

MICROSOFT DYNAMICS GP CLOUD ERP OPTIONS – TAKING A LOOK AT ORACLE NETSUITE

THE POWER OF BEING UNDERSTOOD
AUDIT | TAX | CONSULTING



Agenda

- RSM – Who We Are
- NetSuite Overview, Highlights, & Differentiators
- RSM NetSuite Overview
- NetSuite Partnerships
- NetSuite Industry Focus
- NetSuite Demo
- Use GP Today? Why Consider NetSuite?
- Customer Story

Your Presenter



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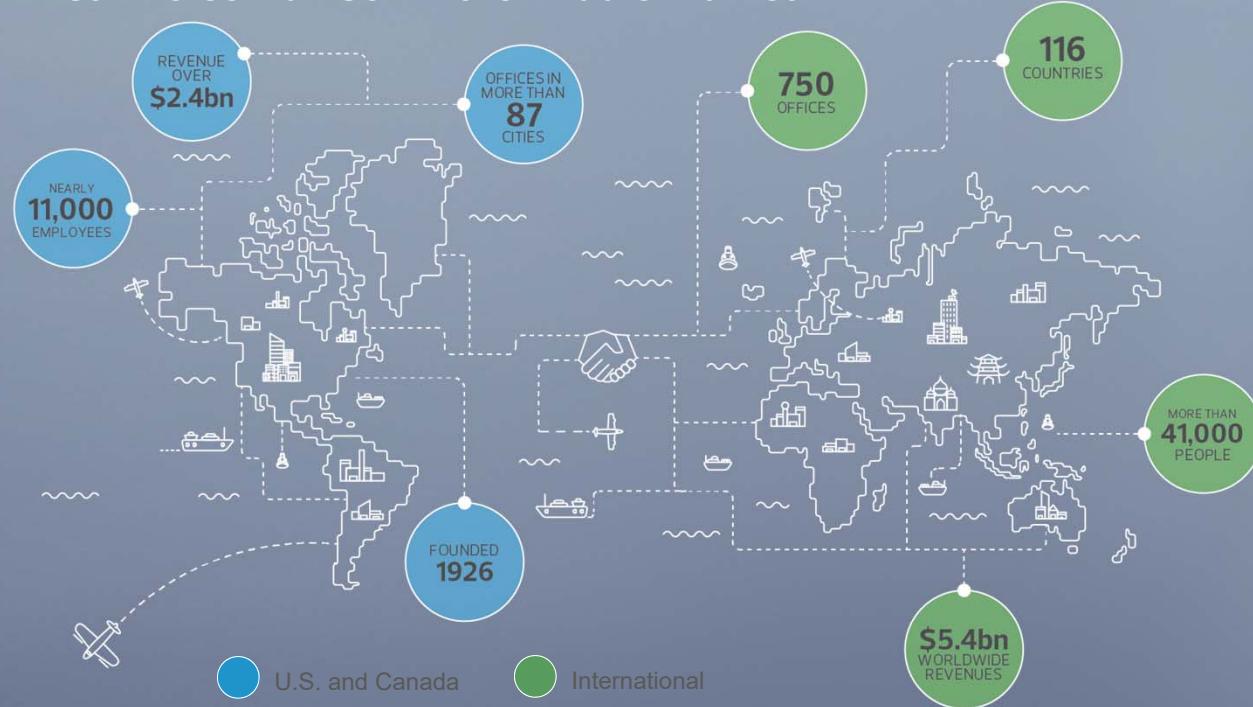
303.298.6417

- 20 + years of experience with ERP systems
- 10+ years of implementing & supporting Dynamics GP
- Led and completed over 50 NetSuite implementations

RSM – WHO WE ARE

RSM overview

**Fifth largest audit, tax and consulting firm in the U.S.
First Choice Advisor in the middle market**



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RSM consulting overview

194 partners/
principals



2,300+ clients



More than **3,000**
consulting professionals



One of the largest
Microsoft Gold Partners
in the U.S.

