


7 Things You Need to Know When Evaluating Business Management Software

These are the most important criteria for you to consider when evaluating business management software vendors.






Top 5 Software Decision Criteria

According to leading analysts, decision criteria can be comprised of five key areas.

-  **Company**
-  **Functionality**
-  **Service and Support**
-  **Technology**
-  **Total Cost of Ownership**

Why NetSuite?

The capability and scalability of our platform allows your business to grow and adapt to change, ensuring success today, tomorrow and in the future.

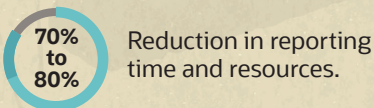
-  **The first cloud company** **ORACLE Global Business Unit**
NETSUITE
-  **Customers in over 215 countries and territories**  **29,000+ Customers worldwide**
-  **Record growth**  **4,800+ New logos in last 12 months**

Benefits for the Business

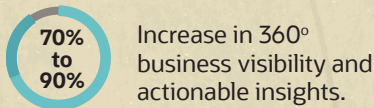
After implementation, NetSuite customers have reported more efficient processes and improved visibility across their organisations.

NetSuite customers see:

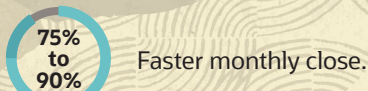
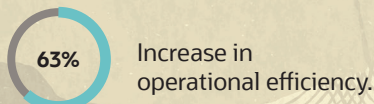
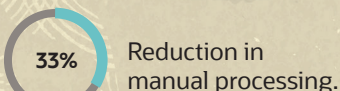
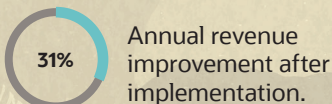
Reporting Transparency



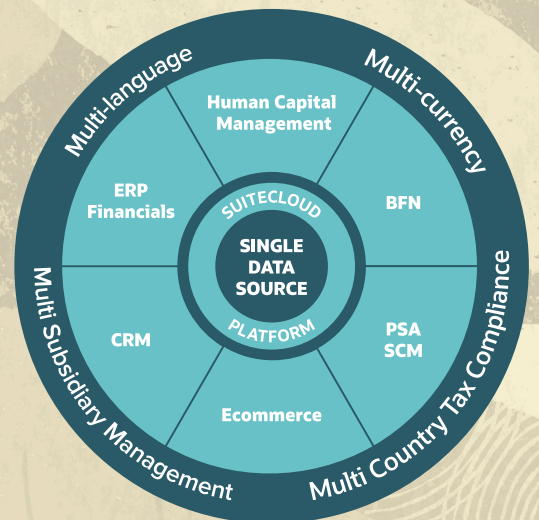
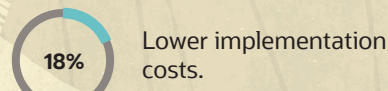
Visibility



