



# Partner Program Logo With Expertise

## Certified Competencies Help Companies Identify the Implementation Partners Best Qualified to Meet Their Individual Needs

The NetSuite partner community possesses specialized skillsets, which help NetSuite customers extract the full range of benefits and quickest return on investment (ROI) from their Enterprise Resource Planning (ERP), Professional Services Automation (PSA), commerce or planning and budgeting implementations.

Designed for NetSuite Solution Providers and Alliance Partners, logo expertise further differentiates implementation partners based on their NetSuite ERP, NetSuite SuiteCommerce, NetSuite OpenAir or NetSuite Planning and Budgeting competence.

These firm-based credentials differentiate partners in the marketplace and showcase their capabilities within these focus areas:

- **ERP:** Recognizes partners who possess in-depth knowledge of the industry/product knowledge, skills, systems excellence and best practices for successfully implementing NetSuite for their customers. To achieve this logo, at least three of the partner's ERP or technical accounting delivery practices must be NetSuite ERP Certified Consultants, Multi-Book Accounting authorized and Advanced Revenue Management authorized.
- **Commerce:** Distinguishes partners who have demonstrated an ability to build websites and engage with NetSuite to test performance. These partners have also built out expert teams focused on connecting every step of a multi-channel, multi-location business online. At least three individuals within the partner's ecommerce delivery practice must have completed all SuiteCommerce Delivery Learning Paths; the partner must also have completed an implementation case study of the NetSuite SuiteCommerce Cloud Service.
- **OpenAir:** Recognizes partners with deep expertise in implementing NetSuite's best-in-class Professional Services Automation (PSA) software, which focuses on improving resource management, project management, project accounting, and timesheet and expenses management. At least three of the partner's ERP or SuiteProjects delivery practice professionals must have completed all of the OpenAir Delivery Learning Paths. The partner must also develop an implementation case study of the NetSuite OpenAir Cloud Service.

- **Planning and Budgeting:** Identifies partners with three team members who completed all NetSuite Planning and Budgeting Delivery Learning Paths. Using a case study, firms must also show how a fictitious customer’s finance teams use NetSuite Planning and Budgeting to quickly and easily produce budgets and forecasts, model what-if scenarios, and generate reports—all within one collaborative, scalable solution.

A benefit within NetSuite’s existing credentialing programs, the expertise logo proves that the partner has passed a high bar that extends into specific areas of expertise. With the defined qualifications and case studies completed, the partner can use the applicable NetSuite Partner Program logo with the earned expertise to differentiate itself in the marketplace.

All companies are unique and most ERP implementations require some level of customization and expertise. Selecting an implementation partner who possesses deep proficiency in specific areas means a company’s enterprise software implementation will best service its business and meet its specific needs.

### Sample Expertise Logos

**ORACLE  
NETSUITE** | Alliance Partner

*Expertise in*  
**ERP • Commerce • OpenAir  
Planning & Budgeting**

**ORACLE  
NETSUITE** | Alliance Partner

*Expertise in*  
**ERP**

**ORACLE  
NETSUITE** | Solution Provider

*Expertise in*  
**ERP • Commerce**

**ORACLE  
NETSUITE** | Solution Provider

*Expertise in*  
**ERP • OpenAir**

