NETSUITE

NetSuite for Software, Cloud and Internet Companies

NetSuite is the only cloud ERP/financials solution purpose-built for software companies. The scalable foundation for modern high-growth technology companies, NetSuite increases efficiencies so you can accelerate productivity and revenue growth.

OVERVIEW

Zach Nelson
NetSuite CEO

Zach Nelson explains why cloud computing is the last great technology architecture and NetSuite's role as a cloud computing pioneer.

More than 1,200 software companies run their business on NetSuite—and we do too.

LEARN MORE

RESEARCH STUDY
Cloud-Based Solutions Deliver Key Performance Improvements to Software Companies

In the high tech industry, vision and the ability to scale often separate the also-rans from the winners.

NetSuite's cloud ERP/financial suite is the top choice of technology companies who understand that the key to unlocking and managing growth is a back office system that can address today's challenges while providing the critical foundation needed for the future.

Over 1,200 software companies trust NetSuite to provide the foundation that runs their mission critical business processes. NetSuite's track record as the business system of record for hyper-growth tech companies is unmatched. Our customers are routinely named to the Deloitte Technology Fast 500, the JMP Securities' Hot 100 and other lists that celebrate tech company success. And NetSuite continues to power the software industry's hottest IPOs.

But NetSuite isn't just for start-ups. Software companies of all sizes benefit from our solutions. Increase efficiency with a comprehensive, global financial and accounting core, improve visibility as your business grows and evolves, and eliminate costly and ineffective manual processes and disparate systems — these are the keys to scaling your organization regardless of how big you are today. Startups, midsize and enterprise software providers all benefit from NetSuite's award-winning solutions.

Leapfrog your competition with technology built for the 21st century business while at the same time future-proofing your infrastructure investment. NetSuite's cloud subscription model dramatically lowers costs and the burden on internal IT organizations. The latest software enhancements are applied automatically, and customizations carry over with each upgrade. Anytime, anywhere access boots productivity and scales with your business.

"We needed more than just a good accounting solution. We had to responsibly manage growth, and NetSuite provided the business application to do exactly that."

—SolarWinds

BENEFITS

Box leverages NetSuite Cloud ERP as part of best-of-breed approach to business technology.

"NetSuite's financial reporting, compliance workflows, and other functions helped us save months of staff time during our IPO process, and they continue to help us save time and money in our day-to-day financial compliance reporting."

—Cornerstone OnDemand

LEARN MORE

EXECUTIVE BRIEF
Why Private Software Companies Grow Better in the Cloud

NetSuite focuses in on pain points and provides a solid foundation for rapid growth.

FOR START-UPS AND MID-MARKET COMPANIES
With growth comes complexity. You have to manage complex business processes such as revenue recognition, forecasting, procurement, specialized pricing models, and recurring revenue streams. The systems that worked well when you were a start-up begin to break down. It's tempting to augment with spreadsheets and standalone applications, but as growth continues these manual efforts and ad-hoc applications hinder productivity.

NetSuite helps hyper-growth companies:

SCALE FOR RAPID GROWTH
The most consistent benefit reported by software companies using NetSuite is the ability to rapidly scale the business and provide the back-office systems foundation that stands up to the rigors of transitioning from a small privately held company to a publicly held global organization.

SIMPLIFY REVENUE RECOGNITION
Solve complex revenue recognition challenges with flexible revenue recognition scheduling that supports all current standards, and be prepared to comply with the evolving guidelines coming with ASU 2014-09.

ACCELERATE FINANCIAL CLOSE
Close with confidence and report financials quickly and accurately. NetSuite combines rich accounting functionality with strong compliance management that eliminates the need for spreadsheets and manual reconciliations, even as your business expands internationally.

LEVERAGE YOUR EXISTING CRM INVESTMENT
Our real-time connector for Salesforce integrates NetSuite's powerful order management and finance capabilities with your existing CRM for complete lead-to cash automation.

BENEFITS

BENEFITS

Jive Software orchestrates global growth and agility with NetSuite OneWorld.

"With NetSuite, we've eliminated a lot of complexity with a unified platform that integrates with other cloud applications. NetSuite gives us transparency and a single view of everything without jumping through hoops."

—CommVault Systems

LEARN MORE

WHITE PAPER

The 8 Ways Outdated ERP Damages Your Business

NetSuite is the choice for modern, forward-looking tech companies.

For Mature and Public Companies

Modern technology companies require a foundation that enables flexibility, agility and visibility. Cloud computing is the accepted business architecture of today and tomorrow, freeing you to focus on innovation rather than maintaining hardware and software. Equally important is the need for a solution that is dynamic and forward-looking. Real-time data insights that allow you make important course corrections, and the powerful SuiteCloud platform empowers you to configure and customize NetSuite to meet specific needs.

NetSuite helps mature companies:

INCREASE VISIBILITY FOR DECISION MAKING

With NetSuite you have access to important business metrics anytime, anywhere. Business users get real-time dashboards, analytics, and alerts through solutions optimized for the latest mobile devices.

STREAMLINE GLOBAL BUSINESS OPERATIONS

NetSuite OneWorld allows multisubsidiary, multinational organizations to seamlessly manage multiple currencies, tax rules, and reporting requirements. Gain unprecedented visibility of your business in real time, ensuring consistent, compliant management across the organization, locally and globally.

SUPERCHARGE PROFESSIONAL SERVICES PROFITABILITY

Embedded Professional Services teams benefit from NetSuite PSA solutions designed to maximize resource utilization, elevate on-time delivery, automate billing and revenue recognition, and gain visibility into project profitability.

