



Flexible, Easy to Use Budgeting Solution

NetSuite Planning and Budgeting



Budgeting using spreadsheets typically results in less collaboration, more inefficiency and is error prone. Excel is a powerful personal productivity tool, however, it lacks the collaborative capabilities necessary to develop the accurate and comprehensive budgets required by executive management, the board or lenders. NetSuite Planning and Budgeting provides an easy-to-use budgeting solution that automatically uses your NetSuite financial data from NetSuite. It reduces budget cycle time, eliminates calculation errors and generates integrated financial statements. Time spent on data entry and formulas maintenance can be allocated to strategic financial analysis activities that have a greater impact.

Key Benefits

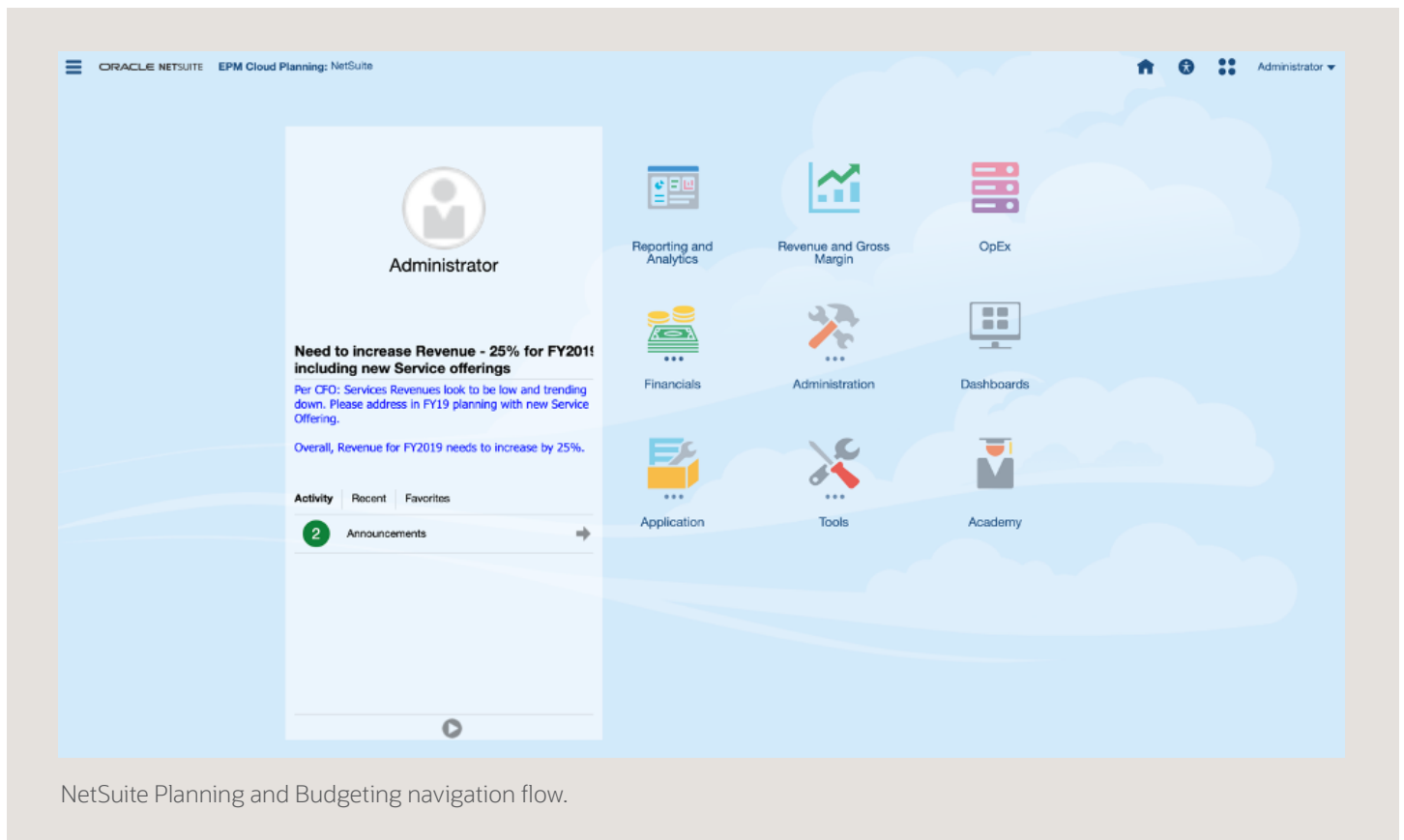
- Gain greater control and visibility over your budgets.
- Reduce your budgeting cycle times by up to 71% while producing more accurate projections.
- Increase collaboration with business stakeholders and drive better decision-making.
- Streamline data collection and free up time from low value-added work.
- Automated currency exchange calculations and robust currency reporting capabilities.
- Pre-built sync with NetSuite financials increases data integrity by eliminating the need to transfer data manually.

