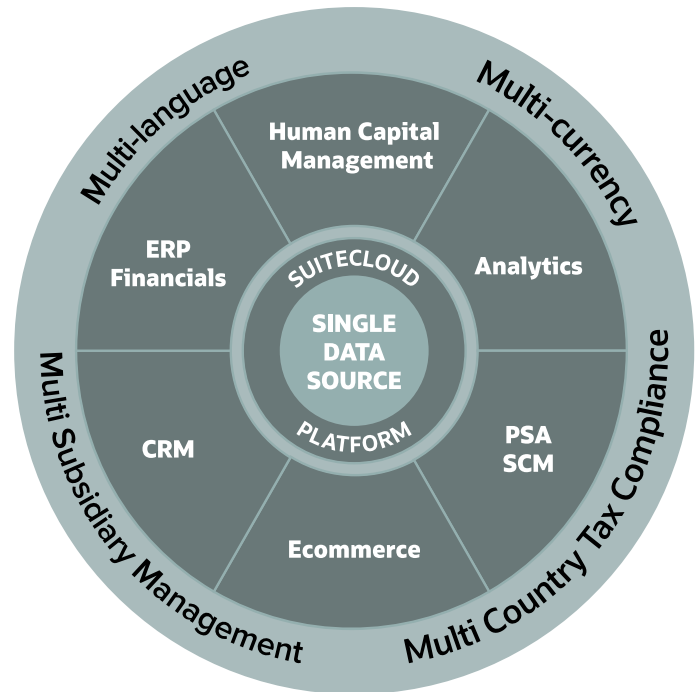
We're looking for partners who share our vision, invest in both dedicated sales and delivery resources, and want to make industry-leading margins.

Earn Unmatched, Recurring Revenue

With NetSuite's unique revenue-sharing model, you can earn up to boxed-level product margins on existing customers, year-over-year, building a predictable revenue stream that generates consistent cash flow every month.

Expand Your Client Base

NetSuite helps you to rapidly increase your client base by enabling your customers to automate business management processes, reduce IT costs and maintenance, make better decisions, and improve collaboration.



Extend Your Market Reach

Through enhanced customization technology, you can now meet the needs of a particular industry segment and then replicate that account and sell it to multiple companies within that target market.

What Does It Take to Become a Successful NetSuite Solution Provider?

At NetSuite, our diverse community of solution providers shares a vision and common approach to their businesses to achieve success. Our most successful partners take the following approach:

- **Financial/CRM Application Expertise**
To realize a significant return on investment, qualified solution providers must have a solid working knowledge of financial accounting/ERP and CRM solutions for mid-market and enterprise customers. This expertise ensures your clients get the service they need when designing, implementing, and deploying their business management solution. NetSuite supplements our partners' expertise with web-based and instructor-led training opportunities and certifications.
- **Dedicated Sales Resources**
Partners who employ dedicated sales representatives gain immediate results. These representatives carry NetSuite new business license quotas to ensure expected revenue targets are achieved. Most NetSuite partners experience a very fast path to break even and profit on this dedicated sales investment.
- **Methodology Experience**
To maximize their business potential, successful solution providers should have a consultant on staff who fully understands how to implement business software applications, develop customized business processes, and convert financial and accounting data.

What Are Some Best Practices to Help Drive a Thriving NetSuite Business?

As with any successful business venture, customer acquisition and retention is critical for success. NetSuite's most successful partners share the following common practices to achieve maximum results:

- **Vertical/Industry Specialty**
Successful partners are focused on core vertical industries in which they can best leverage their domain and product customization expertise to deliver value-added solutions and services to a specific vertical market. NetSuite complements your specialty with our own industry software solutions that help your clients get up and running faster with the capabilities of our cloud computing business management suite.
- **Lead/Demand Generation Expertise**
To meet your business goals, it's critical to invest in dedicated marketing resources skilled in demand generation for business application software sales. NetSuite accelerates your lead generation efforts with co-branded marketing materials, sample campaigns, and cooperative marketing funds.
- **One Product/One Market**
With NetSuite, our solution providers can deliver to their clients a single, integrated, and powerful business management software solution. Partners that deliver complementary services to the NetSuite solution can shorten their sales cycles and demonstrate fast time-to-value for their prospective and existing clients.

Partner Benefits

As a partner, you will receive unmatched revenue-sharing on new licenses and renewals, generous co-op accrual, Advanced Partner Support, and more.

| Financial Benefits | |
|---|-----------|
| New License Revenue/Margin | up to 50% |
| Recurring Revenue/Margin on Renewals | up to 30% |
| Support Revenue | up to 30% |
| Internal Use Products | ✓ |
| Sales and 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-Branded Editions for Your Customers | ✓ |
| Co-Brandable Marketing Campaigns | ✓ |
| Free Demonstration Accounts | ✓ |
| Test-Drive Accounts | ✓ |
| Cooperative Marketing Funds | ✓ |

For more information on joining the NetSuite Solution Provider Program, send your inquiry to nsgbu_solutionproviders_ww_grp@oracle.com or visit www.netsuite.com/partners.

| Technical Benefits | |
|--|---|
| SuiteAnswers | ✓ |
| Premium Support | ✓ |
| Advanced Partner Support (APS) | ✓ |
| Sales Engineering/Product Demonstrations Support | ✓ |
| Development/Proof Accounts | ✓ |
| Pre-Release Training | ✓ |
| Pre-Release Schedules and Documentation | ✓ |
| Online Learning Cloud Access | ✓ |
| Accelerated Onboarding Training | ✓ |
| Certification Testing | ✓ |
| Program Requirements | |
| Experience | Demonstrated sales/implementation experience with accounting, ERP, CRM, and/or ecommerce applications |
| Dedicated Staff | Minimum (1) Sales, (1) Pre-Sales, and (1) Delivery/Implementation |
| Signed Agreement and Sales Plan | ✓ |
| New License Sales Commitment (yr) | USD\$100,000 in NOAM USD\$50,000 in RoW |