46 languages
are spoken by
RSM Consulting
professionals



Leading provider of **technology, risk, financial, transaction and business consulting services** - incorporating deep industry **expertise** - to middle market leaders



\$597M
in revenue
in FY19

600+
private equity and
portfolio clients

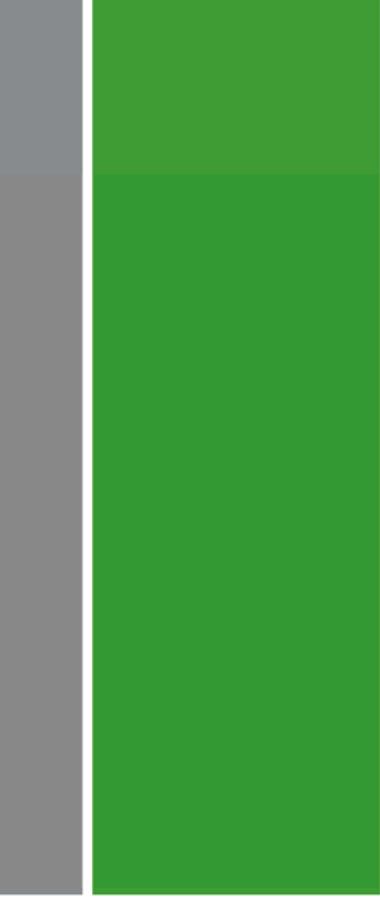


More than 16%
compound annual
growth rate (CAGR)
over the past five years

6 years in a row
Consulting Magazine
Best Firms to Work For
recipient



#1 NetSuite
consulting partner
in the U.S.



ORACLE NETSUITE OVERVIEW, HIGHLIGHTS, & DIFFERENTIATORS

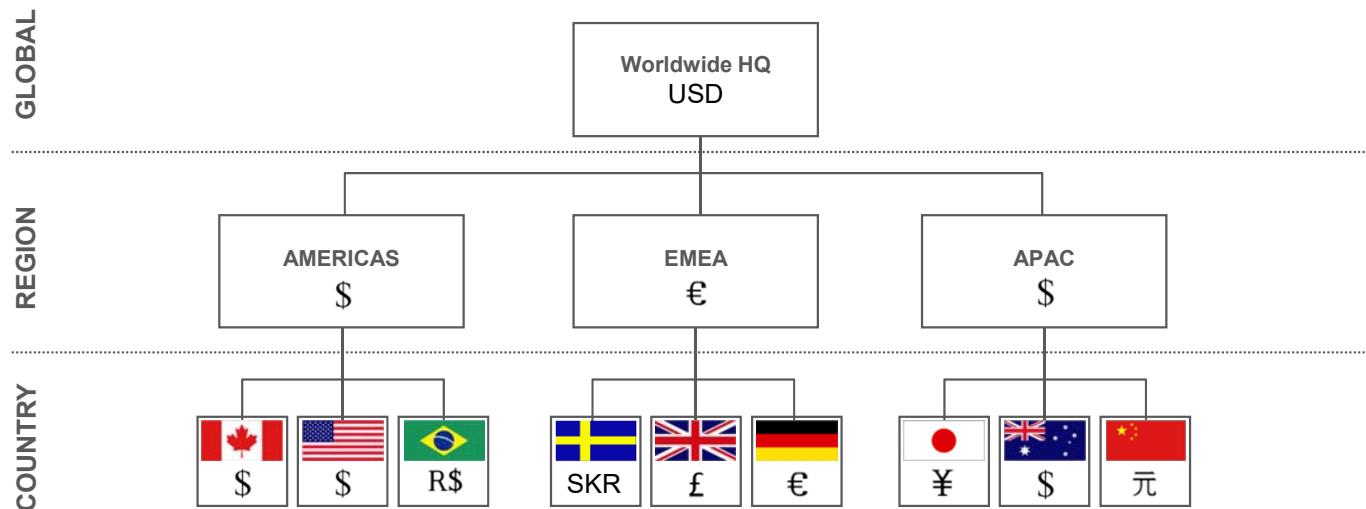
NETSUITE#1 CLOUD ERP

- The first cloud company
- 7,000 + employees globally
- 20,000+ organizations and subsidiaries globally
- \$1B+ revenue run rate
- Offices in 15 countries
- Now a global business unit of Oracle

