

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



Matt Bailey

Director, Senior NetSuite Architect

Matt.Bailey@rsmus.com

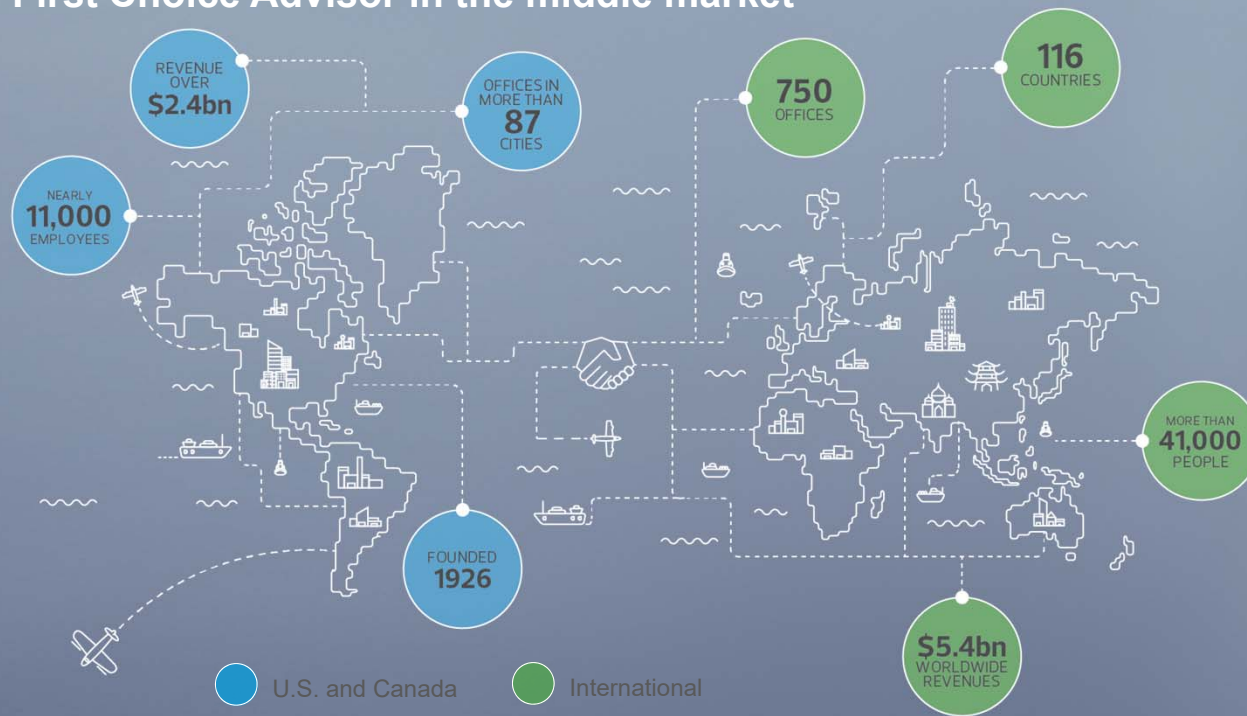
303.298.6417

- 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



* RSM US LLP is a limited liability partnership and the U.S. member firm of RSM International, a global network of independent audit, tax and consulting firms. The member firms of RSM International collaborate to provide services to global clients, but are separate and distinct legal entities that cannot obligate each other. Each member firm is responsible only for its own acts and omissions, and not those of any other party. Visit rsmus.com/aboutus for more information regarding RSM US LLP and RSM International.

© 2020 RSM US LLP. All Rights Reserved.



RSM consulting overview

194 partners/
principals



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



\$597M
in revenue
in FY19

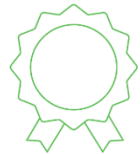
2,300+
clients



More than **3,000**
consulting professionals



600+
private equity and
portfolio clients



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

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



46 languages
are spoken by
RSM Consulting
professionals



Member of the
Institute of Internal Auditors
Principal Partner Program



#1 NetSuite
consulting partner
in the U.S.

