



# NETSUITE FOR WHOLESALE DISTRIBUTORS

Transform Your Distribution Business with Software Built for the Cloud

**The Bottom Line:** NetSuite is the No. 1 cloud ERP solution for wholesale distributors, empowering tens of thousands of fast-growing companies with software to transform and accelerate their businesses. Using NetSuite, distributors can run their businesses on a single, unified platform reducing IT costs and gaining comprehensive, real-time visibility across their organisations.

**Run your entire business on a single, true cloud platform.** Rid yourself of multiple, disparate applications and bring all your data into a single, customisable system, accessible from anywhere.

“NetSuite has enabled us to streamline our operations to continue delighting customers, and empowered us with real-time insights that fuel our growth strategy.”

**Ee Leng Tan**, Founder and Managing Director,  
The Craftmark Group

“All of our goals in moving to the cloud for business continuity purpose have been realised. For future projects, NetSuite provides an agile platform that can be pivotal in continued innovation and growth.” **Edward C. Inocentes**, AVP, Sales Operations Group, Sales and Channel Development, Unilab, Inc.

### Know your operations like never before.

Gain insight from data gathered across your organisation and empower your employees with the information they need.

### Get a 360-degree view of your customers.

Record every interaction automatically in a single, searchable system—from marketing to selling to service and support.

### Engage users everywhere with omnichannel commerce.

Reach your customers online, by phone, over email, in person and more. Exceed the evolving expectations of 21st century consumers.

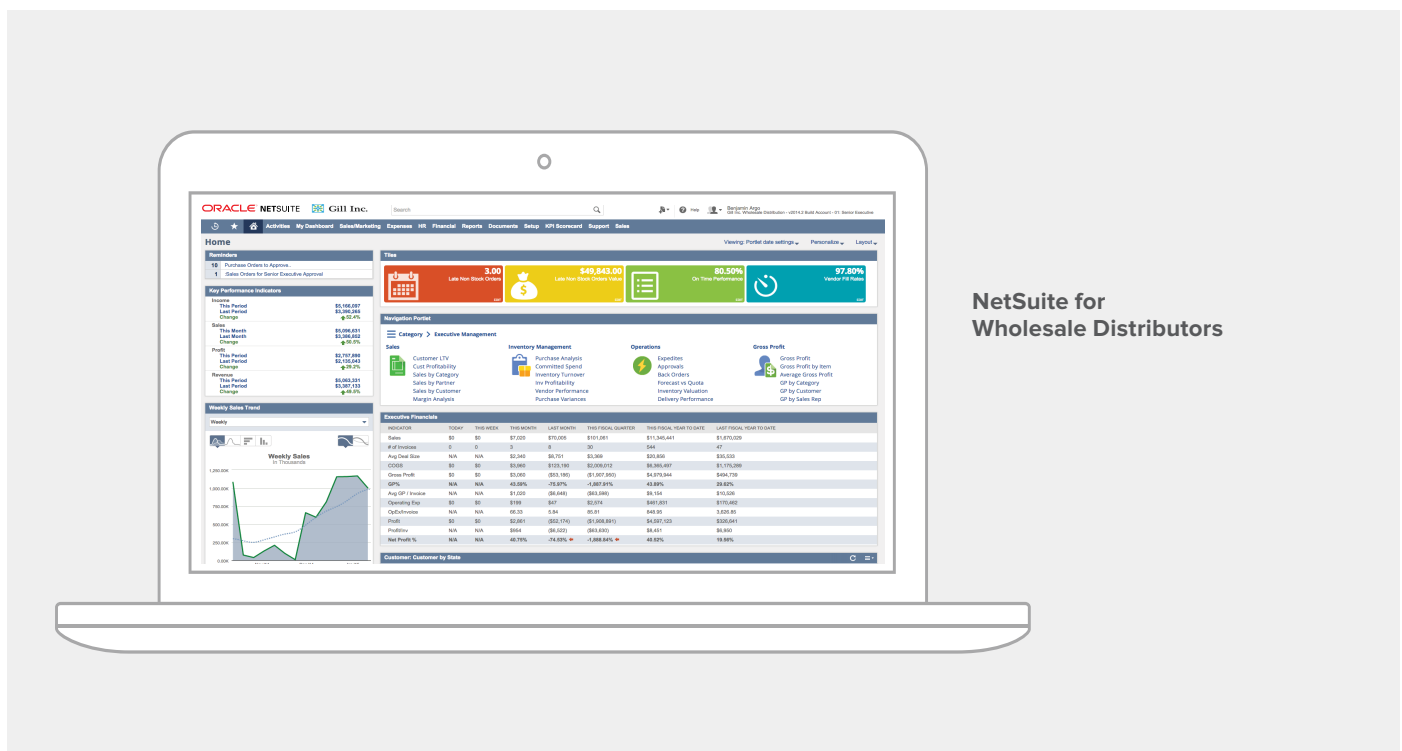
### Key Features

NetSuite offers built-in workflows for critical functions across your distribution business, including:

**Commerce.** Omnichannel engagement brings together all your customers and business activities.

**Financials.** A best-of-breed financial management application ensures world-class accounting across your organisation.

**Marketing.** Real-time metrics and comprehensive data drive engagement with current customers and new market expansion.



NetSuite for Wholesale Distributors

“NetSuite has allowed our team to focus on customers and work towards our main goal—becoming the biggest small company we can possibly be.” **Mark Kelly**, CEO and Founder, Global Surf Industries

**Sales.** Unparalleled efficiency and visibility from lead to close support a sales effort that’s second to none.

**Orders.** Omnichannel means accepting orders everywhere (online, offline, EDI and more) and fast-tracking order-to-cash.

**Sourcing.** Ultimate control over procure-to-pay processes improves supplier relationships, transparency, and forecasting.

**Warehouse.** WMS functionality reduces overhead and cycle times while increasing inventory turns and on-time delivery rates.

**Support.** Case management, return tracking, and self-service client support enable you to run a truly customer-oriented business.

**Customisation.** The groundbreaking SuiteCloud Platform provides infinite extensibility, meeting your unique needs and scaling as you grow.

### Transformational Results

In a study by SL Associates, wholesale distribution companies reported stunning improvements in key performance metrics after switching to NetSuite’s cloud-based software solution.

Actionable Business Insights	+ 50% to 80%
Gross Margin Performance	+ 1% to 5%
Revenue Performance	+ 2% to 10%
Inventory Costs	- 20% to 30%
Obsolete Inventory Carrying Costs	- 20% to 40%
Customer Backorders	- 60% to 80%
IT Resource Costs	- 50% to 75%
Disaster Recovery Costs	- 50% to 75%

To find out more, contact NetSuite on [infoapac@netsuite.com](mailto:infoapac@netsuite.com)

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