



Integrated Planning, Budgeting  
and Forecasting

## NetSuite Planning and Budgeting



Planning and budgeting using spreadsheets in most organizations results in less collaboration, more inefficiency and is error prone.

NetSuite Planning and Budgeting facilitates both company-wide and departmental planning with modeling capabilities, approval workflows and reporting within one collaborative scalable solution. Sales and operationally-driven strategic plans can be linked to long-term and near-term financial plans. The solution uses a powerful calculation engine which can accommodate a wide range of business logic with fast in-memory aggregation and instant financial analysis and reporting.

### Key Benefits

- Reduce planning and forecasting cycle times by making it simpler to collect inputs and assumptions.
- Gain greater control and visibility over your plans, budgets and forecasts.
- Increase collaboration with business stakeholders and drive better decision-making.
- Drill across budget, forecast and actuals to see the impact on business performance.
- Improve forecast accuracy with predictive planning, allowing users to run multiple scenarios on the fly for management meetings.

## Robust Financial Modeling With Predictive Analytics

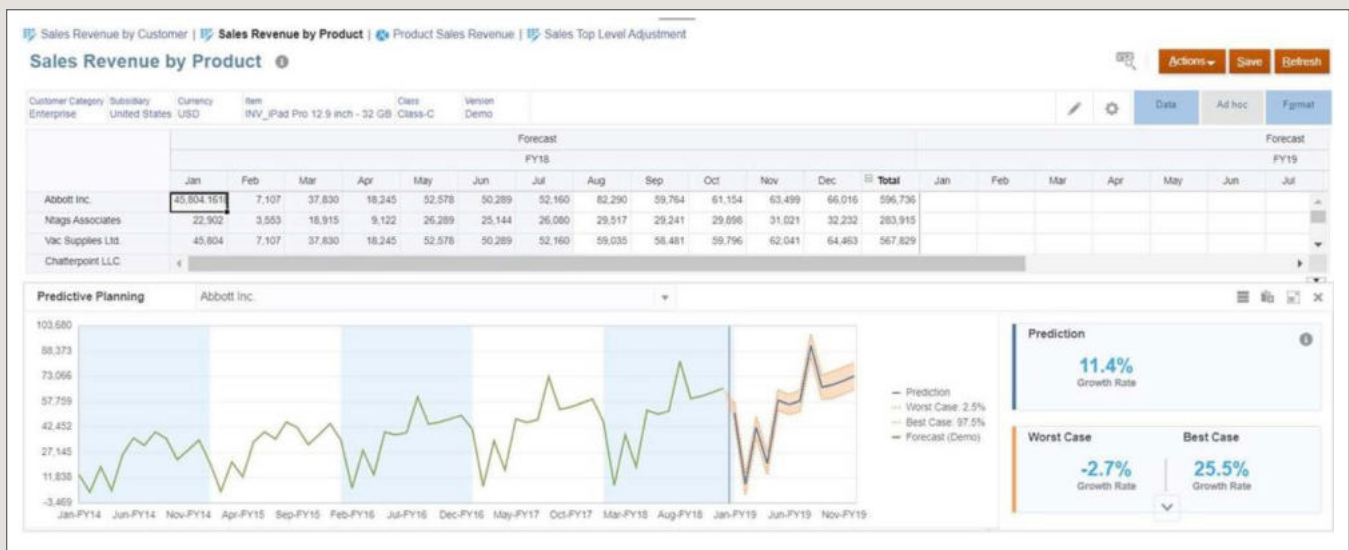
Demand is volatile, costs fluctuate and the business landscape is constantly changing. NetSuite Planning and Budgeting enables you to stay ahead of the competition by understanding volatility and modeling financial and operational changes quickly using flexible assumptions. Use sophisticated modeling techniques, predictive analytics, multiple what-if scenarios and rolling forecasts to minimize uncertainty in the business.

## Integrate Planning and Management Reporting Effortlessly

Reports and dashboards that display plan, forecast and actual data can be created in minutes and any change made to versions are instantaneously reflected.

### Key Features

- Data Integration with NetSuite ERP.
- Flexible driver-based what-if modeling capabilities.
- Built-in financial intelligence and spreading logic.
- Built-in commentary and annotation capabilities.
- Flexible workflow and plan management capabilities.
- Robust reporting and ad-hoc analysis with formatting and charting support.



**Predictive Planning** uses sophisticated time-series forecasting techniques to create new predictions or validate existing forecasts.

