



NetSuite for Fast-Growing Manufacturers

While software startups have overwhelmed Silicon Valley, what many don't realize is that a new startup world is on the rise—software-enabled manufacturing startups. With the emergence of new tools, resources and intermediaries, manufacturing startups are finding themselves more equipped than ever before to prosper.

Yet, these manufacturers face unique barriers to growth when compared to their software startup cousins. Beyond product ideation and development, manufacturing startups need to act big to play in the big leagues. With the help of resources and intermediaries like contract manufacturers and online sales channels, the little guys can keep pace with the big players in the industry.

“We have grown 500 percent year-over-year because we're able to put our resources on selling the product, and not a lot into the back-end.”

Dyla LLC

“NetSuite is a great platform for high-growth companies. Having all our information on sales, inventory, orders, fulfillment and customers on one platform has been extremely valuable.”

Revant Optics

That said, as startup manufacturers enter the competitive manufacturing space, more and more see not only the importance of acting big in their production and sales channels, but also acting big in their technology practices. To achieve their growth goals and truly play in the big leagues, manufacturing startups need to equip themselves for long-term success with back-office technology to accommodate every step of the growth journey.

Here at NetSuite, one of our central goals is to create a system that fits the needs of companies of all sizes. With more than 20 years of best practices under our belt and more than 19,000 customers around the world, NetSuite has built a solution that can accommodate a business' operations from Day 1. As manufacturing startups emerge, there are a number of reasons they turn to NetSuite over entry-level solutions like QuickBooks:

Proven: Given NetSuite's long-standing history with businesses and users spanning the drawing board to the boardroom, our solution has been built with the leading best practices for manufacturing in mind to ensure success.

Agile: With change happening every day, startups need technology that keeps pace. With more than 20 years of best practices pre-built into our solution, NetSuite is configured out of the box with the KPIs, reports and roles needed to get you up and running quickly, and is simultaneously customizable to accommodate your changing business needs.

Tailored: NetSuite is built for the manufacturing industry and comes with built-in business process flows, value-driven dashboards and metrics to accommodate your manufacturing business processes every step of your journey. Whether you are manufacturing through a contract manufacturer, or taking your operations in-house, NetSuite has seen it all and will help to manage your processes in the most efficient way possible.

Cost-effective: Unlike some more established manufacturing companies, manufacturing startups have the unique ability to start in the cloud and grow in the cloud allowing for cost-savings from Day 1. Cloud delivery eliminates on-premise IT costs and provides automatic updates so your software is always current—unlike NetSuite's on-premise competitors, which require on-site data centers and costly upgrades to keep up with the most current software available.

Flexible: Regardless of what you change in your manufacturing operations, NetSuite has the flexibility to support your needs. Whether you are expanding internationally and need to accommodate international regulations or have plans to sell direct to consumer online, NetSuite has the functionality to get you there.

Scalable: NetSuite provides a single, unified business management suite, encompassing ERP/financials, CRM and ecommerce, that scales with you at every stage and accommodates your every business need. Starting your business on

“With NetSuite we can now believe in inventory numbers. Now, everyone is going to NetSuite first, and because everyone has access to anything that inventory touches—sales, return, shipment, refund—they understand a bigger picture than their department.” **MotoAlliance**

QuickBooks may make sense for the beginning of your business lifecycle, but the reality is that all growing businesses quickly find themselves in needs of functionality QuickBooks can't provide. Equipping your startup with a business system that can accommodate every phase of your growth is setting your organization up for long-term success.

Trusted: With more than 20 years of experience in cloud ERP implementations and more than 19,000

customers, NetSuite is proven and trusted as the #1 cloud ERP solution to grow your startup business.

The Bottom Line

Manufacturing startups seeking a solution to stay with them for the long haul should seriously consider NetSuite as a long-term investment that will grow with them, accommodate their changing business needs and provide them with the most current functionality to capitalize on new markets.

ORACLE
NETSUITE

**NetSuite Stairway
For Manufacturing**

www.netsuite.com/manufacturing

Establish

- Financials
- CRM and order processing
- Inventory management
- Discrete manufacturing

Elevate

- Commerce
- Warehouse and quality management
- Supply chain and asset management
- Work in process
- Payroll and people management
- Financial management

Expand

- Business insight and reporting
- Project management
- Planning and budgeting
- Production management

Accelerate

- Sales and order optimization
- Warehouse and shop floor automation
- Project and revenue management
- Omnichannel commerce

Dominate

- Field service and repair
- Industrial internet of things
- Global expansion
- Business AI