Budgeting Made Easy

NetSuite Planning and Budgeting facilitates both company-wide and departmental budgeting within one collaborative scalable solution. Pre-built data synchronization with NetSuite enables financial and operational data to be used throughout the entire budgeting process, eliminating the need to transfer data manually.

These pre-built reports, templates and capabilities make it fast and easy to get your budgeting process set on the right path:

- Drillable executive dashboards
- Revenue projections templates
- Workforce planning module
- Operating expense projections templates
- Actual vs budget reports (income statement, balance sheet, cash flow)
- Microsoft Office integration with Smart View
- Multi-currency and multi-subsidiary support

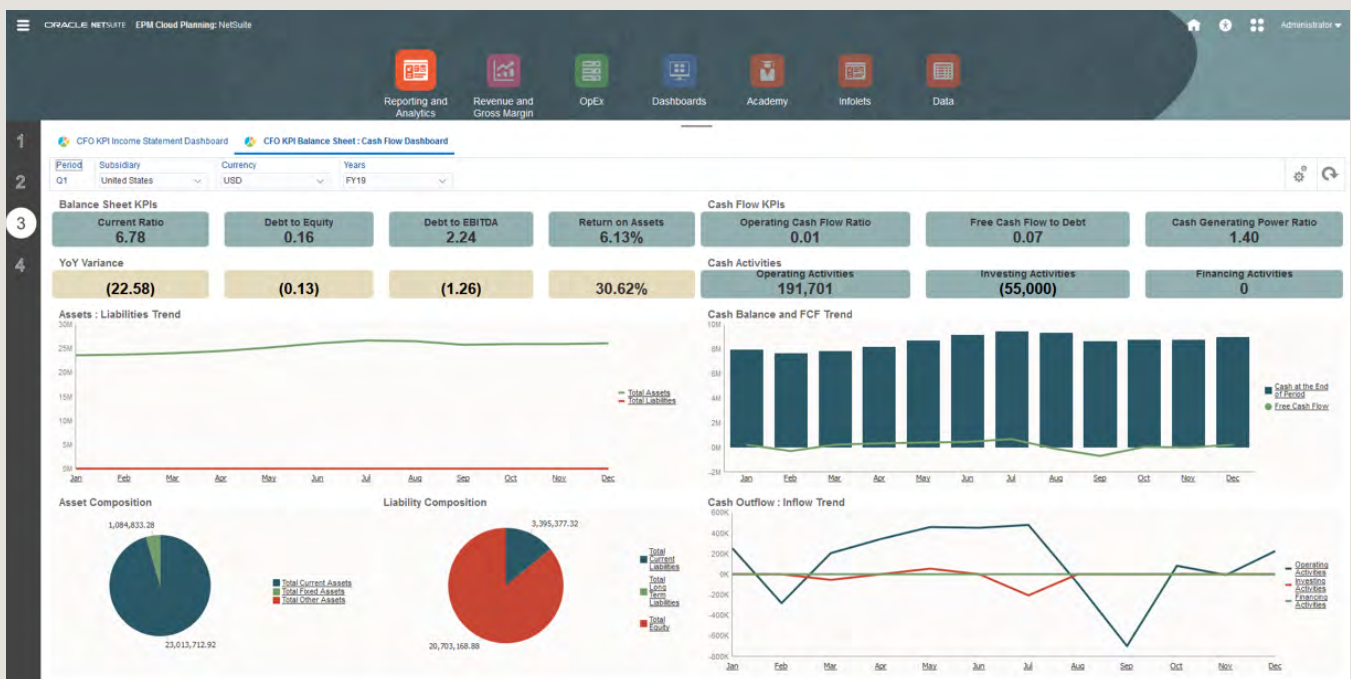


Drive Faster and More Strategic Revenue Projections

Quickly create product and/or segment projections, along with the ability to drill down to the transaction details. Then, continuously monitor actual performance against objectives, as well as the resulting impact on balance sheet and cash flow. Organizations can also run a profitability analysis based on adjusting assumptions or projections in response to changing market conditions.

Effective Decision-Making With Powerful Dashboards

Create dashboards that display budget and actual data in minutes. Any change made are instantaneously reflected. The drag-and-drop dashboard designer puts powerful, yet easy-to-use, web-based reporting into the hands of finance and budget owners providing a secure, collaborative and process-driven approach for defining, authoring, reviewing, and publishing financial and management reports.