ORACLE NETSUITE OVERVIEW, HIGHLIGHTS, & DIFFERENTIATORS

NETSUITE#1 CLOUD ERP

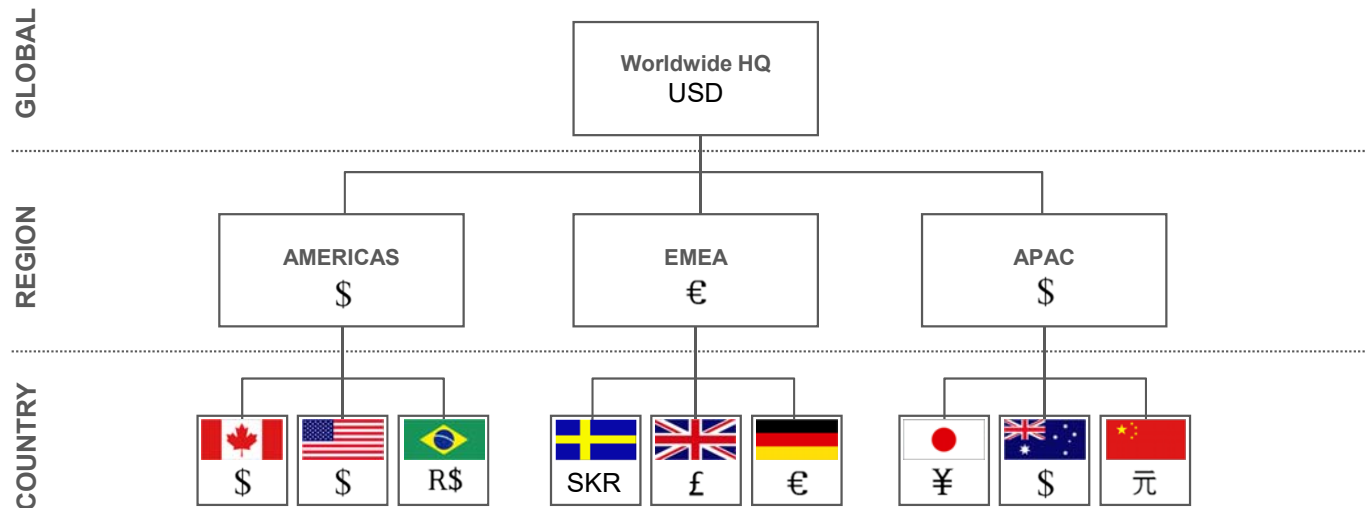
- The first cloud company
- 7,000 + employees globally
- 20,000+ organizations and subsidiaries globally
- \$1B+ revenue run rate
- Offices in 15 countries
- Now a global business unit of Oracle

