

ORACLE NETSUITE

for small and medium business THE #1 CLOUD ERP BUSINESS SOFTWARE SOLUTION



DATAS Technology is the only official and licensed **ORACLE NetSuite** partner on the territory of Ukraine. We are implementing development, integration and technical support **ERP** systems **NetSuite** for clients in Ukraine and CIS countries.



250+ employees

10+ years of expertise

40+ clients in EMEA

100+ projects



TECHNOLOGICAL PARTNER FOR YOUR BUSINESS

About us



Complex IT-solutions:

- business process automation and management
- data storage and protection
- Big Data analytics



For different sizes businesses and industries: from financial holdings and manufacturing to IT startups.



- System integration
- Consulting
- Development and QA
- Big Data analytics
- Support



We work with the best software products from global vendors, leaders of the IT industry.



Our clients







ORACLE NETSUITE

NetSuite: the numbers



ORACLE **NET**SUITE

Global Business Unit



宜 21,000+

Customers worldwide



Customers in more than 203 **Countries and** Territories





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ORACLE **NET**SUITE

Solution Provider

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Control & management of business processes

The challenges of fast-growing companies

- Various applications unrelated / partially related to each other.
- No data consolidation.
- Incorrect reporting as a result of scattered information or untimely entered information.
- Business visibility and supervision "here and now".
- Management and control of global business with multiple subsidiaries.
- Outdated software versions, update problems.



CURRENT STATE

Various (partially connected) applications for each business process.



FUTURE STATE

A single unified **NetSuite** platform for operation of all the business processes, consolidated reports.





Growing companies choose NetSuite



True cloud



Designed for a modern business



Global scale for international expansion Agility for rapidly changing industry

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Last system upgrade ever





Financial core, Business Intelligence for all

NetSuite: all the functionality required to run a business

- IT Industry
- Manufacturing
- Wholesale Distribution
- Retail, e-commerce
- Marketing Agencies
- Media
- Consulting
- Nonprofit
- Energy
- Healthcare
- Logistics
- Sub verticals
- Built for NetSuite

- KPI's
- Dashboards
- Roles
- Workflows
- Forms
- Integrations
- Suiteapps
- Thousands of hours of pre-configuration
- All based on leading practices



ORACLE NETSUITE



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NetSuite financial core

FINANCE & ACCOUNTING

- General Ledger
- Accounts Receivable
- Accounts Payable
- Tax Management
- Fixed Assets Management
- Cash Management
- Payment Management

BILLING

- SuiteBilling Core
- Subscription Billing
- Advanced Subscription Billing
- Advanced Rating

REVENUE MANAGEMENT

- Recurring Revenue Management
- Flexible Revenue Recognition Scheduling
- Percentage of Completion Accounting
- Rev Arrangements with Multi Deliverables
- Software & Service Contracts

GLOBAL ACCT & CONSOLIDATION

- Multi-Currency Management
- Multi-Company Management
- Audit & Compliance (GRC)
- Multi-Language
- Configurable Tax Engine

FINANCIAL PLANNING

- Flexible Modeling
- "What If" Analysis
- Comprehensive Reporting & Analysis
- Multi-Currency Support

FINANCIAL REPORTING

- On-Demand, Real-Time
- Flexible, Multi-Dimensional Reporting
- Global Compliance
- Consolidation
- Multiple Outputs



Rich ERP features

ORDER MGMT

- Quote and Order Management
- Billing Management and Invoicing
- Flexible Billing Scheduling
- Order Fulfillment and Continuity Programs
- Promotions
- RMA

PROCUREMENT

- Purchase Requisition
- Purchase Contract & Blanket PO
- Request for Quote (RFQ)
- Requisition Approval Workflow

INVENTORY

- Inventory Control and Warehouse Management
- Cost Management
- Order Fulfillment
- Inventory Visibility

PRODUCTION

- Product Data Management
- Planning and Scheduling
- Work Order Management
- Quality Management
- MES