Comprehensive ERP

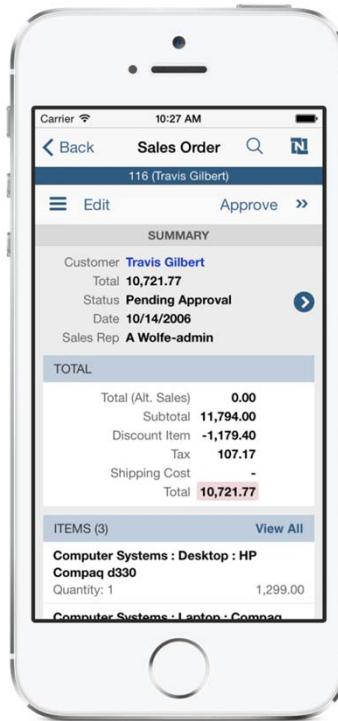
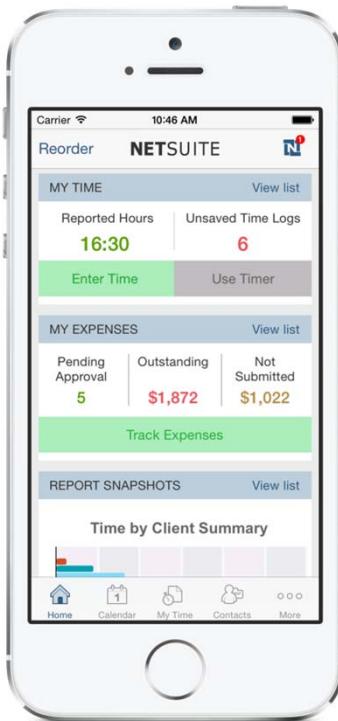
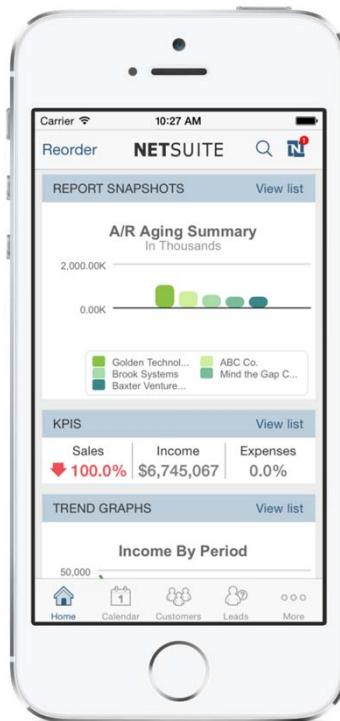


