

B4NetSuite Q2 2025 Updates

All updates are live for new customers and can be rolled out to current customers on request. If you're interested in enabling these updates, **please contact your account representative or support team.**

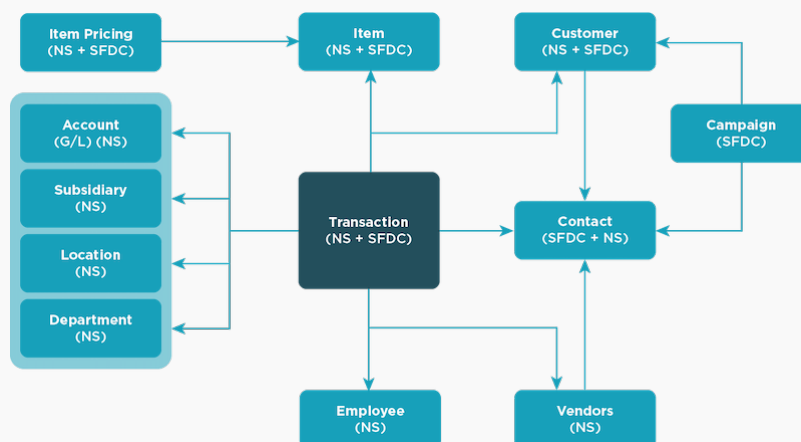
Enhanced Salesforce Integration

Live Connector: We've developed a **live Salesforce-to-data warehouse connector that works alongside our native NetSuite**. This minimizes delays and ensures that both systems reflect the latest information.

Unified Data Model: **Mapped key records across NetSuite and Salesforce**, such as item records, transactions, and customer contacts into a shared data model. This reduces duplication and simplifies reporting across systems.

Custom & Flexible Integration Options: In addition to this connector, basic CSV integrations and blended data setups are still supported. This approach allows for **scalable customization based on the customer's IT maturity** and business processes.

Sample Hybrid NetSuite + Salesforce Data Model



New and Improved Report Templates

Available in Power BI and Looker Studio, offering more flexibility in visualization and segmentation. **Distributed to all new customers by default.**

Revamped Balance Sheet: Enhanced with **more dimensions** (subsidiary, currency) and **user-requested features** such as hierarchical view of accounts for better clarity and distributed to all new customers by default.

GURUS

Balance Sheet Transactions Details

Name(Customer/Vendor)

Account Type

Consolidated Subsidiary: Parent ... (1)

Jan 1, 2023 - Jan 31, 2023

Report Currency: USD

Department

document_number

Location

Class

Subsidiary

Details

☐ Subsidiary	☐ Subsidiary Currency	☐ Account Type	☐ Account	Amount (Sub)	Amount (Conso)
Parent Company : US-2	USD	Other Current Asset	1090 Undeposited Funds	368,185.09	368,185.09
			1210 Inventory : Inventory in Stock	(101,745.43)	(101,745.43)
		Accounts Receivable	1110 Accounts Receivable : Trade Receivables	39,801.45	39,801.45
		Other Current Liability	2220 Accrued Liabilities : Inventory Received Not Billed	1,145.50	1,145.50
		Equity	3510 Capital Stock	0.00	0.00
		Accounts Payable	2010 Accounts Payable : Accounts Payable - Trade	(992.93)	(992.93)
		Bank	1011 Cash : Checking - Sub 2	(236,782.41)	(236,782.41)
Parent Company : US-1	USD	Bank	1010 Cash : Checking - Sub 1	334,004.18	334,004.18
		Other Current Liability	2305 Liabilities - Taxes : Sales Taxes Payable CA	17,698.04	17,698.04

Last Updated: Oct 24, 2023, 3:20:48AM

Utilizing BI Tools for Data Migration

When considering a migration strategy, the **Business Intelligence for NetSuite** tool, created by GURUS, offers solutions such as historical data migration for legacy ERP data access, data snapshot reporting, and tracking historical changes in opportunities and inventory.

You'll have full visibility into your historical data directly within your NetSuite instance. You can generate reports, visualize key metrics, and make data-driven decisions with ease.



New and Improved Report Templates

Available in Power BI and Looker Studio, offering more flexibility in visualization and segmentation. [Distributed to all new customers by default.](#)

AR Aging Report: [More flexible than native NetSuite reports](#), with customizable top-level filters for better control over accounts receivable analysis.

GURUS

Accounts Receivable Aging

Transaction Type

Document Num...

