


The logo for KERTIOS, featuring a stylized white 'K' followed by the word 'ERTIOS' in a bold, white, sans-serif font.

KERTIOS

It's time for action

The background features a vibrant blue ocean scene. A person is captured mid-air, jumping from a rocky cliff on the left into the water. A large, semi-transparent blue arrow graphic points from the top left towards the bottom right, passing over the person. In the bottom left corner, there are glowing blue and purple digital particle trails. The right side of the image has a dark blue background with a subtle, repeating pattern of white lines.

Our NetSuite Capabilities

KERTIOS Consulting

ORACLE NETSUITE
Solution Provider

Agenda

- About Kertios Consulting
NetSuite an ERP for the future
Implementation approach
Why Kertios

Kertios Consulting at a glance



#Proximity #Expert
#Innovation #Processes
#Solution #Results
#Agility #International



40+ Consultants
15+ Oracle Applications
Consultants

3M € Yearly turnover

35% revenue from ERP/HCM
projects

30% revenue from custom
development projects

140+ clients have
trusted us
for 19 years

20+ ERP/HCM projects
15+ AMOA projects
5+ BI/Big Data projects

KERTIOS www.kertios.com



Our service offering is built around three main lines of activities



Transformation Organizational

- › Operational Benchmarking / Digital Maturity
- › Business Process Management
- › Operating Model / Business case
- › Change management / Training



Process optimization & solution deployment

- › Process Optimization: Finance, HR, Sales etc.
- › HCM Solutions
- › **ERP Solutions**
- › Project Management



Systems and technologies design and implementation

- › Business Intelligence
- › Custom Development
- › Maintenance / Hosting
- › Software publishing



Kertios NetSuite capabilities



NetSuite Implementation

01

We specialize in implementing a **comprehensive and scalable** Oracle NetSuite ERP system. Our company provides a **wide range of services** from analysis to design, build, training and technical support. Our main project areas are Finance, Sales, Procurement, Distribution, Manufacturing, etc.



NetSuite Roll-out

02

Roll out an corporate NetSuite system to any branch office worldwide with **huge expertise in Europe and the CIS**. We have extensive knowledge of regional market requirements and wide experience of similar projects. We can help you **adapt your NetSuite system to local specifics** quickly and smoothly and support you through all phases of the project, from the **gap analysis** phase through to post **go-live** user support.



NetSuite Assessment and QA

03

Pre-implementation assessment - includes defining the future architecture, risks, scope, calculating a budget and creating a detailed project plan;
Revision and quality control of the current solution - contains the creation of a consolidated list of gaps and an improvement plan;
Audit of the current project - includes a review of the project status, conflict resolution, suggestions for potential risks and workarounds, and stabilization of project management processes.



NetSuite Support

04

We provides support services for your NetSuite system. Our **services** can be **provided at any level**:

- 2nd Line Support;
- 3rd Line Support;
- **Providing ad-hoc resources.**

We can cover the **support of your complete solution** including set-up, localization and customizations.

- 
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NetSuite - History

1998

Founded by
(Larry Ellison и
Evan Goldberg)



2007

IPO on NYSE
Ticker: N



2008/09

•First global cloud ERP
•First vertical cloud
platform



2013

World's most
deployed cloud ERP
system



2021

Leader in Gartner Magic Quadrant for
Cloud Core financial Management suites
for Midsize, Large and Global
Enterprises



TODAY



\$1B+

Revenue run rate



7,000+

Employees globally



40,000+

Organizations and
subsidiaries globally



3000+

New logos in last 12
months

Rich ERP Features

ORDER MGMT

- Quote and Order Management
- Billing Management and Invoicing
- Flexible Billing Scheduling
- Order Fulfillment and Continuity Programs
- Promotions
- RMA

WAREHOUSE MGMT

- Inbound Logistics
- Outbound Logistics
- Inventory Management
- Warehouse Management System

SCM

- Planning
- Collaboration
- Execution
- Support

PROCUREMENT

- Purchase Requisition
- Purchase Contract & Blanket PO
- Request for Quote (RFQ)
- Requisition Approval Workflow

PRODUCTION

- Product Data Management
- Planning and Scheduling
- Work Order Management
- Quality Management
- MES

INVENTORY

- Inventory Control and Warehouse Management
- Cost Management
- Order Fulfillment
- Inventory Visibility

CRM

- Sales Force Automation
- Customer Service Management
- Marketing Automation
- Partner Relationship Management
- Mobile

HCM

- Core HRIS
- Payroll
- Employee Center
- HR Analytics

PROJECT MGMT

- Project Management
- Project Accounting
- Resource Management
- Time & Expense Management
- Billing

Financial Features

FINANCE & ACCOUNTING

- General Ledger
- Accounts Receivable
- Accounts Payable
- Tax Management
- Fixed Assets Management
- Cash Management
- Payment Management

FINANCIAL PLANNING

- Flexible Modeling
- What If Analysis
- Comprehensive Reporting & Analysis
- Multi-Currency Support

