



# NETSUITE HEALTH AND BEAUTY EDITION

Health and beauty companies operate as manufacturers, wholesale distributors and retailers. They need one solution that can accommodate the complexities of servicing multiple customer types across all channels of business. NetSuite has brought together its product family and enhanced inherent functionality to meet these needs with optimized reporting, predefined reports and dashboards along with omnichannel features so companies can run their business more efficiently and profitably.

## Sample of 50+ Included Reports

- Inventory Profitability
- Inventory Back Order Report
- Items Pending Fulfillment
- Inventory Turnover
- Item Availability
- Item Sales History
- Gross Profit by Item
- Sales by Item
- Item Demand Plan by Item
- Item Demand Forecast vs. Actual

## Deep Industry Focus

Over time, NetSuite recognized that a large segment of its customers were wholesalers, branded manufacturers and retailers who were operating within the health and beauty industry. As such, they needed product features to address certain aspects of their business. Because NetSuite is dedicated to constantly innovating its suite of products, a dedicated team for health and beauty was formed to address these product needs. This team has been working alongside our health and beauty customers who collaborate on features and functionality to ensure we meet

the dynamic needs of health and beauty brands and retailers.

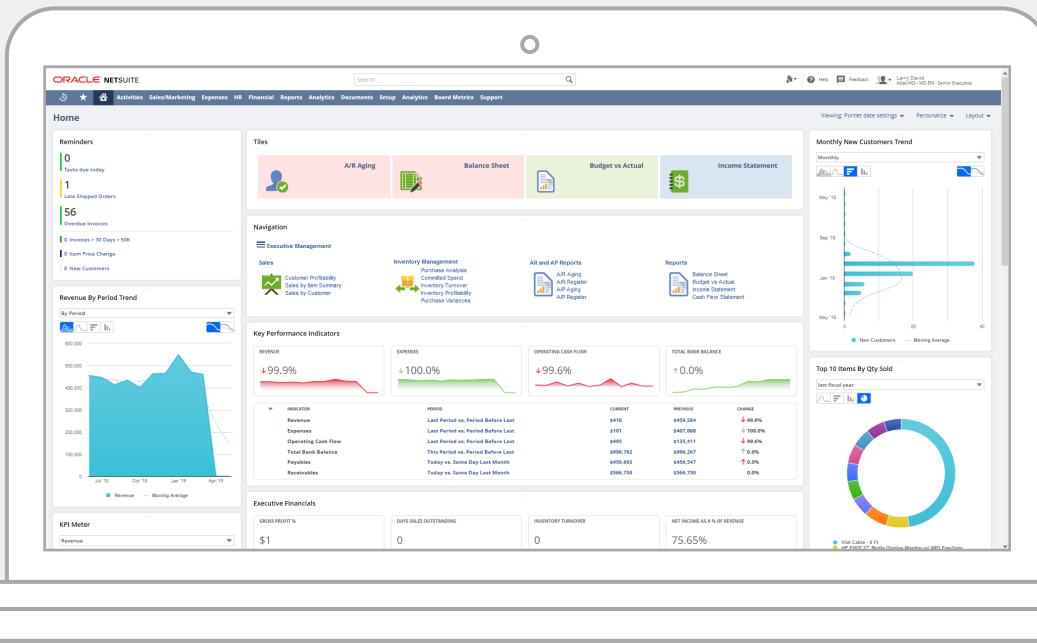
Here is what the health and beauty edition provides:

[Specific roles and preconfigured dashboards](#) allow employees to quickly access the information they use most frequently based on permissions and responsibilities within the company. These roles were configured to empower the users most frequently found in health and beauty companies and because each dashboard was pre-built, employees can quickly access relevant business information, removing the need for customization.



Specific roles allow employees to quickly access the information they need.

- Executive
- Buyer/Planner
- Bookkeeper
- Customer Service Representative
- Sales and Operations
- Sales Representative
- Supply Chain Manager
- Warehouse Associate
- Administrator



Keep a pulse on product performance from the Senior Executive Dashboard.

Predefined health and beauty reports, KPIs and metrics enable health and beauty companies to assess product performance across customer types and channels. They also provide real-time information into sales and margins for a holistic view of the business. With out-of-the-box reporting, brands will have the tools they need to make informed decisions faster.

- Convenient scorecards to measure sales, revenue, profit, return %, sales per square foot units per transaction and more.
- Review vendor performance with scorecards showing number of POs and orders received, number and sum of vendor returns, average days late, fill rates and more.

- Track KPIs by store, region or district with succinct dashboards.

19+ preconfigured forms for item, customer, location and transaction records allow companies to quickly identify key data for reporting purposes without having to manually create multiple forms.

50+ additional health and beauty specific form fields accurately capture necessary data, such as merchandise class, serial number, expiration date and more, all of which follow industry-standard practices that can improve business processes.

## Leading Practices to Move Your Business Forward

- Accelerated revenue growth by leveraging an integrated CRM, providing better customer service and fewer lost sales due to real-time cross-business inventory visibility.
- Reduce inventory cost of carrying due to improved inventory planning allowing customers to run leaner, and the ability to view and share inventory across locations.
- Reduce warehousing costs by streamlining processes with less paperwork, less damage and less spoilage. In turn, gaining better visibility to reduce excess and obsolete inventory write-downs.
- Automate business processes and reduce back-office costs with faster financial closes and pre-built reports.

## Take Your Business Global

A modern health and beauty company must be data-driven, innovative, and able to scale and respond to market dynamics rapidly. NetSuite OneWorld helps companies streamline multi-subsidiary operations and provides real-time visibility at the local, regional and headquarter levels. NetSuite OneWorld accelerates financial processes with multi-currency consolidation and real-time roll-up across accounts receivable, accounts payable, payroll, inventory, billing, invoicing and order fulfillment, from local in-country operations to the regional offices to global headquarters. OneWorld provides the ability for businesses to execute on true intercompany business in a configurable, secure, fully automated,

accurate, compliant, real-time process across intercompany transactions and reconciliations and a lot more.

## Scalability

NetSuite offers a platform that is designed to scale with the business. We have clients that started small with less than 10 users and have grown with the platform to become over \$1 billion companies leading to IPOs, all while using the same platform. Not only can NetSuite future-proof your operations so you can avoid another platform change, but it also means we can dedicate development resources to continue to evolve the platform and meet our customers ever changing needs. In addition, for companies with a global presence, NetSuite removes the requirement for comprehensive distributed IT, so that IT resources can be deployed efficiently into a more strategic function.

## Platform

With the SuiteTalk (Web Services) Platform, customers and developers can easily integrate NetSuite with a variety of applications including 3PLs, Shopify and a variety of other ecommerce platforms, Amazon, and more. NetSuite Cloud Integration Practices ensure accessibility of your data with many tools for integration by utilizing Open Standard APIs to communicate and exchange data with other applications. NetSuite provides SOAP and REST API frameworks, event notifications and callouts, CSV file imports, SQL Connectors, integration solutions, and partner applications that support real-time access to data.

## Delivering Transformative Results

Reduced Time to Close Books	75% – 90%
Improved Production Efficiency and Lead Times	50% – 80%
Reduced Obsolete Inventory Costs	60% – 80%
Improved Staff Utilization Due to Automation	10% – 25%
Improved Order Processing Efficiency	45% – 75%