NetSuite Platform Provides Multi-Company and Currency as you grow



Designed for Today's Mobile Workforce

ORACLE[®]
NETSUITE



Automatic Upgrade Process



2 major upgrades a year,
numerous minor

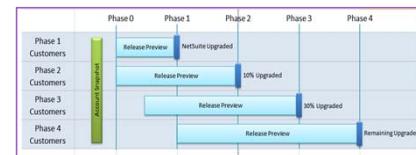
Customizations
carry forward

Customer use cases
incorporated in QA testing

Release
preview environment



Patented “Phased Release” process



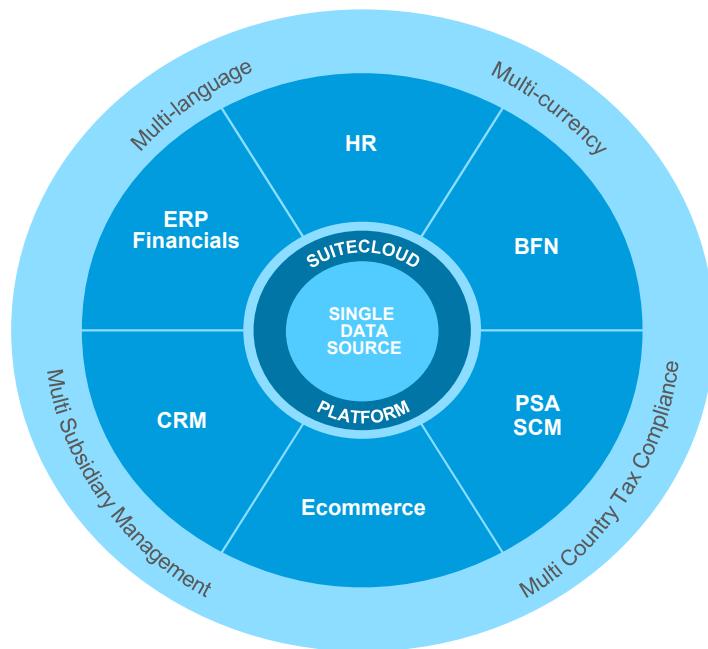
Cloud Native



Platform for
Modern
Business

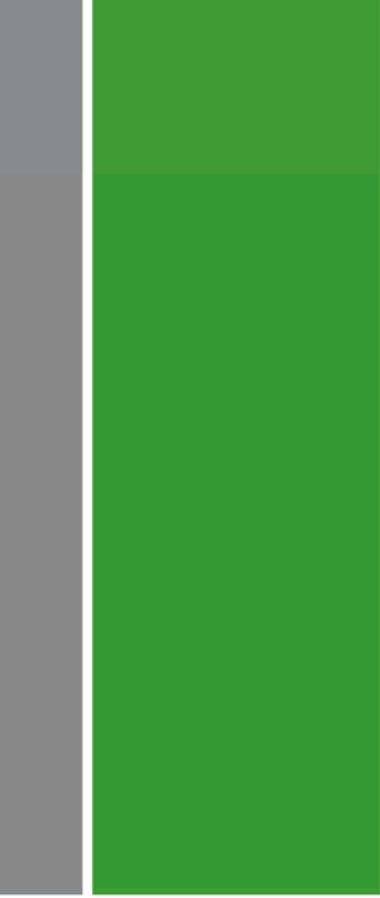
All the Functionality Required to Run a Business

ORACLE
NETSUITE



Industry Specific & Flexible Functionality

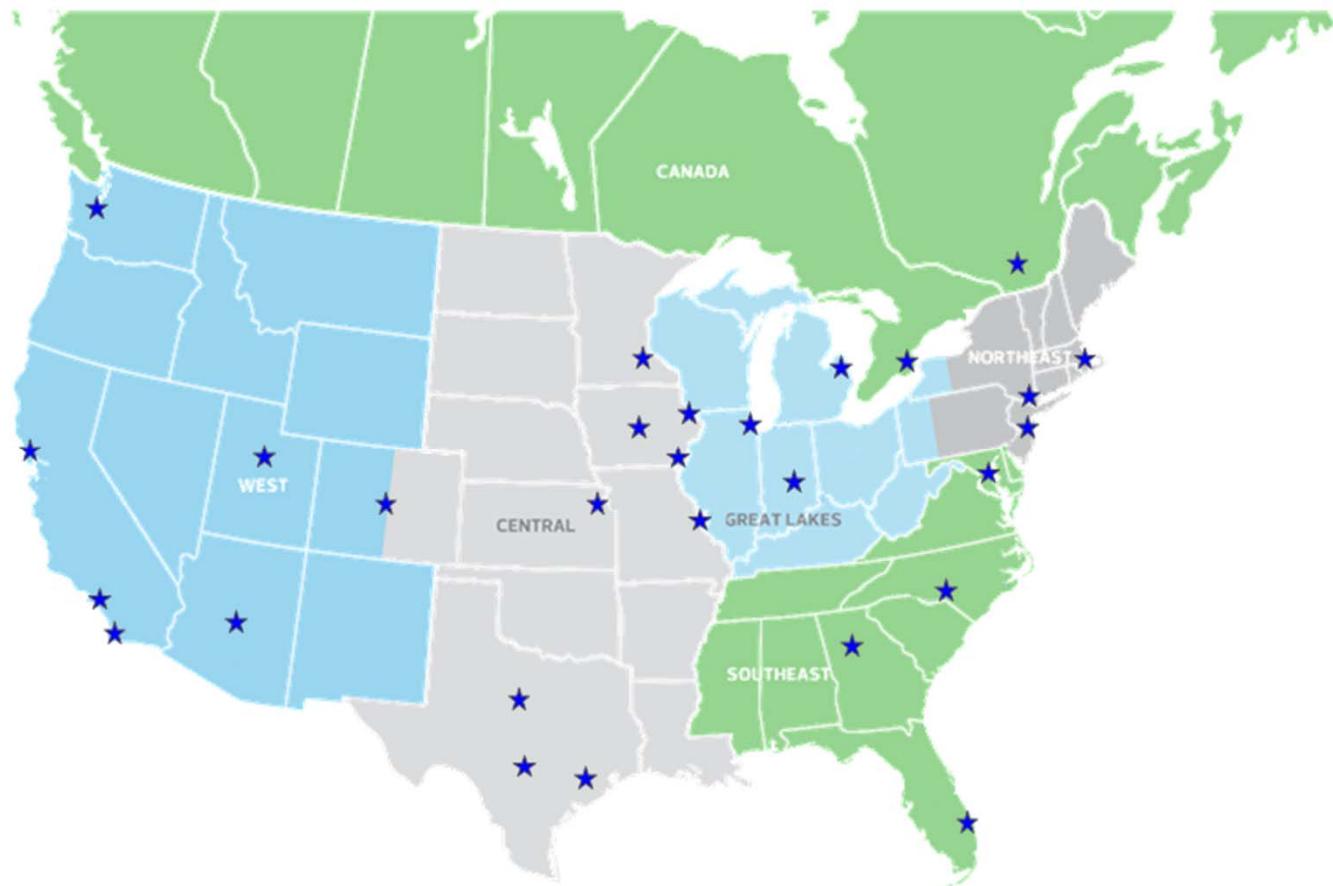
- Software High Tech
- Services
- Advertising
- Nonprofit
- Manufacturing
- Wholesale Distribution
- Life Sciences
- Retail
- Media/Publishing
- Sub Verticals
- KPI's
- Dashboards
- Workflows
- Forms
- Integrations
- SuiteApps
- Built For NetSuite
- Roles