Subsidiary

Customer

Jan 1, 2000 - Jul 31, 2022

Memo

Equals

Enter a value

A/R Aging

		Age Group / Open Balance			
Customer		0 (Current)	30	60	>90
Allied City Stores		1,921.50	0	0	0
Alpha Beta		3,553.90	1,564.50	0	0
Asian Fusion		0	619.50	0	0
Atlas Architectural Designs		269.50	0	0	0
Best Products		1,525.30	0	0	0
Big Wheel		630.00	0	0	0
Bob's Marketstand		0	900.90	0	0
Boys Markets		4,956.00	0	0	0
Brand Names		1,153.60	0	0	0
Britches of Georgetown		3,072.30	0	0	0
Buck and Chuck		955.50	0	0	0
Cal Stereo		2,867.20	0	0	0
Century House		3,220.00	0	0	0
Copenhagen Constructors		1,752.80	263.20	0	0
County Market		1,453.90	0	0	0
Grand total		239,714.33	128,112.01	1,648.52	1,049,810.36

Customer	Transact ion Type	Document Number	Date	Due Date	Days Opened	Days Overdue	Age Group	Terms	Paying Date	Amount	Paid Amount	Open Balance
-	Journal	JE0204	04/01/2022	04/01/2022	121	121	>90	-	-	20,550.13	-	20,550.13
-	Journal	JE0205	05/01/2022	05/01/2022	91	91	>90	-	-	33,984.96	-	33,984.96
-	Journal	JE0181	05/01/2022	05/01/2022	91	91	>90	-	-	27,187.98	-	27,187.98
-	Journal	JE0206	06/01/2022	06/01/2022	60	60	60	-	-	915.85	-	915.85
-	Journal	JE0182	06/01/2022	06/01/2022	60	60	60	-	-	732.67	-	732.67
Bob's Marketstand	Invoice	INV005897	06/07/2022	07/06/2022	54	25	30	Net 30	-	900.90	-	900.9
Copenhagen Constructo...	Invoice	INV005898	06/13/2022	07/12/2022	48	19	30	Net 30	-	263.20	-	263.2
House Works	Invoice	INV005899	06/14/2022	07/13/2022	47	18	30	Net 30	-	350.00	-	350
Asian Fusion	Invoice	INV005728	06/17/2022	07/16/2022	44	15	30	Net 30	-	619.50	-	619.5
Life Plan Counselling	Invoice	INV005729	06/17/2022	07/16/2022	44	15	30	Net 30	-	3,022.59	-	3,022.59
Nelson Brothers	Invoice	INV005730	06/20/2022	07/19/2022	41	12	30	Net 30	-	1,304.80	-	1,304.8
Pacific Stereo	Invoice	INV005732	06/23/2022	07/22/2022	38	9	30	Net 30	-	1,958.60	-	1,958.6
Federated Group	Invoice	INV005733	06/25/2022	07/24/2022	36	7	30	Net 30	-	1,944.60	-	1,944.6
House Of Hope	Invoice	INV005923	06/26/2022	07/25/2022	35	6	30	Net 30	-	3,297.00	-	3,297
Alpha Beta	Invoice	INV005734	06/28/2022	07/27/2022	33	4	30	Net 30	-	1,564.50	-	1,564.5
Stratagee	Invoice	INV005731	06/29/2022	07/28/2022	32	3	30	Net 30	-	949.20	-	949.2
-	Journal	JE0207	07/01/2022	07/01/2022	30	30	30	-	-	62,187.29	-	62,187.29
-	Journal	JE0183	07/01/2022	07/01/2022	30	30	30	-	-	49,749.83	-	49,749.83
House Of Denmark	Invoice	INV005736	07/03/2022	08/03/2022	28	-3	0 (Current)	Net 30	-	1,721.99	-	1,721.99
Henry's	Invoice	INV005735	07/03/2022	08/03/2022	28	-3	0 (Current)	Net 30	-	1,066.10	-	1,066.1
Brand Names	Invoice	INV005900	07/08/2022	08/08/2022	23	-8	0 (Current)	Net 30	-	226.80	-	226.8
Fedco	Invoice	INV003086	07/08/2022	08/08/2022	23	-8	0 (Current)	Net 30	-	2,676.80	-	2,676.8
Grand to...										541,666.66	-	1,419,285.22

New and Improved Report Templates

Available in Power BI and Looker Studio, offering more flexibility in visualization and segmentation. **Distributed to all new customers by default.**

Trial Balance Template: Built for finance teams needing **more tailored trial balance views** than those available natively in NetSuite to facilitate audit prep and financial review.