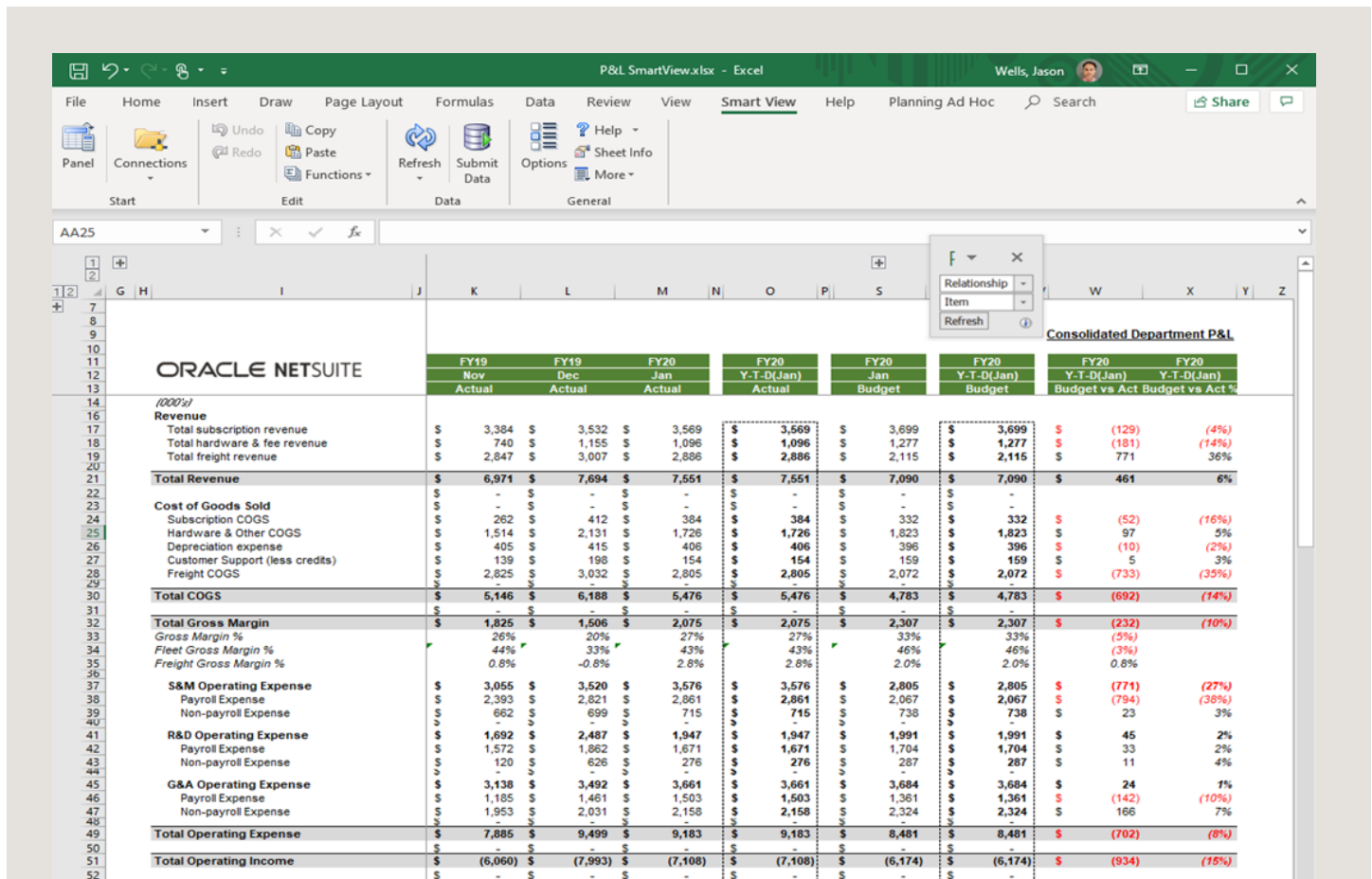
Pre-built dashboards make it easy to quickly visualise your actuals-to-budget trending in real-time.

Simplify Operating Expense Projections

Accurately budget costs, identify cost reduction areas, and get a view of department and total company spend. Managers can enter department-specific commentary and plan at the summary account level or by detailed line item. Finance can get ongoing visibility into expenses vs budget targets so they can better manage spend.

Microsoft Office Integration

Smart View for Office enables the integration of NetSuite Planning and Budgeting with Microsoft Office tools such as Microsoft Outlook, Excel, Word and PowerPoint. Users can use Excel as the environment for adding what if analysis customers, items or expenses categories on the fly. Users can also create data grids incorporating Excel formulas and formats. Common planning actions, such as spreading and allocation, are available for data grids rendered within Microsoft Excel.



