NETSUITE FOR EMERGING MANUFACTURERS

While software startups have overwhelmed Silicon Valley, what many don't realize is that a new startup world is on the rise—software-enabled manufacturing startups. With the emergence of new tools, resources and intermediaries, manufacturing startups are finding themselves more equipped than ever before to prosper.

Yet, these manufacturers face unique barriers to growth when compared to their software startup cousins. Beyond product ideation and development, manufacturing startups need to act big to play in the big leagues. With the help of resources and intermediaries

"We have grown 500 percent year-over-year because we're able to put our resources on selling the product, and not a lot into the back-end."

Dyla LLC

ORACLE
NETSUITE

> "We've grown very quickly—we needed to evaluate what software solution was going to help us scale and be able to accommodate all of the things we possibly were going to do—including expand internationally and potentially do manufacturing. We wanted a tool to offer real-time information to the decision makers of the company." **DAQRI**

like contract manufacturers and online sales channels, the little guys can keep pace with the big players in the industry. That said, as startup manufacturers enter the competitive manufacturing space, more and more see not only the importance of acting big in their production and sales channels, but also acting big in their technology practices. To achieve their growth goals and truly play in the big leagues, manufacturing startups need to equip themselves for long-term success with back-office technology to accommodate every step of the growth journey.

Here at NetSuite, one of our central goals is to create a system that fits the needs of companies of all sizes. With 20 years of best practices under our belt and more than 40,000 customers around the world, NetSuite has built a solution that can accommodate a business's operations from Day 1. As manufacturing startups emerge, there are a number of reasons they turn to NetSuite over entry-level solutions like QuickBooks:

Proven: Given NetSuite's long-standing history with businesses and users spanning the drawing board to the boardroom, its solution has been built with the leading best practices for manufacturing in mind to ensure success.

Agile: With change happening every day, startups need technology that keeps pace. With 20 years of best practices pre-built in to our solution, NetSuite is configured out of the box with the KPIs, reports and access every role needs to get you up and running quickly, but is simultaneously customizable to accommodate your changing business needs.

Tailored: NetSuite is built for the manufacturing industry and comes with built-in business process flows, value-driven dashboards and metrics to accommodate your manufacturing business processes every step of your journey. Whether you are manufacturing through a contract manufacturer, or taking your operations in-house, NetSuite has seen it all and will help to manage your processes in the most efficient way possible.

Cost-effective: Unlike some more established manufacturing counterparts, manufacturing startups have the unique ability to start in the cloud and grow in the cloud allowing for cost-savings from Day 1. Cloud delivery eliminates on-premise IT costs and provides automatic updates so your software is always current—unlike NetSuite's on-premise competitors, which require on-site data centers and costly upgrades to keep up with the most current software available.

"NetSuite's unified cloud-based business management suite has made a huge difference in our business and has us well positioned for our next stage of growth." **Blue Microphones**

Flexible: Regardless of what you change in your manufacturing operation, NetSuite has the flexibility to support your needs. Whether you are expanding internationally and need to accommodate international regulations or have plans to sell online direct to consumer, NetSuite has the functionality to get you there.

Scalable: NetSuite provides a single, unified business management suite, encompassing ERP/Financials, CRM and ecommerce, that grows with you at every stage and accommodates your every business need. Starting your business on QuickBooks may make sense for the beginning of your business lifecycle, but the reality is that all growing businesses quickly find themselves in needs of functionality QuickBooks can't provide. Equipping your

startup with a business system that can accommodate every phase of your growth is setting yourself up for long-term success.

Trusted: With 20 years of experience in cloud ERP implementations and more than 40,000 customers, NetSuite is proven and trusted as the #1 cloud ERP solution to grow your startup business.

The Bottom Line

Manufacturing startups seeking a solution to stay with them for the long haul should seriously consider NetSuite as a long-term investment that will grow with them, accommodate their changing business needs and provide them with the most current functionality to capitalize on new markets.

ORACLE NETSUITE

NETSUITE FOR EMERGING MANUFACTURERS

www.netsuite.com/manufacturing

	CUSTOMER REALIZED BENEFITS	SOLUTION	
TRANSFORM	• Increased average deal size 78%-105% • Improved customer satisfaction 50%-75% • Remote monitoring enables anything-as-a-service	• Market Intelligence • Marketing Automation • Industrial Internet of Things	Market Disruptor
ENHANCE	• Reduced equipment costs and maximized throughput and efficiency 30%-40% • Improved Distribution Cost as a % of sales 15%-30% • Reduced Inventory Costs 20%-30%	• Warehouse Management (WMS) • Advanced Order Management • Maintenance	Intelligent Distribution
INNOVATE	• Increased average proposal volume 36%-49% • Reduced in planning cycle times 20%-30% • Improved customer service capacity 25%-60%	• CPQ • PLM • Quality • Paperless Manufacturing	Quality and Process Improvement
EXPAND	• Improved production efficiency and lead times 50%-80% • Reduced obsolete inventory carrying costs 60%-80% • Improved fulfillment rates and reduced back orders 75%-85%	• Scheduling • Global Expansion • B2C and B2B Commerce (B2X) • WIP and Routing • Asset Management • Rough Cut Capacity Planning • Shop Floor Reporting	Production Efficiency
REMEDIATE	• Reduced time to close books 75%-90% • Improved staffing utilization due to automation 10%-25% • Improved order processing efficiency 45%-75%	• Financial (FMS) • Order Management • Inventory • CRM • Operational BI • Work Orders and Assemblies • Demand/Supply Planning	Operational Efficiencies