

Value Proposition: Why SuitePro Consulting is the Right Partner for Your NetSuite Implementation

SuitePro Consulting LLC NetSuite Solutions Provider



What you need to know when choosing an ERP implementation Partner

CHOOSING A WRONG SERVICE PROVIDER MAY ADD A COST TO YOUR PROJECT. HERE IS WHY.

1. Ability to Quickly Setup the System

Most partners, due to their operating structure find it difficult to set up NetSuite in a shorter timeframe. While large projects requiring development efforts take longer time, smaller projects with out-of-the-box functionalities should take 45 days or less, but these firms find this challenging for a variety of ways: staff overload, inappropriate project plan, costing model, lack of knowledge of the system.

2. Industry Expertise

An ERP should give you competitive advantage, but when you select the wrong partner, it could just be an addition to other systems you use.

The implementation team should be able to recommend industry leading best practices that will offer you another dimension to how you do business.

3. Does the Partner Have Proven Tools and Processes to Migrate Your Data?

Data migration is an essential if not most important part in ERP implementation. The strategy and tool to bring legacy data without impacting your current business flow should be carefully evaluated.

4. What is the Cost of Implementation?

You need to make sure clear cost expectations are set up front. Partners may have various cost models including fixed set up cost but agreeing a budget at the initial stage should never be overlooked.

5. What Training Support Does the Partner Provide?

Users are a key to every ERP implementation. Inappropriate training may lead to employee resistance to change, demotivation and this may be more costly than the ERP itself. Make sure knowledge transfer and change management strategy is define early in the project.

6. What Support Does the Partner Provide?

Getting to go-live in the implementation should never be an end, there should be an effortless transition to customer support to provide ongoing guidance and optimization. This should be discussed even before the project kicks off.

7. Is There a Project Implementation Template?

Does the partner provide an out-of-the-box implementation template and/or able to configure the software for role specific scenarios?

8. Is There a Communication Plan Defined that Involve All Stakeholders?

Implementing ERP for global organization might be challenging due difference in language, time zone, culture, and local content requirements. Your partner must tell you how they plan to deal with this when discussing the project plan.

9. Failing to Perform System Testing

Testing during the rollout phase is crucial for identifying and fixing incomplete applications, permission errors, possible security vulnerabilities, and broken links. Never make assumptions.

What Can I Expect from a SuitePro NetSuite Implementation? Part 1 of 2



SuitePro Where Your Success is Projected
By Leveraging What Already Works for
You and Refreshing What Doesn't

1). Project Scoping and Planning

ERP though a major part of your business should never be an obstruction to your business.

Choosing the right time to implement your project is an essential part. We make sure the implementation timeline does not obstruct your financial close, impact ongoing audits and other major company projects. What to implement and when to implement are some of the questions we help you to answer. Implementing the entire suite at once may be costly. Our plan involves a piecemeal approach to ensure smooth data transfer while not overwhelming your employees who will be using the system day after day

2). System Testing Approach and Methods

Anytime a new software solution is implemented without formal testing; there is a huge potential for failure right from the beginning. Testing during the rollout phase is crucial for identifying and fixing incomplete applications, permission errors, possible security vulnerabilities, and broken links.

Don't assume that just because you have decided on an ERP system that the hard part is over. The implementation process should be taken just as seriously.

At SuitePro, we perform 5 levels of testing before handing over the application to you

- Usability testing
- Load Testing
- Regression Testing

- Recovering Testing
- Migration Testing

3). Business Process Alignment

We do not just implement NetSuite; our methodology involves ensuring NetSuite and other technologies used leverage your current technical infrastructure and align with your overall business strategy.

This is integral to our data collection approach during requirement gathering and process mapping

4). Industry Expertise

With more than 300+ NetSuite implementations and a combined experience of 50+ years in over 20 countries covering 4 continents, you can be sure that the SuitePro consulting team will be the right partner for your NetSuite implementations.

Not only do we possess the statutory knowledge you require when implementing NetSuite OneWorld, but we specialize in a small number of verticals only. Thus, you can be sure that our implementation team will bring industry leading practices within your project to give you the competitive advantage you need.

5). Communication Strategy and Plan

Developing the right communications strategy for an ERP implementation can present a major organizational challenge. This is especially true when navigating the hazardous waters of organizational politics, language differences as well as different cultures. Creative ERP communications tactics can make or break your ability to successfully implement an ERP system.

Our Global NetSuite Expertise



1. Global Experience

We've implemented NetSuite in 20+ countries and 4 continents

2. US Sales Tax, EU, UK, and International VAT

We are experts in US Sales Tax, EU and UK VAT rules, just like we are in other taxes around the world. In 4+ continents and still counting

3. Duties and Customs

We understand the complex duty and custom processes internationally

4. US GAAP, IFRS and International Accounting

We are accounting/business professionals implementing NetSuite for other accounting/business professionals

5. SOX & Compliance Risk

We understand transfer pricing and other compliance risks faced by most international companies

We ensure your NetSuite business processes are fully in compliance with SOX legislations

6. Statutory Knowledge

In addition to our deep expertise in IFRS, GAAP, we have also delivered complex statutory audit systems in NetSuite:

- For France – France Fichier d'Ecritures Comptables (FEC)
- For Germany – GDPdU files
- For Malaysia – GST Audit File (GAF) text file and XML file
- For Mexico – DIOT file and Electronic Accounting file
- For Portugal – Standard Audit File for Tax Purposes (SAF-T PT)
- For Singapore – IAF Text file and IAF XML file
- For OECD member countries – OECD Standard Audit File for Tax (SAF-T) XML file
- For United Arab Emirates – FTA VAT Audit File (FAF)
- For other countries – GL Data Extract

Our Numbers: 50+ Combined NetSuite Experience, 300+ NetSuite Implementations in 20+ Countries, 4 Continents

What Can I Expect from a SuitePro NetSuite Implementation? Part 2 of 2

Knowing what to expect from a NetSuite implementation helps in deciding on an implementation partner.

WHAT SUITEPRO OFFERS

6). Seamless handoff from sales allows implementation team to hit the ground running.

One of the reasons companies shy away from ERP implementations is the commitment it requires from key staff. One big advantage of going with SuitePro is that the handoff from the sales team to the implementation team is just a continuation of a process already in motion. Consultants can access information from internal systems from the sales cycle and buying process that jumpstarts the implementation

With the added benefit of being able to easily connect with whoever made the sale. That provides continuity invaluable in establishing and setting expectations and goals for the implementation,

and guards against one of the parts of ERP implementations that can be a major point of unrealized success. Everyone is on the same page and has the right infrastructure and tools to communicate.

7). Ability to set a fixed timeline and a fixed rate for the implementation.

Establishing very clear expectations up front and experience implementing several similar process scenarios means SuitePro can reliably deliver on timelines, without scope creep or going over budget. Companies have gone live with NetSuite in as little as 30 days, and many implementations can be accomplished within 100 days.

8). Proven data migration tools.

Data migration can be the most time-consuming and tedious part of the ERP implementation process.

SuitePro's data migration tools and associated services that come standard with SuitePro Consulting engagements make the process of data mapping and importing data from spreadsheets into NetSuite using a CSV import tool much easier.

9). Continual improvement in the implementation process itself.

ERP implementations often conjure images of consultants milling around onsite and driving confusion amongst staff about what they're actually doing there. SuitePro is constantly taking steps to drive more efficiency into the implementation process, which also drives down costs and shortens timelines. As an example, customers now have the option to use Zoom for user acceptance testing (UAT) - the last step before go-live, to save the time and expense of in-person testing. SuitePro is constantly looking for ways to make the implementation process leaner and focus on actions and activities that add value for businesses.

10). Dedicated project resources.

Depending on the size of the customer and complexity of the implementation, the team may range from two to five people, including project management, functional and technical consultants. The consultants work with the business process owner to generate and build buy-in for the project at the earliest stages of the implementation. The consultant works to lead, personalize and tailor the solution to meet the unique process requirements of the business, being careful to balance unnecessary configuration or even customization that makes projects go over timelines and budgets without adding significant value. SuitePro consultants have the benefit of proximity to the product team as well as a deep bench of other consultants that can work quickly to answer questions or provide solutions to unanticipated issues that come up

11). Out-of-the-box offering configured to unique business needs

Depending on the needs of the business, the software can be configured for parent and subsidiary accounts and configured for language and currency requirements. Consultants turn on purpose-built dashboards created specifically for roles, which include reminders, shortcuts and key metrics necessary to perform their jobs. For instance, for a controller, the prebuilt dashboard allows easy access to the income statement, budget vs. actuals for AP and AR aging. The controller can pivot the report by different parameters, and further create role specific reports from those items and metrics - such as EBITA and department costs per FTE.

12). Continued access to global support and optimization services

SuitePro Consulting doesn't consider its job complete once the system is turned on. As part of this comprehensive process, there is an effortless transition to our customer support team, who provides hands-on product guidance, configuration support and ongoing optimization.



What Happens After the Implementation?



During a NetSuite implementation, there is usually a baseline of functionality that the customer needs to get up and running quickly. Here is where other consultants may pack up and leave. But there are going to be more questions about the functionality in place and how to best use it.

That's why it's so important that there's a handoff between the implementation team and a team that will assist post go live. SuitePro Support team is focused less on reactive problem-resolution and more on how the business can continually optimize the existing software, gain more efficiency in its current processes, and enable new business initiatives. Businesses can pick from a number of levels of support that build upon one another as they need it

Businesses can also opt to access pooled resources or opt for a dedicated functional consultant. From there, they can gain access to a dedicated customer success manager who can then work with a team of technical consultants for additional software projects.

The cut-over to post-implementation begins during UAT, giving the SuitePro Support team a chance to view the business, its processes, and its people up close. This facilitates knowledge transfer because the implementation team is still heavily involved.

Testimonial from a CFO of a US based company operating in US, Swiss and Germany

“SuitePro is awesome, knowledge of NetSuite is very deep and great to work with. Very flexible and knowledgeable. A great asset to the implementation. It was worth the wait for NetSuite to onboard SuitePro to the project. It is good for NetSuite to have a partner with international expertise, they have definitely helped move the project along.”

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