IMPROVE AGILITY AND FUTURE-PROOF THE BUSINESS

NetSuite provides a cost-effective solution that boosts productivity, integrates with other best of breed cloud applications and reduces the burden on IT. Built-in is the SuiteCloud platform that provides a range of customization tools for extending NetSuite to fit your unique business needs — now and as your business challenges evolve.

FEATURES

NETSUITE

Adaptive Insights shares the keys to scaling a hyper-growth cloud company.

"It was very important to have a solution that could scale and grow with us. NetSuite OneWorld is reliable, it's organized, it can be counted on and it's made a lot of things so much easier. It's an amazingly efficient way to manage our global finances and operations."

—Tableau Software

LEARN MORE

WHITE PAPER

Revenue Recognition Changes are Coming Soon: Five Key Consideration for Adopting ASU 2014-09

Powerful cloud-based business management solutions that enable software companies to eliminate complexity and unlock growth.

COMPREHENSIVE FINANCIAL MANAGEMENT AND REVENUE RECOGNITION CAPABILITIES

NetSuite gives software companies all the tools needed to manage revenue recognition and billing schedules while ensuring compliance. You eliminate double entries and manual reconciliations with a single financial system that manages accounting, complex billing, and revenue recognition.

RECURRING REVENUE AND SUBSCRIPTION MANAGEMENT TOOLS

Manage recurring revenue streams with powerful solutions for both SaaS and perpetual license providers. Automate contract renewals, streamline management of term and evergreen subscriptions, facilitate change orders/co-termination, and gain support for upsell and cross-sell activities.

GLOBAL BUSINESS MANAGEMENT AND CONSOLIDATION

Seamlessly manage multiple currencies and reporting as your business expands globally. NetSuite One World provides global accounting and consolidation, award-winning multicurrency management, a configurable tax engine, and comprehensive language support.

REGULATORY COMPLIANCE

NetSuite simplifies compliance with GAAP, FASB, SEC, and AICPA regulations and standards. It also facilitates SOX Section 404 compliance by supporting internal controls and enabling individual accountability through a complete audit trail of all processes and transactions.

PROFESSIONAL SERVICES AUTOMATION

Take advantage of all the tools needed to leverage resources, manage projects, and deliver profitable quality services to your clients. And because NetSuite solutions are run in the cloud, your consultants can take advantage of online and mobile access to work where and when they want.

INDUSTRY-LEADING CUSTOMIZATION

NetSuite believes that customers should be able to configure their systems with minimal IT and developer efforts. Our SuiteCloud platform provides powerful tools to tailor and integrate NetSuite for your unique business needs and ensures that your customizations migrate when upgrading to a new release.

CUSTOMER SUCCESS

NETSUITE

ESET

Industry: Software

Annual Sales: $150 MM+

Challenge: Manage Rapid Growth

See how ESET grew its revenue by 10X after switching to NetSuite.

"NetSuite has allowed us to build a stable and reliable financial platform to support the company through its dramatic growth."

—Atlassian

LEARN MORE

CUSTOMERS LIKE YOU

NetSuite Software Industry Customer Success Stories

Click below to find out why more than 1,200 software companies have chosen NetSuite, making it the #1 cloud business management suite powering the high tech industry.

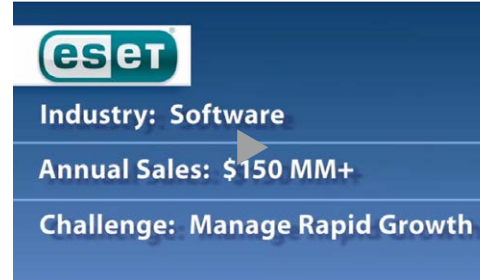Adaptive Insights　APPTIO　athenahealth　Atlassian　AtTask

birst　box　CallidusCloud　Centrify　CipherCloud Trust in the Cloud　commvault

Cornerstone ON DEMAND Empowering People　coupa　DocuSign The Global Standard for Digital Transaction Management　eset　GoodData　Hortonworks

jive　Lithium　LogRhythm The Security Intelligence Company　MAPR　Marin SOFTWARE　MINDBODY LOVE YOUR BUSINESS

MobileIron　mongoDB　New Relic　NUTANIX　okta　QUALYS On Demand Security

RingCentral　SendGrid　serviceMAX　solarwinds　SurveyMonkey

tableau SOFTWARE　tenable network security　twilio　zendesk　zscaler Secure. Everywhere.

RESOURCES

WATCH VIDEOS

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See how ESET grew its revenue by 10X after switching to NetSuite.

Adaptive Insights shares the keys to scaling a hyper-growth cloud company.

Jive Software orchestrates global growth and agility with NetSuite OneWorld

Contact us or explore these resources to find out more about NetSuite for the software industry.

NETSUITE DATA SHEETS

NetSuite
NetSuite Revenue Recognition
NetSuite OneWorld
NetSuite Financial Planning

SL ASSOCIATES RESEARCH PAPER

Cloud-Based Business Solutions Deliver Key Performance Improvements to Software Companies

NETSUITE CFO EXECUTIVE BRIEF

Why Private Software Companies Grow Better in the Cloud

IDC TECHNOLOGY SPOTLIGHT

Strategies for Optimizing Recurring Revenue Models in the Software Industry

NETSUITE WHITE PAPER

Recognition Changes are Coming Soon: Five Key Consideration for Adopting ASU 2014-09

THE NETSUITE ECOSYSTEM

NetSuite is supported by a thriving ecosystem of partners who provide innovative third-party solutions tested and developed specifically to work with and extend your NetSuite investment.

LEARN MORE

NEXT STEPS

Contact Us: 1877NETSUITE
info@netsuite.com

Take a Free Product Tour

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