



# NETSUITE FOR WHOLESAL 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 organizations.

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

“SuiteCommerce has helped us grow the business with B2B customers that have switched over to ordering on the web, and new B2C customers we didn’t have before.”

Tacoma Screw Products

“NetSuite has simplified our company’s operations; given us greater efficiency, power and flexibility; helped us do business on the web; and unified our customer touch points by linking CRM with ERP and ecommerce.” **Advantage Sign & Graphic Solutions**

### Know your operations like never before.

Gain insight from data gathered across your organization 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.

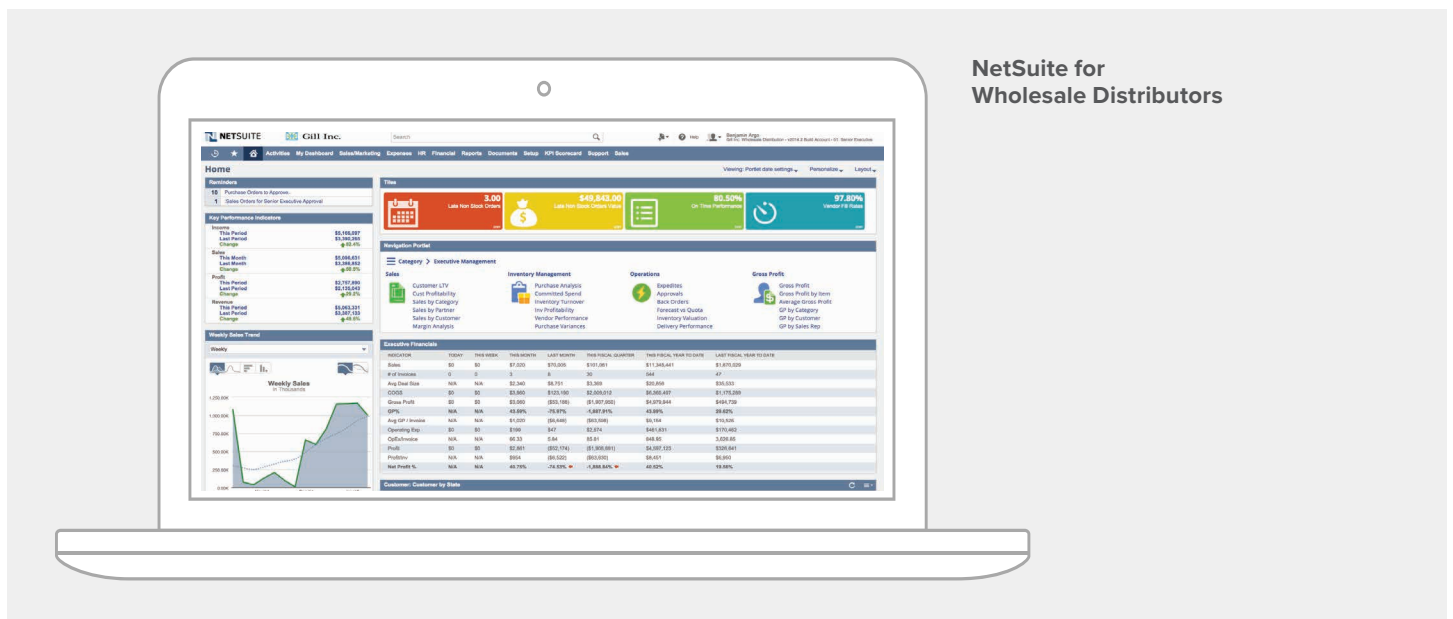
### Key Features

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 organization.

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



NetSuite for Wholesale Distributors

“I’ve never encountered a software package that worked as well as NetSuite. I can’t imagine why anyone would spend money on IT infrastructure—it’s just silly.”

Capitol Coffee

**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.

**Customization.** 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%