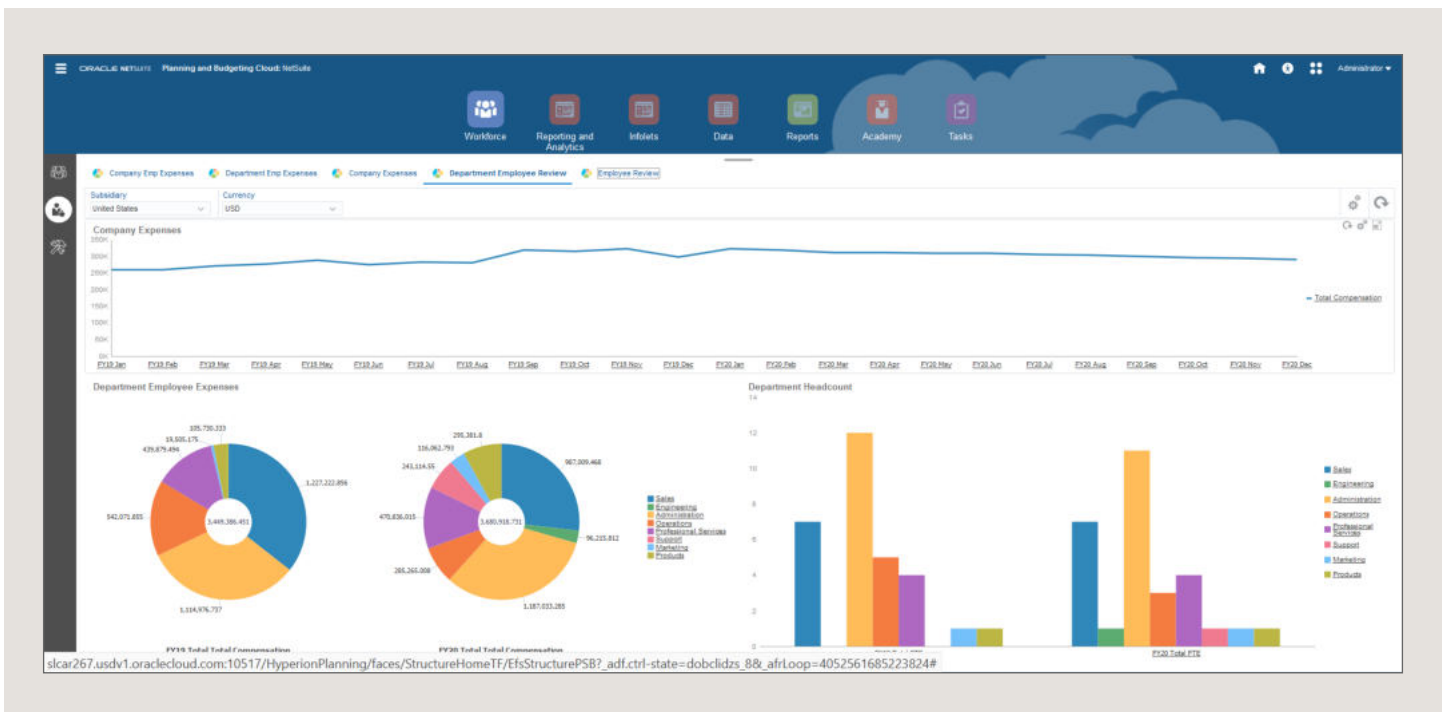
## Workforce Planning

Workforce Planning aligns human resource needs with business needs to ensure a company can execute on its business strategy. Together, HR, finance and hiring managers establish budgets, roles and priorities across the organization by examining total headcount costs to make sure the right number of people are hired at the right time without going over budget.

NetSuite Planning and Budgeting brings financial, payroll and HR data together so you can plan headcount, salary, bonus and payroll taxes using actuals from your business. This allows leaders to quickly build models and plans without having to rekey or reassemble workforce information in a spreadsheet.

## Workforce Planning Benefits

- Improve collaboration between HR and Finance.
- Plan your workforce with flexible models that align to how you run your business.
- Drill down into what skills, competencies needed for long-term organizational success.
- Predict costs and effectiveness of organizational changes.
- Get a complete view of your headcount across your entire organization.



## Microsoft Office Integration – Smart View

NetSuite Planning and Budgeting offers comprehensive integration with Microsoft Office tools such as Microsoft Outlook, Excel, Word and PowerPoint with Smart View for Office.

Use Excel as the environment for adding custom members on the fly, slicing and dicing data, and ad-hoc modeling. Users can also create data grids incorporating Excel formulas and formats. Common planning actions, such as spreading and allocation, are available within planning data grids rendered within Microsoft Excel.

### Smart View Benefits

- Quickly navigate plan versions and details in Excel.
- Full ad-hoc and free form analysis capabilities.
- Report creation in Excel, Word and PowerPoint.
- Data access from multi-dimensional sources.
- Create unique data perspectives for users.
- Dynamically refresh Office documents with a single click.
- Support for highly formatted grids in Microsoft Excel.