BILLING

- SuiteBilling Core
- Subscription Billing
- Advanced Subscription Billing
- Advanced Rating

REVENUE MANAGEMENT

- Recurring Revenue Management
- Flexible Revenue Recognition Scheduling
- Percentage of Completion Accounting
- Rev Arrangements with Multi Deliverables
- Software & Service Contracts

FINANCIAL REPORTING

- On-Demand, Real-Time
- Flexible, Multi-Dimensional Reporting
- Global Compliance
- Consolidation
- Multiple Outputs

GLOBALACCT & CONSOLIDATION

- Multi-Currency Management
- Multi-Company Management
- Audit & Compliance (GRC)
- Multi-Language
- Configurable Tax Engine

SaaS Model - Benefits

Software as a service (SaaS) Model is a cloud computing offering that provides users with access to a vendor's cloud-based software.

The following are five of the top advantages of using SaaS which on-premise cannot touch:

Reduced time to benefit

Software as a service (SaaS) differs from the traditional model because the software (application) is already installed and configured.

Lower costs

SaaS can provide beneficial cost savings since it usually resides in a shared or multi-tenant environment, where the hardware and software license costs are low compared with the traditional model.

Scalability and integration

Compared with the traditional model, you don't have to buy another server or software - you have the flexibility to be able to scale your SaaS use up and down based on specific needs.

New releases (upgrades)

With SaaS, the provider upgrades the solution and it becomes available for their customers. The costs and effort associated with upgrades and new releases are lower than the traditional model.

Easy to use

SaaS offerings already come with baked-in best practices and samples. Users can always do proof-of-concepts and test the software functionality or a new release feature in advance.

User friendly interface

Dashboards and Portlets

- NetSuite Reporting capabilities including reminders is allow user to revise, analyze and monitor actual and real-time results to make decisions

Drill down to the record feature

- NetSuite is allow user to open entire/source record through drill down to records feature by clicking transaction number or detail in reports/Related records transactions

Roles and Navigation

- Each Role for user account has predefined center, menu, dashboards and portlets for easy navigation in NetSuite

The screenshot displays the NetSuite user interface. At the top, there is a search bar and navigation tabs for Activities, CRM, PSA, Time & Expense, Financials, Documents, Admin, and Support. The main dashboard is divided into several sections:

- KPI Meter:** A gauge chart showing a project billing forecast of 167.5K out of a 200.0K target.
- Business Alerts:** Four colored boxes showing key metrics: \$25,000.00 Charges on hold (yellow), 22.00 Hours to approve (red), 11.00 Milestones due (green), and 98.00 Resources on staff (blue).
- Key Performance Indicators:** A table showing performance trends for Income, Expenses, Receivables, and Billable Hours.
- Reminders:** A list of tasks such as 'Clients to Bill' (56), 'Timesheets to Approve' (7), and 'Purchase Requests to Approve' (5).
- Top 5 Time by Employee:** A bar chart showing time distribution across employees.
- Navigation Portlet:** A central area with icons for Services, Projects & Resources, Time and Expense, Purchases, and Reports.
- Projects:** A table at the bottom showing project details like 'Pj1146 - Pj1150' with columns for Edit, View, Project, Client, Project Manager, Estimated Work, Actual Work, and % Complete.

Why NetSuite?

22 000+

- deployments
- success for 20 years
- unique methodology

150+

- reports & dashboards immediately available

300+

- BI Components Available “Out Of The Box”

~100

- days time to Value
- faster user adoption
- ROI focus

Ready and Flexible Cloud Solution that contains perfect tools for each type of user



User:

- ✓ Workspace adapted to devices with different diagonal
- ✓ Individually customizable interface



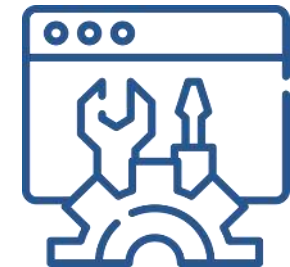
Business Analyst:

- ✓ Configure business rules, integrate apps
- ✓ Build Screens, tables, fields



Administrator:

- ✓ Management of customizations
- ✓ Management of roles and security




Developer:

- ✓ Robust full development environment
- ✓ Open interfaces
- ✓ Product life cycle management

Trusted by 40,000 Organizations Every Size. Every Industry. In Every Part of the World