WAREHOUSE MGMT

- Inbound Logistics
- Outbound Logistics
- Inventory Management
- Warehouse Management System

SCM

- Planning
- Collaboration
- Execution
- Support



Rich ERP features

CRM

- Sales Force Automation
- Customer Service Management
- Marketing Automation
- Partner Relationship Management
- Mobile

HCM

- Core HRIS
- Payroll
- Employee Center
- HR Analytics

PROJECT MGMT

- Project Management
- Project Accounting
- Resource Management
- Time & Expense Management
- Billing





NetSuite: interface

RACLE NETSUITE SuiteSuccess	Searc	1			(2	₽•	🕜 Help 🚽	L - Kath Suite	nryn Glass Success Financials	First [US] 17.1 - FIN MM -	Controller
) 🛧 🖀 Activities Billing Custome	ers Vendors Payroll and	HR Financial Re	ports Administrat	ion & Control	s Documents	Setup Paym	ents Analyt	ics A/R Fixe	d Assets	A/P Sales Au	udit Support	
ome								Vie	ewing: Port	tlet date setting	s 👻 Personalize	Layout
eminders	SuiteAccess									KPI Meter		
29 Bills to Pay 4 Periods to Close	Balance Sheet	E	Trial Balan	ce	Incom Staten			Budget vs Actual		Sales	Sales	•
2	Financials Overview					_						3.6M
Purchase Requests to Approve	EBITDA	Net Income a	s a % of Revenue	Rev	enue	Gross Profit	%					
1 Sales Order to Approve	\$1,290,880	35	.35%	\$3,65	1,463	81.87%	6					
1	INDICATOR		TODAY	THIS WEEK	THIS MONTH	LAST MONTH	THIS FQTD	LAST FQTD	FYTD		4.4M	
Return Authorization to Approve	Bank Balance		\$56,857	\$56,857	(\$1,263,393)	\$1,355,661	\$56,857	\$1,251,891	\$56,8			
4	Revenue		\$0	(\$458,000)	\$3,651,463	\$3,533,581	\$3,265,409	\$167,359	\$9,9(
	Cost of Sales		\$0	\$181,800	\$662,165	\$646,849	\$181,781	\$0	\$1,70		- 1.1 T 1	
Expense Report to Approve	Gross Profit		\$0	(\$639,800)	\$2,989,298	\$2,886,732	\$3,083,628	\$167,359	\$8,2(Monthly Pay	ables Trend	
9 Invoices Overdue	Gross Profit %		N/A	139.69%	81.87%	81.69%	94.43%	100.00%	82.8	Monthly		-
1 Allocation Schedule due	Operating Expenses		\$0	\$0	\$1,726,246	\$1,135,900	\$786,300	\$0	\$3,84			
	Operating Expenses (exclu	ding Tax,Dep'n & Amo	rt) \$0	\$0	\$1,726,246	\$1,148,521	\$786,300	\$0	\$3,8(A	Ξ h.	
op 5 Customers By Sales	EBITDA		\$0	(\$623,112)	\$1,290,880	\$1,760,263	\$2,316,106	\$167,359	\$4,39	*		-
his month	Net Income		\$0	(\$623,112)	\$1,290,880	\$1,747,642	\$2,316,106	\$167,359	\$4,31	N	Ionthly Payables In Thousands	5
is monut	Net Income as a % of Reve	nue	N/A	136.05%	35.35%	49.46%	70.93%	100.00%	44.1(1,500.00K		
	•								•			
Sales by Customer Summary	Weekly Cash Projection									1,000.00K		
In Thousands	DUE DATE AII	VE	NDOR NAME - All -			-						
1	< > 12525 - 2750	16 👻 TOTAL: 13								500.00K		
,500.00K	START OF WEEK	AR DUE A	AR CASH REC'D	AP OWED	AP CASH PD	NET DU	JE (OWED)	NET CASH REC	D (PD			
	4/24/2017	12,525.00	1,502,616.93	77,237.91	1,160,465.00	-6	54,712.91	342,1	51.93			
	5/15/2017	36,501.25	38,975.00		0.00	3	36,501.25	38,9	75.00	0.00K	1.	V
000.00K	6/5/2017	89,230.78	0.00		0.00	8	89,230.78		0.00		Jul '16	Jan '17
	5/8/2017	216,147.20	0.00	750.00	0.00	21	15,397.20		0.00		001 10	unit 17
500.00K	5/1/2017	275,016.43	0.00	13,000.00	0.00	26	52,016.43		0.00			