ORACLE NETSUITE		FY19		FY20		FY20		FY20		FY20	
		Nov	Dec	Jan	Y-T-D(Jan)	Jan	Y-T-D(Jan)	Budget vs Act	Budget vs Act %		
		Actual	Actual	Actual	Actual	Budget	Budget				
<b>Revenue</b>											
Total subscription revenue	\$	3,384	3,532	3,569	3,569	3,699	3,699	(129)	(4%)		
Total hardware & fee revenue	\$	740	1,155	1,096	1,096	1,277	1,277	(181)	(14%)		
Total freight revenue	\$	2,847	3,007	2,806	2,806	2,115	2,115	771	36%		
<b>Total Revenue</b>	<b>\$</b>	<b>6,971</b>	<b>7,694</b>	<b>7,551</b>	<b>7,551</b>	<b>7,090</b>	<b>7,090</b>	<b>461</b>	<b>6%</b>		
<b>Cost of Goods Sold</b>											
Subscription COGS	\$	262	412	384	384	332	332	(52)	(16%)		
Hardware & Other COGS	\$	1,514	2,131	1,726	1,726	1,823	1,823	97	5%		
Depreciation expense	\$	405	415	406	406	396	396	(10)	(2%)		
Customer Support (less credits)	\$	139	198	154	154	159	159	5	3%		
Freight COGS	\$	2,825	3,032	2,805	2,805	2,072	2,072	(733)	(35%)		
<b>Total COGS</b>	<b>\$</b>	<b>5,146</b>	<b>6,188</b>	<b>5,476</b>	<b>5,476</b>	<b>4,783</b>	<b>4,783</b>	<b>(692)</b>	<b>(14%)</b>		
<b>Total Gross Margin</b>	<b>\$</b>	<b>1,825</b>	<b>1,506</b>	<b>2,075</b>	<b>2,075</b>	<b>2,307</b>	<b>2,307</b>	<b>(232)</b>	<b>(10%)</b>		
Gross Margin %		26%	20%	27%	27%	33%	33%	(5%)			
Fleet Gross Margin %		44%	33%	43%	43%	46%	46%	(3%)			
Freight Gross Margin %		0.8%	-0.8%	2.8%	2.8%	2.0%	2.0%	0.8%			
<b>S&amp;M Operating Expense</b>											
Payroll Expense	\$	3,055	3,520	3,576	3,576	2,805	2,805	(771)	(27%)		
Non-payroll Expense	\$	2,393	2,821	2,861	2,861	2,067	2,067	(794)	(38%)		
<b>R&amp;D Operating Expense</b>	<b>\$</b>	<b>1,692</b>	<b>2,487</b>	<b>1,947</b>	<b>1,947</b>	<b>1,991</b>	<b>1,991</b>	<b>45</b>	<b>2%</b>		
Payroll Expense	\$	1,572	1,862	1,671	1,671	1,704	1,704	33	2%		
Non-payroll Expense	\$	120	626	276	276	287	287	11	4%		
<b>G&amp;A Operating Expense</b>	<b>\$</b>	<b>3,138</b>	<b>3,492</b>	<b>3,661</b>	<b>3,661</b>	<b>3,684</b>	<b>3,684</b>	<b>24</b>	<b>1%</b>		
Payroll Expense	\$	1,185	1,461	1,503	1,503	1,361	1,361	(142)	(10%)		

View, refresh, manipulate, submit, distribute and share data in Microsoft Excel, Word and PowerPoint interfaces.

## SuiteSuccess – Planning and Budgeting Premium Edition

Planning and Budgeting Premium Edition is intended to provide a holistic planning and budgeting solution that is primarily developed for your specific industry. While NetSuite Planning and Budgeting is already a comprehensive offering tailored toward your industry, this edition also allows for moderate customization to your business and acts as a springboard to accelerate future growth.

Delivery Motion and Speed: Scoping Required

- Planning and Budgeting Premium Edition is implemented by expert NetSuite Services consultants. Your dedicated implementation team will align all solution customizations and timelines and will devote themselves to warrant an on-schedule implementation.

Features included:

- Industry Specific Models
  - Verticalized Metrics (SaaS, Other)
  - Project Planning
  - Cash Projections
- Verticalized OpEx and Expense Planning
- Verticalized Revenue Planning
- Driver and Trended Forecasting
- Financial Reporting and Variance Analysis
- Indirect Cash Flow
- Workforce Planning
- Smart View Office Integration

Industries designed for:

- Software
- Agencies
- Services
- Nonprofit
- Wholesale Distribution
- Manufacturing
- Retail