

# 9 Most Common **ERP REQUESTS FROM EXECUTIVES**

A COLLECTED GUIDE TO  
**HELP YOU WITH YOUR NETSUITE NEEDS**

based on feedback from hundreds of successful projects

**WHITE PAPER**

# Why choose GURUS Solutions

When it comes down to ERP planning, our team at Gurus Solutions is often asked the same questions in our conversations with executive board members. Recently, our Professional Services Specialists collaborated in putting together a high-level overview. Their goal is to help inform current and future NetSuite users, and point them in the right direction for optimizing the platform towards their business needs. Think of this as a guide for all the discussion points that you and your team should be addressing when considering a NetSuite project, whether it's a new implementation, integration, rescue, customization, or any of the others listed below.

As a best practice, our in-house specialists have noted that checklists can be of a great help to executive boards looking to undertake a new project.

**Feel free to deconstruct this guide into a checklist of your own, and to contact our team with any specifics that might entail a more in-depth overview and answers to your questions.**



## 1. Fast Path NetSuite Implementation

ERP implementations can have a reputation for being complex and time consuming, but NetSuite's module-based platform offers the opportunity to accelerate your implementation based on your organization's objectives and specific needs! What is your ERP checklist - most organizations are looking at optimizing:

- Finance/Accounting
- Customer Relationship Management (CRM)
- Order Management
- Reporting & Dashboards

Once you've built your priority checklist, our implementation can focus on your most urgent needs and we can go from there.

## 2. Low Risk Custom Implementation

Customization can be a low risk activity when the necessary building blocks are in place. Our functional consultants and developers will initiate the discussion by assessing whether or not a customization or integration is needed, or if the requirements can be met using NetSuite's pre-built functionality. If the former, our solution architect and senior developer will build out the design in a detailed requirements document for our Client to approve before beginning the implementation phase.

## 3. Revenue Recognition

**What is it?** Advanced Revenue Management is a flexible rule-based engine that supports complex revenue recognition requirements.

## 4. How Can I Have NetSuite My Way?

NetSuite has 6 key features that make it a highly customizable platform:

- **SuiteApps:** A set of pre-built custom solutions addressing common business needs.
- **SuiteAnalytics:** Allows you to easily create custom searches, reports and dashboards.
- **SuiteBuilder:** Easily create new custom fields, data entry forms, custom lists, custom records, custom transactions, and more.
- **SuiteFlow:** Create visual workflows on specific record types to carry out several operations, such as sending emails, or managing an approval process.
- **SuiteScript:** Custom scripting allows the ability for completely custom pages (screens), scheduled processes, integrations, record logic, and more.
- **SuiteTalk:** Allows external systems to integrate directly with NetSuite through either SOAP or REST APIs.

## 5. How Can I Have NetSuite My Way?

**Multi-Company enterprise structure operating within a single system.** NetSuite OneWorld allows multinationals to manage their global, multi-company enterprise, operations & financials all in one system. Each company can be represented as a Subsidiary with their own base currency, fiscal calendars, employees, customers and tax nexuses.

## 6. What to expect for Data Migration?

Data migration is often the most overlooked and underestimated portion of a Netsuite Implementation. As an ERP, Netsuite understands that data integrity is key to any successful businesses. These are the questions you should be asking yourself in order to gauge your expectations:

- Do you need to do a clean up of the data (before the import to ensure that the Net-suite data is good)?
- When do we want to import and in which order?
- What is the best fitted data migration strategy to adopt?
- Do you have the resources required to perform these time-consuming tasks?
- Is there any data key to your business that you wish to import to help facilitate your employees getting access to information?

## 7. How soon can I go live?

A NetSuite implementation can be completed in a matter of a couple of months with SuiteSuccess (note: you must be willing to use the preset Lead Practices in the software, which requires your A-Team to be fully engaged in the process and aware of that). But sometimes, you might require a more custom approach.

**That's where our specialists come in**

## 8. The Ease of Calculating Commissions and Royalty in NetSuite

Calculating commissions in NetSuite for teams or individual sales is simple and flexible. You can take advantage of custom calculation methods that continue directly into your accounts payable workflow. You can also accomplish this for royalties and partner commissions to keep your calculations all in one place. Some key features include:

- Multi-company, multi-currency
- Real-time visibility
- Flexible commissions
- Team selling
- Partner royalties and commissions
- Out-of-the-box reporting

## 9. Revenue Reporting & Forecasting

The Revenue Recognition Forecast Summary Report was added to complement the functionality of the Advanced Revenue Management feature. This new feature includes the ability to Recalculate Revenue Forecast Plans, and allows us the flexibility to change the forecast based on market conditions.

## Are you Eligible for a 100 Day Implementation?

Contact us to find out if you're a prime candidate for Oracle+NetSuite's advanced SuiteSuccess implementation strategy. We could get your company up and running with a high-tech back-office infrastructure entirely based out of the cloud - **in only 100 days!**

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