Comprehensive ERP



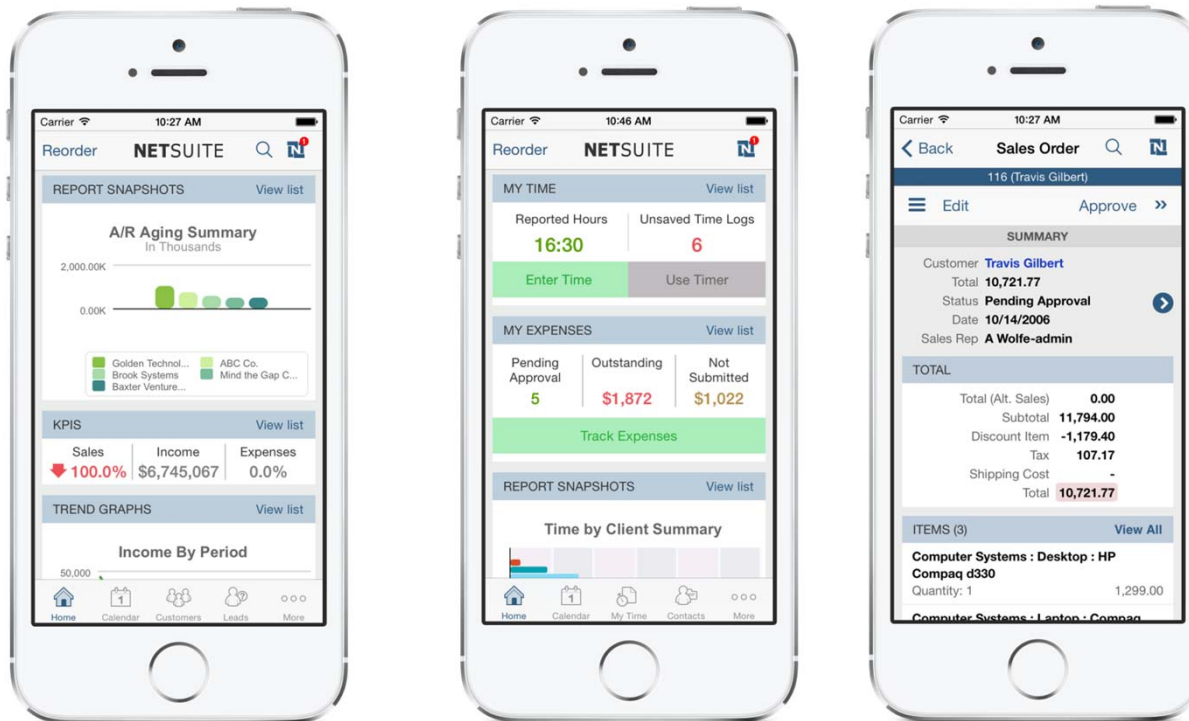
NetSuite Platform

Provides Multi-Company and Currency as you grow



Designed for Today's Mobile Workforce

ORACLE
NETSUITE



Modern



Flexibility



Business
Insights



Commerce-
Ready



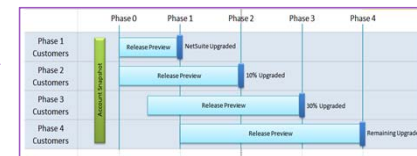
It Just Works

Automatic Upgrade Process

ORACLE[®]
NETSUITE

2 major upgrades a year,
numerous minor

Patented “Phased Release” process