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"Out Of The Box"

0 0 0 / 12 Home - NetSuite (201610 x Paul ← → C fi B NetSuite Inc. (US) https://system.na1.netsuite.com/app/center/card.nl?sc+-29&t=iGG2xT7AC&whence+ ☆ � ≡ NETSUITE TE NETSUITE Q. No Help . Taylor Agron 20151001 NetSuite.org - 2015.2 - 01. CEO - HD (Exec Dir) 🕒 ★ 🕉 Activities Fundraising Grants Sales/Marketing Quick Start Expenses HR Financial Reports Documents Setup Support, Home Viewing: Portlet date settings - Personalize - Layout -Reminders Revenue By Period Trend 1 Call to complete By Period -\$40.374.84 \$57,300.0 \$45,000.00 1 Purchase Orders to Approve (CEO) = ≣ Grant Reve Ś ALF IL 20 Expenses By Period Trend Revenue By Period By Period -ANF IL 2 Category > Financial Report Expenses By Period **Financial Statements** Revenue Banking/Budgeting Purchases 60.00K Bank Reconcile Income Statement Billing and Revenue Purchase by Vendor Budgets Budget vs Actual Balance Sheet Revenue by Customer Purchase by Item ~ Trial Balance Revenue by State Open PO Cash Flows Revenue by item Bank Register PO Register 40.00K Vendors/Payables inventory/Items Order Management Customer/Receivables A/P Aging Report Inventory Valuation Open Pledge/Orders Sales Tax Back Orders 20.00K Open Bills Inv Activity Detail A/R Register A/P Register Cust Profitability Current Inv Status A/P Bill Pay History Inventory Worksheet A/R Aging Report Revenue ···· Minutes Average 100 May '15 Sep '15 Key Performance Indicators portunity List by Agency Payables Receivables Total Bank Balance Inventory Herpetofauna and riparlan habitat work at the confluence of the Gila and San Pedro Rivers E finances ere Moving Avenage 4.9% **119.1%** 10.2% **15.0%** Media Outreach Channel Islands, CA National Park Service-Integration and Synthesis NYT > Home Page INDICATOR PERIOD PREVADUES CHANGE CLIPPENT of the Scientific and Professional Literature on Bloomberg Took Secret Path to a New Schools 15.0% Payables Today vs. Same Day Last Month \$33 736 \$29 336 Soundscapes and Night Skies and their Chief 119.1% relationship to outdoor recreation Receivables Today vs. Same Day Month Before Last \$71 730 \$32,743 The secrecy around Mayor Michael R. Bloomberg's 0.2% Novel Nucleic Acid Sequencing Technology selection of Cathleen P. Black to run the city's schools Total Bank Balance This Period vs. Last Period \$654 200 \$653,200 Development (R21) highlighted his faith in business leaders and dislike of 4.9% \$51 724 Inventory Today ys. Same Day Last Month \$48 695 NOTICE OF INTENT TO AWARD - Commemorate nublic debate. This Year vs. Last Fiscal Year 32 21.9% New Constituents 25 the Boston Massacre through "Blood on the Tentative Deal in Iraq Keeps Maliki in Power This Fiscal Quarter \$3,737 Snow," a museum theater piece at Old State Expenses

Irag's leaders reached a tentative agreement to end an

Over 300+ BI Components Available



House with related educational programs

NetSuite: Business Intelligence Platform







NetSuite is trusted by 20,000+ customers

Every Size. Every Industry. In Every Part of the World.

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Thank you!



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