RSM ORACLE NETSUITE PRACTICE OVERVIEW

RSM US National NetSuite Resources

ORACLE[®]
NETSUITE



RSM International NetSuite Resources

ORACLE
NETSUITE



Authorizations and Certifications

RSM US has advanced authorizations and certifications to implement the most sophisticated NetSuite components.

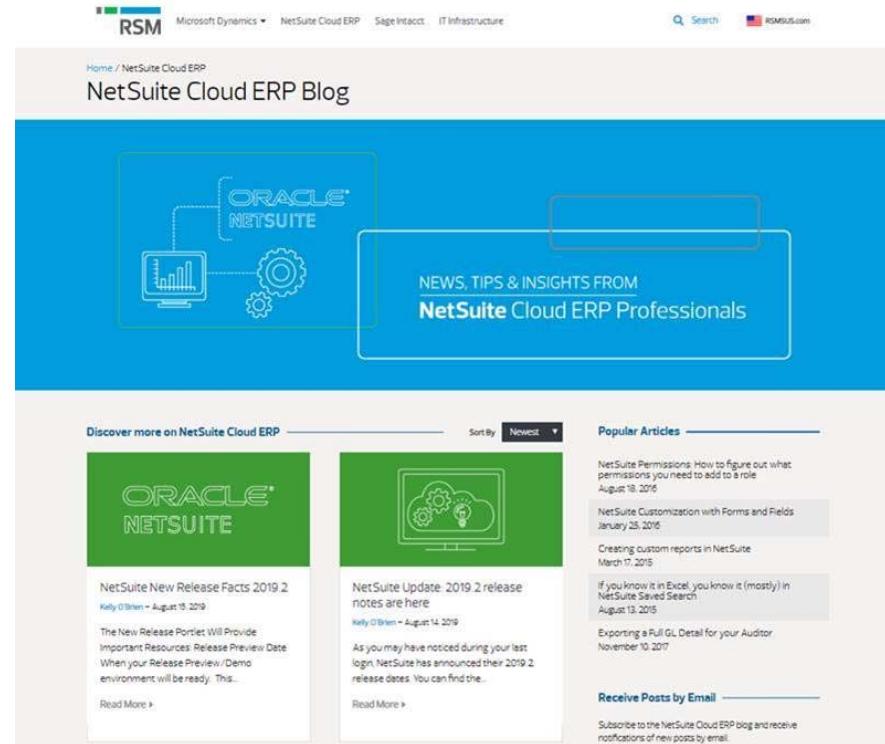
- Among the first Partners authorized for **SuiteSuccess**
- Authorized member of the **Commerce Agency Program** to implement SuiteCommerce Advanced e-commerce solutions
- **NetSuite Learning Provider** with access to NetSuite's proprietary educational content
- Advanced certification to implement **NetSuite Advanced Revenue Management**, **Multi-Book** accounting, **SuitePeople** HRIS, and **OpenAir** PSA modules
- RSM employs consultants individually certified as **SuiteCloud Developers** and **ERP Consultants**
- Partnered with RSM Data Analytics for **Planning & Budgeting Cloud Service**



