

## The Deloitte and NetSuite Alliance Teaming to make cloud ERP an easy choice



The marketplace is currently experiencing a shift from traditional on-premise ERP to cloud ERP solutions such as NetSuite.<sup>1</sup> Cloud ERP enables businesses to run core business applications without having to maintain costly on-premise IT infrastructure and staff. Furthermore, cloud ERP can offer strong software functionality, customizable flexibility, shorter implementation time, and overall cost-effectiveness, making it an attractive alternative to on-premise solutions.

### The Deloitte and NetSuite alliance

The Deloitte and NetSuite alliance combines Deloitte's business strategy and IT planning and execution capabilities with NetSuite's leading cloud ERP technology. Deloitte brings deep experience with cloud deployments and practical knowledge about how to align your cloud solution with your most important business objectives. Our experienced project teams can assist you in your efforts to identify your most pressing technical, cultural, and organizational challenges, and then work with you to define effective processes and governance steps to address them in your cloud ERP deployment.

NetSuite is the world's leading provider of cloud-based business management software. Gartner, Inc., a leading analyst firm, named NetSuite the fastest growing financial management software vendor globally in 2012.<sup>2</sup> The NetSuite cloud ERP offering can help companies to manage their core key business operations in a single system, which includes Enterprise Resource Planning (ERP), Accounting, Customer Relationship Management (CRM), and eCommerce.

### Bringing a strategic perspective to cloud computing

Cloud computing can provide an opportunity to rethink traditional business models as well as realign the organization to enable greater efficiency. Taking full advantage of these opportunities in a cloud-based ERP solution requires planning and analysis to align the technology implementation with business goals and strategy. Cloud adoption can also impact the application and data lifecycle, making other factors such as data governance and application security important considerations for your cloud implementation.

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<sup>1</sup> Gartner, Inc. reports that Workday, Workforce Software, Cornerstone OnDemand and NetSuite were the four fastest-growing vendors worldwide from 2012 to 2013. Workday's revenue grew 86.1%, WorkForce Software, 57.6%; Cornerstone OnDemand, 57%; and NetSuite, 39.6%. Source: Gartner, Inc., "Market Share Analysis: ERP Software, Worldwide, 2012," 07 May 2013.

<sup>2</sup> Source: Gartner, Inc. "Market Share: All Software Markets, Worldwide, 2012," March 29, 2013.

Deloitte brings a broad strategic perspective to planning and execution for cloud implementations, offering a range of cloud services that can address both the business implications of cloud adoption and important technical issues such as migration from existing systems, integration, and customization. With hundreds of trained resources with knowledge in both enterprise applications and cloud deployments, Deloitte can work with you to help you leverage NetSuite capabilities to deliver the value of your cloud ERP solution.

#### **Deloitte's NetSuite practice**

Deloitte Consulting Innovation's Emerging Technology service area has a dedicated NetSuite practice with practitioners experienced in implementing NetSuite modules for financials, supply chain, CRM, eCommerce, human capital management and business intelligence.

Our NetSuite practice brings a broad range of services for NetSuite customers, including:

- End-to-end implementation services
- Optimization services to continue improving the environment after go-live
- Organizational change management and training
- Security and controls
- Financial and Supply Chain Transformation
- Tax, including international

Our worldwide network of member firms also gives you access to a wide/broad range of services for consulting, financial advisory services, tax, and risk management.

#### **Amplifying the savings of cloud delivery**

The cloud delivery model is ideal for two-tier ERP environments and for medium size businesses, which often don't have the IT budget, resources, or time to implement a complicated on-premise ERP system. A cloud ERP implementation can cost up to 50% less than an on-premise solution while providing the flexibility and scalability you need for future growth.

Cloud solutions have already been shown to deliver cost savings, but the net savings can be magnified by taking a broader perspective that includes business transformation. Deloitte's business transformation services can pinpoint ways to get the most out of your NetSuite cloud ERP implementation and can increase coordination across organizational boundaries or chains of command. Our services address areas such as strategy, human capital, information technology, risk, and financial advisory services, and can build upon our core cloud-readiness, planning, and solution deployment experience. Our deep experience with cloud technologies and broad scope of services can help you amplify the savings from your NetSuite cloud implementation.

#### **Security and availability**

Achieving tight security and enterprise availability requires more than a demonstrated/tested solution. While NetSuite delivers the utmost compliance and security confidence with certifications such as SAS 70 Type II, PCI DSS and EU-US Safe Harbor, you will still need to enforce secure usage and administration of your cloud ERP services. Segregation of duties, for example, requires governance policies that enforce clear distinction between roles.

Deloitte's team of seasoned cloud practitioners brings the security experience and knowledge you need to establish business processes and safeguards that will help you protect sensitive data while complying with industry and government regulatory requirements. This is a matter of designing user roles and operating procedures to address compliance needs while taking advantage of the standardized processes and certifications offered by NetSuite.

## At a Glance

- Deloitte (Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee, and its network of member firms, each of which is a legally separate and independent entity) is the largest privately held professional services organization in the world based on headcount and breadth of capability, delivering audit, enterprise risk, tax, finance, strategy and operations, human capital, and technology services.
- Deloitte Consulting LLP is the largest Consulting organization in the world\*.
- Deloitte Consulting LLP is the largest IT consulting organization in the world.
- Deloitte Consulting LLP is the 2nd largest Strategy Consulting organization in the world.
- Deloitte Consulting LLP is the largest Enterprise Risk Services organization in the world.
- Deloitte is on Fortune magazine's list of "100 Best Companies to Work For" for the 14th year (Deloitte LLP and its subsidiaries).
- Deloitte (Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee, and its network of member firms, each of which is a legally separate and independent entity) is a global leader in Technology Transformation.

\*Note: Includes S&O, HR, IT, Risk, FA, Audit, and Tax advisory capabilities; excludes regulatory audit and tax compliance.

Source: DITL Global AR, February 2013; DITL Strategy, June 2012

## Learn more

To learn more about how Deloitte and NetSuite can help you take advantage of the trend to leverage cloud technologies for ERP, please contact one of the following:

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## Enterprise Value Delivery for NetSuite

### Enterprise Value Delivery for NetSuite

Enterprise Value Delivery (EVD) for NetSuite is a single, implementation method that is aligned with industry standards and is specifically designed for NetSuite implementations. It presents a tested collection of work products and guidance, including deliverable templates, sample deliverables, and accelerators organized by project phase and discipline. Disciplines represent high-level groupings of related tasks across project phases and are designed to encompass all areas of an implementation while promoting quality and adding value. The methodology is designed to help accelerate NetSuite implementation and reduce the likelihood of gaps in design and functionality.

### Implementing ERP at the speed of business — Circuit of the Americas case study

Circuit of the Americas (CoTA), the first Formula 1 Race Track in the United States, turned to Deloitte to implement an ERP backbone that was needed first to manage project costs during the track's construction and then run the business once the track opened in October 2012. Deloitte worked with clients to implement NetSuite from start to finish in just 10 weeks and CoTA is now using the cloud-based ERP system to manage all aspects of their business from financials to operations and asset management.