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Trial Balance

Account Type

Subsidiary

As of

Dec 31, 2024

Transactions

Account	Account L2	Account L3	Debit	Credit
1000 - Cash	1000 - Cash	1000 - Cash	70.95	
	1010 - Cash : Checking - Sub 1	1010 - Cash : Checking - Sub 1	6,710,681.24	
	1011 - Cash : Checking - Sub 2	1011 - Cash : Checking - Sub 2		5,230,316.36
	1016 - Cash : Petty Cash	1016 - Cash : Petty Cash		5,000.00
	1018 - Cash : Checking - Sub 1 (Bank Rec)	1018 - Cash : Checking - Sub 1 (Bank Rec)	99,491.35	
1020 - Credit Card	1021 - Credit Card : Credit Card Sub 1	1021 - Credit Card : Credit Card Sub 1		258.99
1090 - Undeposited Funds	1090 - Undeposited Funds	1090 - Undeposited Funds	7,808,133.63	2.03
1100 - Accounts Receivable	1100 - Accounts Receivable	1100 - Accounts Receivable		3,700.00
	1110 - Accounts Receivable : Trade Receivables	1110 - Accounts Receivable : Trade Receivables	1,951,446.08	
1200 - Inventory	1200 - Inventory	1200 - Inventory		1,537.50
	1210 - Inventory : Inventory in Stock	1210 - Inventory : Inventory in Stock	1,717,716.45	
	1220 - Inventory : Inventory Returned Not Credited	1220 - Inventory : Inventory Returned Not Credited	38.50	
1215 - Inventory In Transit	1215 - Inventory In Transit	1215 - Inventory In Transit	70.00	
1400 - Prepaid Expenses	1400 - Prepaid Expenses	1400 - Prepaid Expenses	17,189.00	
	1430 - Prepaid Expenses : Prepaid Insurance	1430 - Prepaid Expenses : Prepaid Insurance	5,500.00	
1460 - Advances Paid	1460 - Advances Paid	1460 - Advances Paid	134.95	
1700 - Accumulated Depreciation	1710 - Accumulated Depreciation : Acc. Depr. - Machinery &...	1710 - Accumulated Depreciation : Acc. Depr. - Machiner...		750.00
1900 - Intercompany Receivables	1900 - Intercompany Receivables	1900 - Intercompany Receivables	1,428.99	
1970 - Due To / From	1971 - Due To / From : Due To / From US-1	1971 - Due To / From : Due To / From US-1		725.00
	1972 - Due To / From : Due To / From US-2	1972 - Due To / From : Due To / From US-2	725.00	
2000 - Accounts Payable	2000 - Accounts Payable	2000 - Accounts Payable		3,207.99
	2010 - Accounts Payable : Accounts Payable - Trade	2010 - Accounts Payable : Accounts Payable - Trade		1,382,590.28
2200 - Accrued Liabilities	2220 - Accrued Liabilities : Inventory Received Not Billed	2220 - Accrued Liabilities : Inventory Received Not Billed		7,874.95
2260 - Customer Deposits	2260 - Customer Deposits	2260 - Customer Deposits		150.00
2300 - Liabilities - Taxes	2305 - Liabilities - Taxes : Sales Taxes Payable CA	2305 - Liabilities - Taxes : Sales Taxes Payable CA		363,269.65
	2314 - Liabilities - Taxes : Sales Taxes Payable IL	2314 - Liabilities - Taxes : Sales Taxes Payable IL		23,092.44
	2333 - Liabilities - Taxes : Sales Taxes Payable NY	2333 - Liabilities - Taxes : Sales Taxes Payable NY		191,723.00
2400 - Other Current Liabilities	2400 - Other Current Liabilities	2400 - Other Current Liabilities		100.00
2510 - Deferred Revenue	2510 - Deferred Revenue	2510 - Deferred Revenue		165,000.00
2900 - Intercompany Payables	2900 - Intercompany Payables	2900 - Intercompany Payables		1,425.00
3510 - Capital Stock	3510 - Capital Stock	3510 - Capital Stock		2,586,266.14
3700 - Retained Earnings	3700 - Retained Earnings	3700 - Retained Earnings		8,348,436.81
3811 - Cumulative Translation Adjustme...	3811 - Cumulative Translation Adjustment-Elimination	3811 - Cumulative Translation Adjustment-Elimination	500.00	
5000 - Cost of Goods Sold	5110 - Cost of Goods Sold : Cost of Sales	5110 - Cost of Goods Sold : Cost of Sales	2,300.00	
Grand total			18,315,426.14	18,315,426.14

New and Improved Report Templates

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Bank Reconciliation Report: A flexible reporting version of the NetSuite reconciliation view, offering **more flexible formatting than the standard NetSuite reconciliation page**. Useful for finance teams tracking variances and matching issues.

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Transactions Search - Bank Rec

Account

Transaction Type

Subsidiary

Cleared

Oct 1, 2024 - Oct 31, 2024

Bank Rec

account

Reconciled (Text)

Cleared (Text)

Special Type

10001 Cash and cash equivalents :
Checking

Reconciled

Cleared

Deposits and Other Credits

Checks and Payments

Total

Total

Unreconciled

Uncleared

Deposits and Other Credits

Checks and Payments

Total

Cleared

Deposits and Other Credits

Total

Total

Grand total

amount

Transactions

Internal_id

Document

Type

Subsidiary

Date

memo

Account ...