Business Performance



Implementation

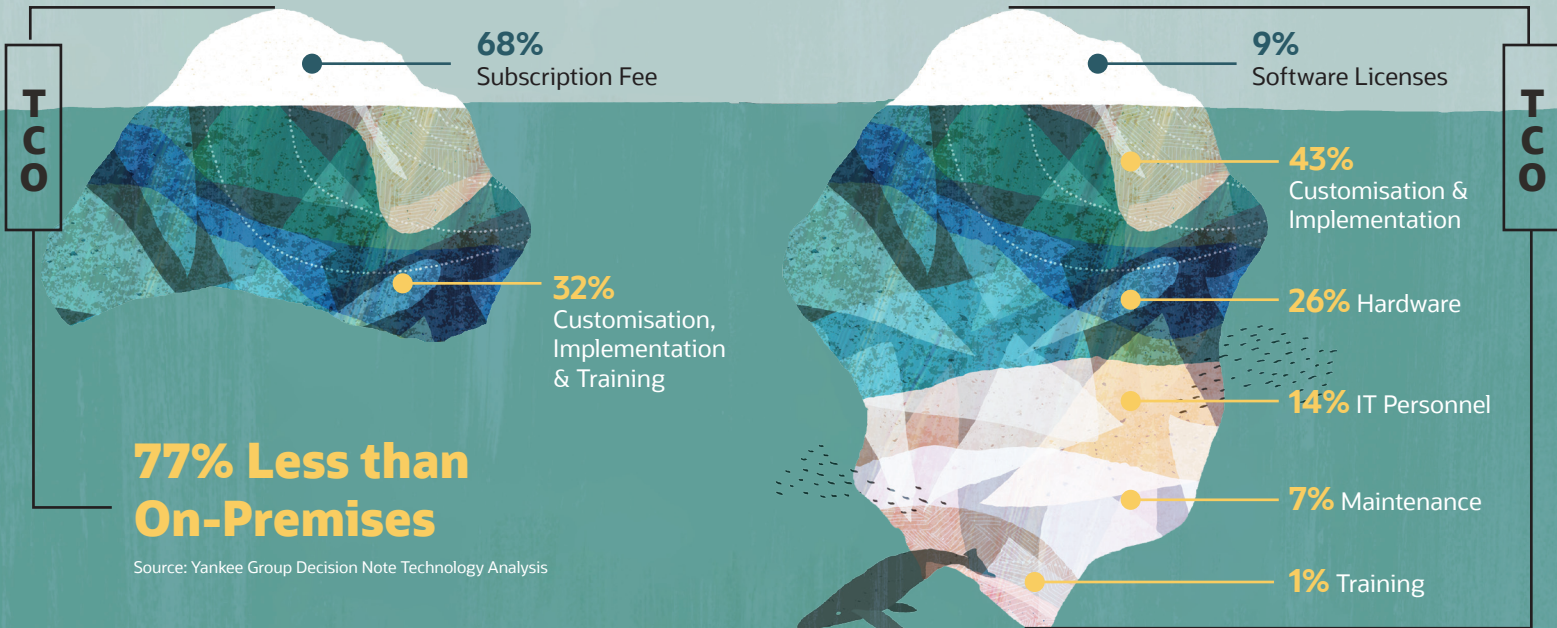


Total Cost of Ownership

As you're evaluating solutions, it's essential to consider both the initial purchasing cost and recurring costs. Here's the breakdown for true cloud, fake cloud and on-premises.

Pure Cloud

On-Premises and Hybrid or Hosted Cloud



“Cloud computing yields substantial economies of scale and lowers total cost of ownership (TCO).”

The Hurwitz Group, “The Compelling TCO Case for Cloud Computing”

“Customers can spend up to four times the cost of their software license per year to own and manage their applications.” Gartner, “The End of Software”

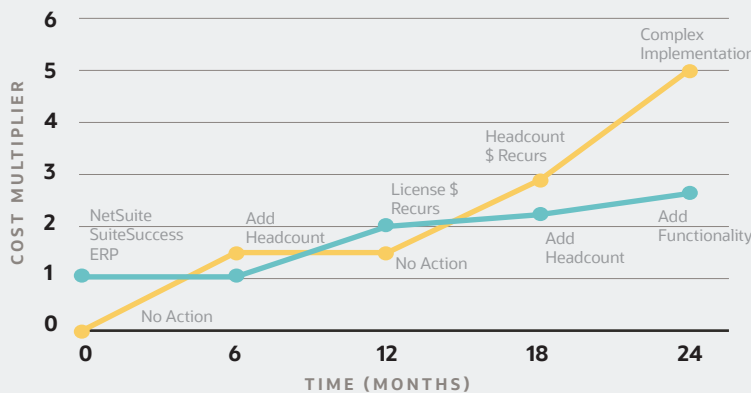
Cost of Delay

Early adoption leads to long-term savings, which can be used to improve other areas of the business.

Buying Now vs. Later

BENEFITS OF NOW

- Purchase what you need now at a much lower cost of implementation.
- Decrease costs with less complexity, a smaller scope and less data migration.
- Add functionality that scales as you grow.
- Save time by eliminating manual processes.



COSTS OF LATER

- Manage growth with added headcount and more manual processes.
- Higher implementation costs with increased complexity.
- Longer implementation due to larger scope.

Going Public?

NetSuite understands the complexities that come with engineering a successful IPO.



Our Private Equity and Venture Capital Practice

NetSuite's Private Equity and Venture Capital Services Practice works with firms and their portfolio companies to deliver exceptional service and a stable buying experience. When you align with NetSuite, your firm and your portfolio will receive preferred pricing, a single point of contact for all escalations, executive alignment throughout the customer lifecycle and access to our extensive partner network.