Customizations
carry forward

Release
preview environment

Customer use cases
incorporated in QA testing



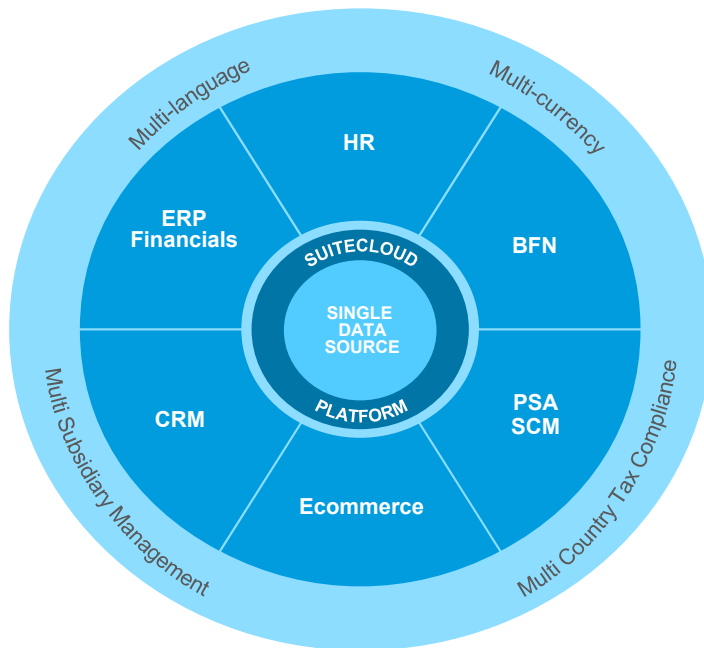
Cloud Native



Platform for
Modern
Business

All the Functionality Required to Run a Business

ORACLE®
NETSUITE



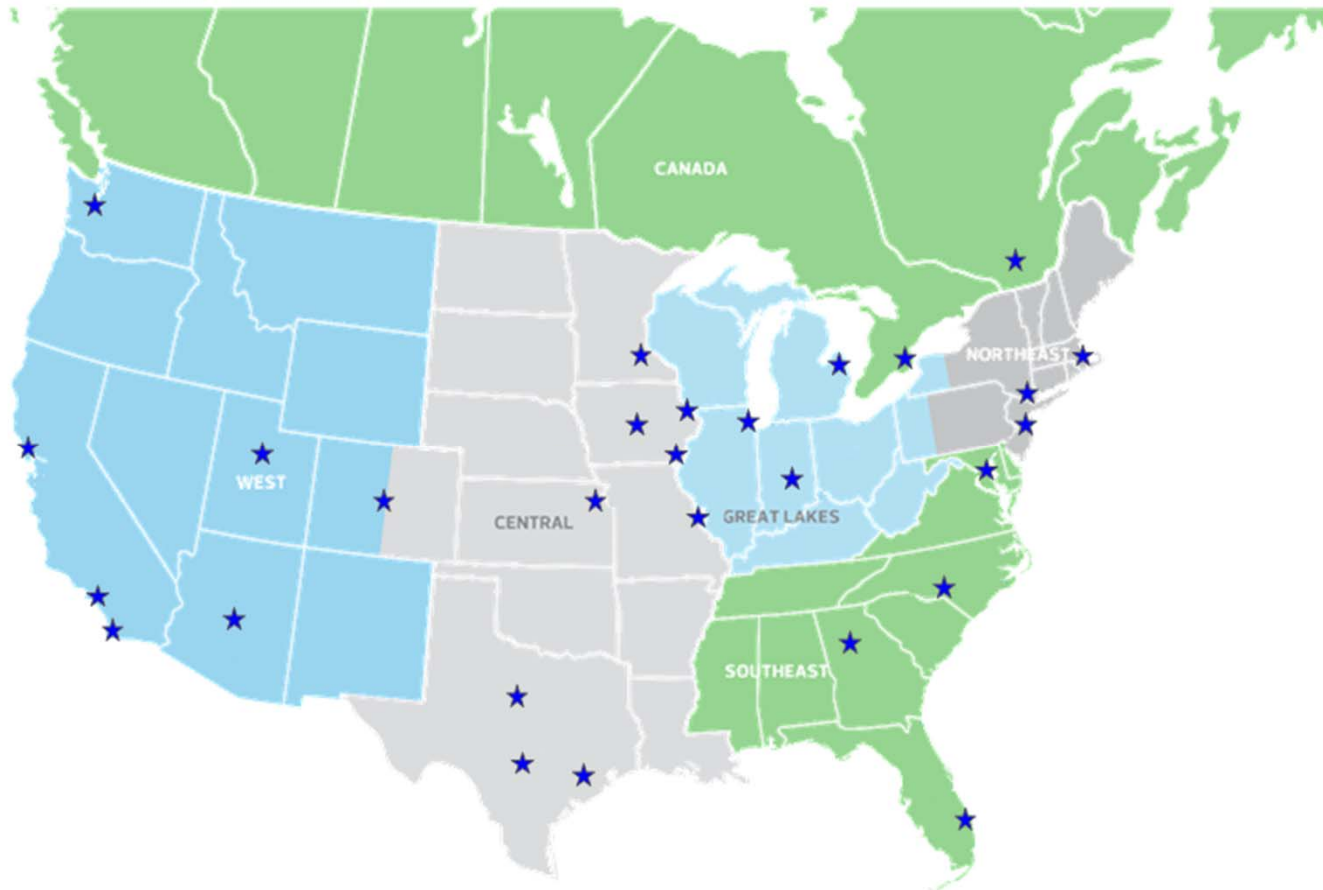
Industry Specific & Flexible Functionality

- 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.