RSM NetSuite blog – Ongoing education for our clients

<https://technologyblog.rsmus.com/NetSuite>

- NetSuite tips and tricks posts authored by RSM consultants
- Stay current with perspectives on new release information
- Notifications for our monthly user group webcast series
- Helpful resource for NetSuite administrators and NetSuite users



NetSuite Recognition

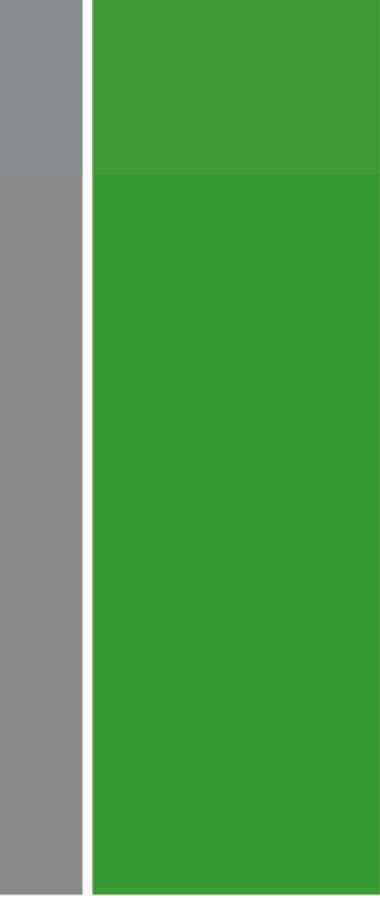


RSM US ranks among the top NetSuite partners and has earned the following recognitions:



Our ERP and CRM practice ranks **#1** worldwide in Accounting Today's VAR100 List the past 3 years





ORACLE NETSUITE PARTNERSHIPS

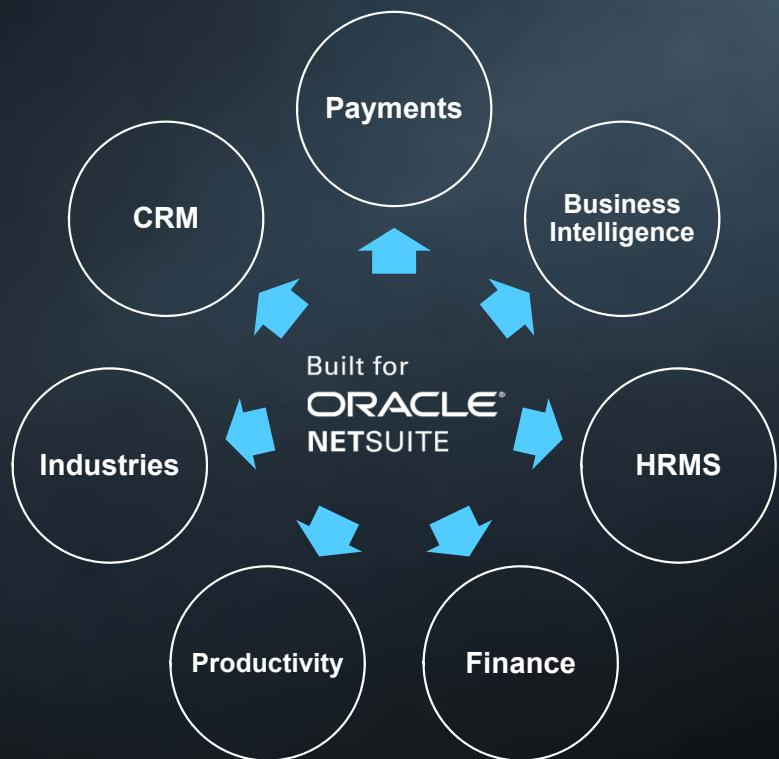
SuiteCloud Developer Network



A wide selection of third party applications for specific industry or business needs is available through the SuiteCloud Developer Network