Software	Services	AMP	Nonprofit	Manufacturing	Wholesale Distribution	Retail
Genesys	X23andMe	[a·mo·bee]	LEUKEMIA & LYMPHOMA SOCIETY	C&M CraftMark. (BAKERY)	Big Agnes	WILLIAMS SONOMA
DocuSign	OpenSymmetry	FORTHEA interactive marketing	kiva	AsahiKASEI	LAGUNA	ALTON LANE
Quicken	OPTIV	sheknows media	HEALING WATERS INTERNATIONAL	urban626	rst BRANDS	JONATHAN ADLER
MISYS FINANCIAL SOFTWARE	topdown CONSULTING	W2O GROUP	Rise AGAINST HUNGER	springfree TRAMPOLINE	Automation Take Control	LUCKY BRAND
DAQRI	SoFi	THRILLIST	Seed Savers EXCHANGE	Philz Coffee	FREE FLOW	TOAD&CO
splunk	mipro	CARDINALPATH	ASHOKA	GoPro	HESTRA	BRILLIANT EARTH
zendesk	AVANT	dwa	BRIGHTPOINT HEALTH	Shaw Where Great Floors Begin	mountz the torque tool specialists	journelle
snapchat		Bankrate		epec build to print electronics		LOVESAC
HORTONWORKS						



About Kertios Consulting
NetSuite an ERP for the future

- **Implementation approach**
Why Kertios?

Implementation Timeline



**Implementor
Selection &
Negotiation**

AMS support

User involvement

CRP sessions - are demonstrations of the system and future processes, where Key users define all the requirements to be implemented during a project.

Key Users trainings - where key users gain knowledge of the system (functions, navigation, reports) and business processes to be able to execute them in the system during the test cycle.

UAT (User Acceptance Test) - during these sessions, key users test the configured solution and determine its readiness for go-live.

End Users trainings - Key Users train End Users to work into the system through sharing materials and executing practical exercises in test environment.





About Kertios Consulting NetSuite an ERP for the future Integration

- **Why Kertios**

Why Kertios Consulting?



A wide experience of Global/Local successful projects



A strong culture of Delivery supported by a creative Consulting mindset



Focusing on Finances, Logistics, Manufacturing and HCM areas



A process driven approach in most of our engagements



Balanced Functional and Technical skills

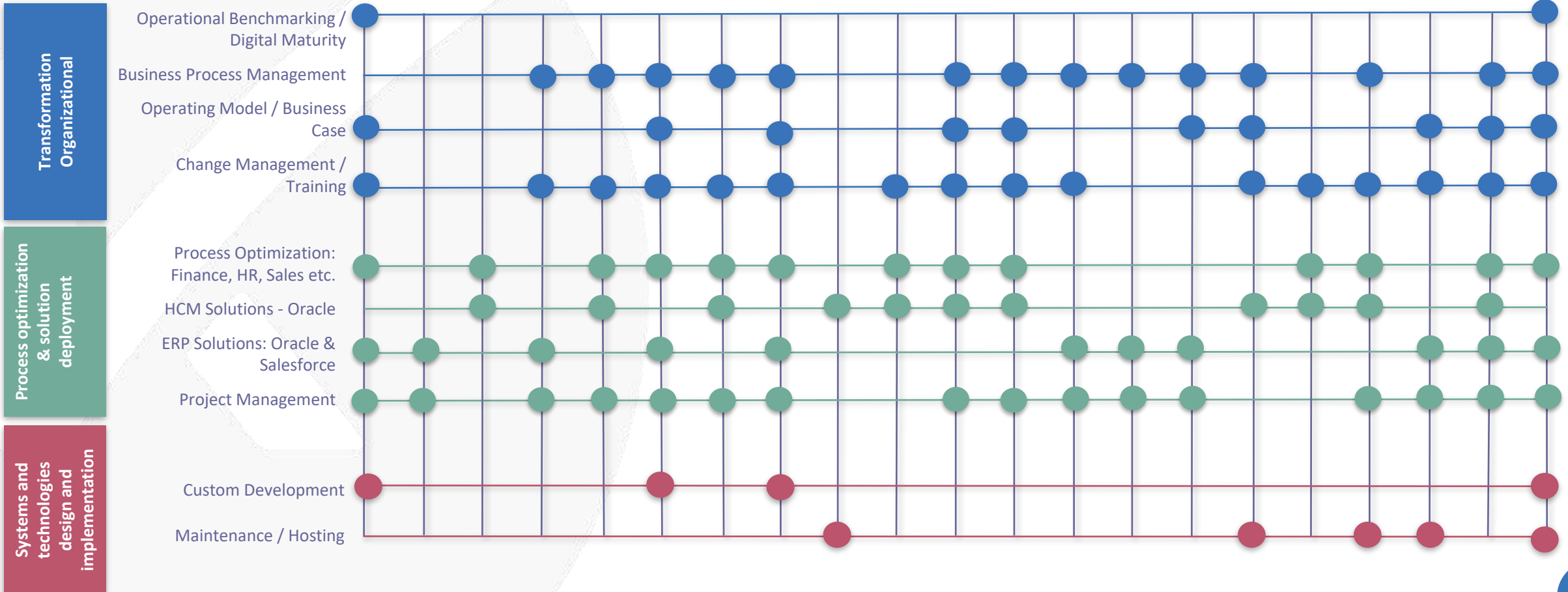


Deep knowledge of ERP and HCM localization approaches and solutions



Financial stability

Extract of our major references



Thank you!

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