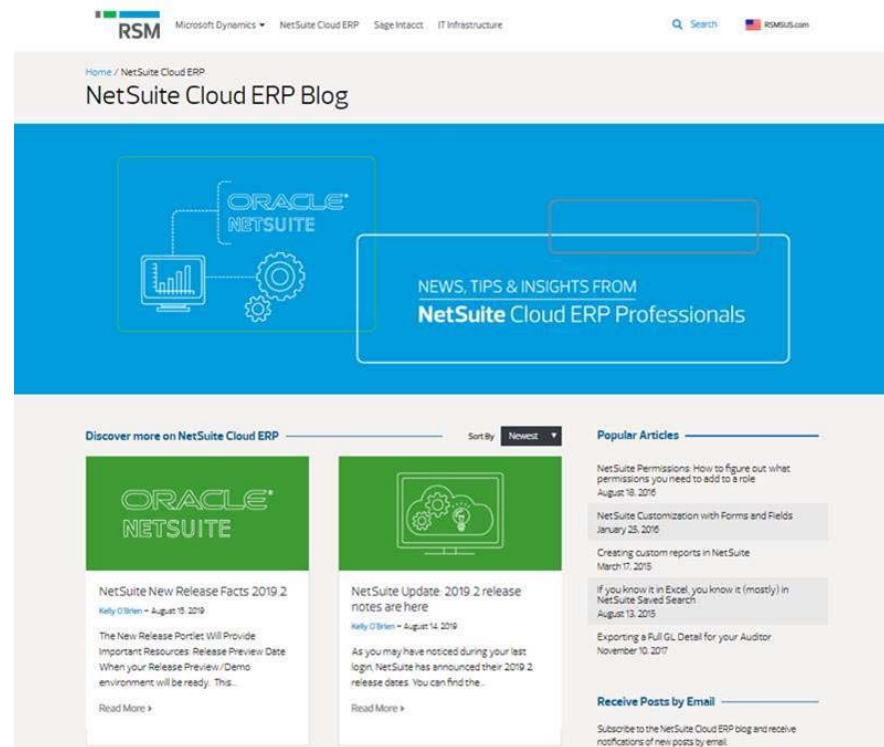
- Among the first Partners authorized for **SuiteSuccess**
- Authorized member of the **Commerce Agency Program** to implement SuiteCommerce Advanced e-commerce solutions
- **NetSuite Learning Provider** with access to NetSuite's proprietary educational content
- Advanced certification to implement **NetSuite 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

ORACLE®
NETSUITE

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

Avalara
Making sales tax less taxing

the answer company
THOMSON REUTERS

Strongpoint
Stress-free change management & compliance

rfsmart.

**Adaptive
Insights**

celigo

PRENDIO

box

**BLACKLINE
SYSTEMS**

+ a b l e a u

ORACLE®
PLANNING AND BUDGETING CLOUD

Expensify
Expense Reports that Don't Suck

pacejet

netgain

boomi
A Dell Technologies Business

DocuSign®

SPS COMMERCE

coupa

ADP®

x aovidxchange

Ultimate
SOFTWARE
People first.

Bill.com

metaviewer.
Paperless ERP

CONCUR







Ascentis.
Solutions (th)at Work

RSM

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 |
|---|--|--|--|--|--|--|
|         |         |         |        |         |         |         |

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

RSM US LLP

+1 800 274 3978

www.rsmus.com

This document contains general information, may be based on authorities that are subject to change, & is not a substitute for professional advice or services. This document does not constitute audit, tax, consulting, business, financial, investment, legal or other professional advice, & you should consult a qualified professional advisor before taking any action based on the information herein. RSM US LLP, its affiliates & related entities are not responsible for any loss resulting from or relating to reliance on this document by any person. Internal Revenue Service rules require us to inform you that this communication may be deemed a solicitation to provide tax services. This communication is being sent to individuals who have subscribed to receive it or who we believe would have an interest in the topics discussed.

RSM US LLP is a limited liability partnership & the U.S. member firm of RSM International, a global network of independent audit, tax & consulting firms. The member firms of RSM International collaborate to provide services to global clients, but are separate & distinct legal entities that cannot obligate each other. Each member firm is responsible only for its own acts & omissions, & not those of any other party. Visit rsmus.com/aboutus for more information regarding RSM US LLP & RSM International.

RSM, the RSM logo & *the power of being understood* are registered trademarks of RSM International Association.

© 2020 RSM US LLP. All Rights Reserved.