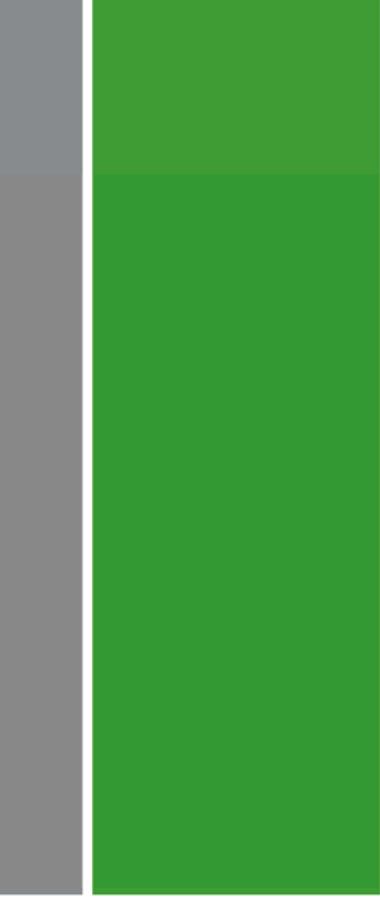
300+
Partners

300+
SuiteApps



RSM – NetSuite Sample of Business Partners



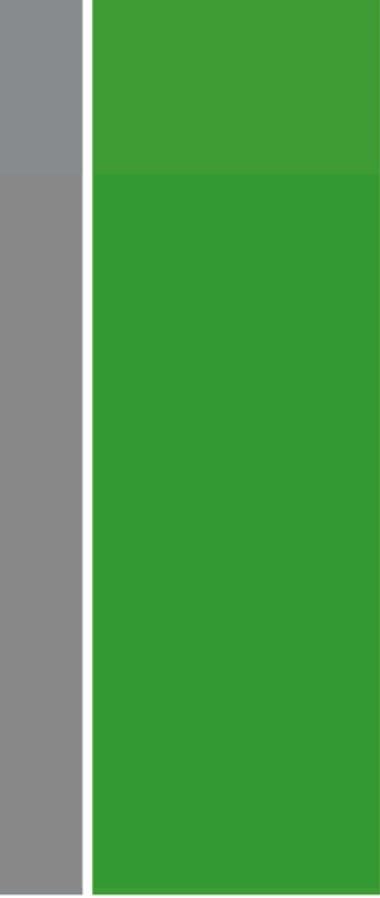


ORACLE NETSUITE INDUSTRY FOCUS

Trusted by 20,000+ Customers Every Size. Every Industry. In Every Part of the World.

Software	Services	AMP	Nonprofit	Manufacturing	Wholesale Distribution	Retail
 Quicken      	       	       	      	       	       	       

NETSUITE DEMO



USE GP TODAY?
WHY CONSIDER NETSUITE?

Why Consider NetSuite?



- Easy to Use
- Flexible Platform
 - custom fields, custom records, workflows, reporting, dashboards, searches, forms
- Widely Used
- Integrated Suite (Scale up/down)
- Real time reporting and dashboards
- Global
- Open API
- Everyone is on the same version – automated upgrades

CUSTOMER STORY

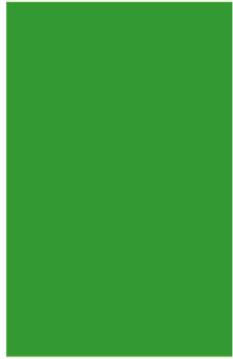
Overview & Background

- Investment holding company that manages a diverse set of assets (commercial real estate, farmland, public equity, private equity and hedge funds)
- 20+ subsidiaries across multiple geographic locations, some running on Dynamics GP others running on QuickBooks
- Manual consolidation process, multiple week period close process

NetSuite Solution

- Configure the entity structure to roll information from all subsidiaries into a single report
- Increase flexibility and remote access
- Expanded access to higher-quality, more timely information

QUESTIONS AND ANSWERS



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