NETSUITE STAIRWAY FOR SOLUTION PROVIDER

A strategy for services organizations to meet the challenges of today.

**CHALLENGES**

**TRANSFORM**
- Reacting to market changes

**IMPACT**
- Untapped revenue sources

**SOLUTION**
- Financial Planning & Analysis

**ENHANCE**
- Lack of insight into customer behavior
- Responding to technology innovation

**IMPACT**
- Customer and employee attrition
- Missed revenue opportunity

**SOLUTION**
- Enhanced people management processes
- Leading industry benchmarks

**INNOVATE**
- Unable to accurately forecast revenue and resource demand
- Inflexible business segmentation
- Difficulty scaling
- Complex regulatory requirements

**IMPACT**
- Lost market opportunity
- Lack of financial transparency
- Increased compliance risk

**SOLUTION**
- Advanced resource management
- Financial forecasting and analysis
- Unified business insights
- Global compliance

**EXPAND**
- Disconnected lead-to-cash technology environment
- Limited insight into resource availability
- Spreadsheet-based rev rec
- Manual currency & subsidiary consolidation
- Limited company performance data

**IMPACT**
- Disparate applications to run your business
- Underutilized resources
- Limiting revenue growth
- Siloed subsidiary data
- Lack of cash flow transparency

**SOLUTION**
- Integrated CRM, PSA and Financials
- Optimizing resourcing
- Revenue management
- Multi-subsidiary management
- Enhanced financials

**REMedIATE**
- Disconnected project, T&E entry and billing environment
- Manual project processes
- Lack of visibility into basic KPIs

**IMPACT**
- Increase in admin hours
- Slower cash collection
- Narrowing profit margins

**SOLUTION**
- Standardized time & expense for a mobile workforce
- Automated project billing rules
- Core operational reports