	FY19 Nov	FY19 Dec	FY20 Jan	FY20 Y-T-D(Jan)	FY20 Jan	FY20 Y-T-D(Jan)	FY20 Y-T-D(Jan)	FY20 Y-T-D(Jan)
	Actual	Actual	Actual	Actual	Budget	Budget	Budget vs Act	Budget vs Act %
ORACLE NETSUITE								
Revenue								
Total subscription revenue	\$ 3,384	\$ 3,532	\$ 3,569	\$ 3,569	\$ 3,699	\$ 3,699	\$ (129)	(4%)
Total hardware & fee revenue	\$ 740	\$ 1,155	\$ 1,096	\$ 1,096	\$ 1,277	\$ 1,277	\$ (181)	(14%)
Total freight revenue	\$ 2,847	\$ 3,007	\$ 2,886	\$ 2,886	\$ 2,115	\$ 2,115	\$ 771	36%
Total Revenue	\$ 6,971	\$ 7,694	\$ 7,551	\$ 7,551	\$ 7,090	\$ 7,090	\$ 461	6%
Cost of Goods Sold								
Subscription COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Hardware & Other COGS	\$ 1,514	\$ 2,131	\$ 1,726	\$ 1,726	\$ 1,823	\$ 1,823	\$ 97	5%
Depreciation expense	\$ 405	\$ 415	\$ 406	\$ 406	\$ 396	\$ 396	\$ (10)	(2%)
Customer Support (less credits)	\$ 139	\$ 198	\$ 154	\$ 154	\$ 159	\$ 159	\$ 5	3%
Freight COGS	\$ 2,825	\$ 3,032	\$ 2,805	\$ 2,805	\$ 2,072	\$ 2,072	\$ (733)	(35%)
Total COGS	\$ 5,146	\$ 6,188	\$ 5,476	\$ 5,476	\$ 4,783	\$ 4,783	\$ (692)	(14%)
Total Gross Margin	\$ 1,825	\$ 1,506	\$ 2,075	\$ 2,075	\$ 2,307	\$ 2,307	\$ (232)	(10%)
Gross Margin %	26%	20%	27%	27%	33%	33%	\$ (5%)	(5%)
Fleet Gross Margin %	44%	33%	43%	43%	46%	46%	\$ (3%)	(3%)
Freight Gross Margin %	0.8%	-0.8%	2.8%	2.8%	2.0%	2.0%	\$ 0.8%	
S&M Operating Expense	\$ 3,055	\$ 3,520	\$ 3,576	\$ 3,576	\$ 2,805	\$ 2,805	\$ (771)	(27%)
Payroll Expense	\$ 2,393	\$ 2,821	\$ 2,861	\$ 2,861	\$ 2,067	\$ 2,067	\$ (794)	(38%)
Non-payroll Expense	\$ 662	\$ 699	\$ 715	\$ 715	\$ 738	\$ 738	\$ 23	3%
R&D Operating Expense	\$ 1,692	\$ 2,487	\$ 1,947	\$ 1,947	\$ 1,991	\$ 1,991	\$ 45	2%
Payroll Expense	\$ 1,572	\$ 1,862	\$ 1,671	\$ 1,671	\$ 1,704	\$ 1,704	\$ 33	2%
Non-payroll Expense	\$ 120	\$ 626	\$ 276	\$ 276	\$ 287	\$ 287	\$ 11	4%
G&A Operating Expense	\$ 3,138	\$ 3,492	\$ 3,661	\$ 3,661	\$ 3,684	\$ 3,684	\$ 24	1%
Payroll Expense	\$ 1,185	\$ 1,461	\$ 1,503	\$ 1,503	\$ 1,361	\$ 1,361	\$ (142)	(10%)
Non-payroll Expense	\$ 1,953	\$ 2,031	\$ 2,158	\$ 2,158	\$ 2,324	\$ 2,324	\$ 166	7%
Total Operating Expense	\$ 7,885	\$ 9,499	\$ 9,183	\$ 9,183	\$ 8,481	\$ 8,481	\$ (702)	(8%)
Total Operating Income	\$ (6,060)	\$ (7,993)	\$ (7,108)	\$ (7,108)	\$ (6,174)	\$ (6,174)	\$ (934)	(15%)

View, refresh, manipulate, submit, distribute and share data in Microsoft Excel, Word and PowerPoint interfaces.

Workforce Planning

Workforce Planning aligns human resource needs with business needs to ensure a company can execute on its business strategy. Together, HR, finance and hiring managers establish budgets, roles and priorities across the organization by examining total headcount costs to make sure the right number of people are hired at the right time without going over budget.

NetSuite Planning and Budgeting brings financial, payroll and HR data together so you can plan headcount, salary, bonus and payroll taxes using actuals from your business. This allows leaders to quickly build models and plans without having to rekey or reassemble workforce information in a spreadsheet.

Workforce Planning Benefits

- Improve collaboration between HR and Finance.
- Plan your workforce with flexible models that align to how you run your business.
- Drill down into what skills, competencies needed for long-term organizational success.
- Predict costs and effectiveness of organizational changes.
- Get a complete view of your headcount across your entire organization.