Entity

Currency

Cleared (...)

is_cleared

memo

period

Amount

455043

Payment

Oct 7, 2024

null

10016 Cas...

US Dollar

Cleared

true

null

Oct 2024

449953

Deposit

Oct 2, 2024

null

10003 Cas...

null

US Dollar

Cleared

true

null

Oct 2024

462287

Deposit

Oct 31, 2024

null

10008 Cas...

null

US Dollar

Cleared

true

null

Oct 2024

455496

Deposit

Oct 17, 2024

null

10008 Cas...

null

US Dollar

Cleared

true

null

Oct 2024

455484

Deposit

Oct 17, 2024

null

10019 Cas...

null

US Dollar

Cleared

true

null

Oct 2024

452883

Deposit

Oct 10, 2024

null

10019 Cas...

null

US Dollar

Cleared

true

null

Oct 2024

459282

Payment

Oct 25, 2024

null

10002 Cas...

US Dollar

Cleared

true

null

Oct 2024

451334

Deposit

Oct 7, 2024

null

10019 Cas...

null

US Dollar

Cleared

true

null

Oct 2024

454898

Deposit

Oct 16, 2024

null

10019 Cas...

null

US Dollar

Cleared

true

null

Oct 2024

101 - 200 / 1399

<

>

Data Model Enhancements

The third pillar of the Q2 release is a significantly enhanced data model, making your reporting foundation richer and more future-proof.

Enhanced Transaction Tables: Specific to bank reconciliation, we've added critical fields:

- Amount paid
- Credits
- Debits
- Discounts

 Task			☐	amount_credit	NUMERIC	NULLABLE
 Transaction			☐	amount_debit	NUMERIC	NULLABLE
 TransactionLink			☐	fxamount_credit	NUMERIC	NULLABLE
 TransactionWithLineQuantity			☐	fxamount_debit	NUMERIC	NULLABLE
 Unit			☐	amount_paid	NUMERIC	NULLABLE
 Vendor			☐	amount_discount	NUMERIC	NULLABLE
 WorkCalendar			☐	amount_unbilled	NUMERIC	NULLABLE
 WorkCalendarException			☐	amount_remaining	NUMERIC	NULLABLE
 _CACHE_AR_Aging_Transaction			☐	fxamount_paid	NUMERIC	NULLABLE
 _CACHE_AR_Aging_TransactionLinks			☐	fxamount_unbilled	NUMERIC	NULLABLE
 _CACHE_ReportCategoryMapping			☐	fxamount_remaining	NUMERIC	NULLABLE
 _CACHE_Report_ActualVsBudgetByLocation			☐	shipment_number	STRING	NULLABLE
 _CACHE_Report_BalanceSheetNetIncome_Consolid...			☐	other_ref_num	STRING	NULLABLE
 _CACHE_Report_BalanceSheetNetIncome_NonConsolidated			☐	is_cleared	BOOLEAN	NULLABLE
			☐	date_cleared	DATE	NULLABLE

Data Model Enhancements

The third pillar of the Q2 release is a significantly enhanced data model, making your reporting foundation richer and more future-proof.

Marketing Campaign Support: Added support for Salesforce marketing campaigns within the unified data model. Now includes:

- Campaign name
- Source/medium (e.g., search engine URLs)
- Leads generated
- Start and end dates
- Basic performance statistics

BudgetExchangeRate	☆	⋮
COGSTransaction	☆	⋮
Campaign	☆	⋮
CampaignStatistics	☆	⋮
Case	☆	⋮
CashTransaction	☆	⋮
Class	☆	⋮
ClassHierarchy	☆	⋮
ConsolidatedExchangeRate	☆	⋮
Contact	☆	⋮
ContactWithRoles	☆	⋮
Customer	☆	⋮

Filter Enter property name or value

☐	Field name	Type	Mode
☐	external_id	STRING	NULLABLE
☐	campaign_title	STRING	NULLABLE
☐	campaign_description	STRING	NULLABLE
☐	category_id	INTEGER	NULLABLE
☐	category_name	STRING	NULLABLE
☐	family_id	INTEGER	NULLABLE
☐	family_name	STRING	NULLABLE
☐	url	STRING	NULLABLE
☐	search_engine	STRING	NULLABLE
☐	audience_id	INTEGER	NULLABLE
☐	audience_name	STRING	NULLABLE
☐	campaign_manager_id	INTEGER	NULLABLE
☐	campaign_manager_name	STRING	NULLABLE
☐	offer_id	INTEGER	NULLABLE
☐	offer_name	STRING	NULLABLE
☐	is_default_lead_source	BOOLEAN	NULLABLE
☐	start_date	DATE	NULLABLE
☐	end_date	DATE	NULLABLE