NetSuite & the Price
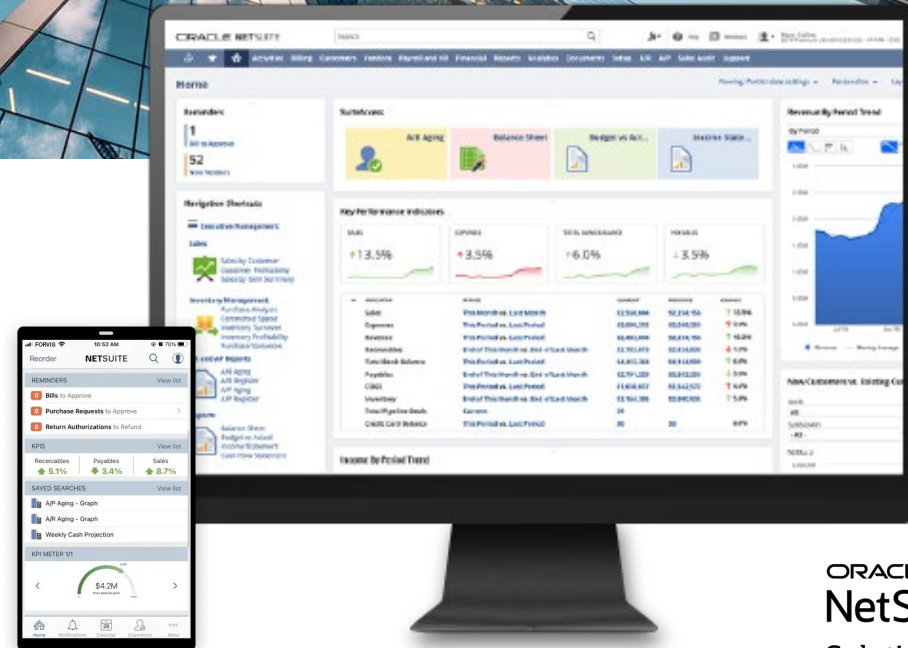# of "No-Cost" Business Tools

February 11, 2025

ORACLE
NetSuite
Solution Provider Partner

forvis
mazars

U.S. Presence

Top 10
U.S. Public
Accounting Firm*
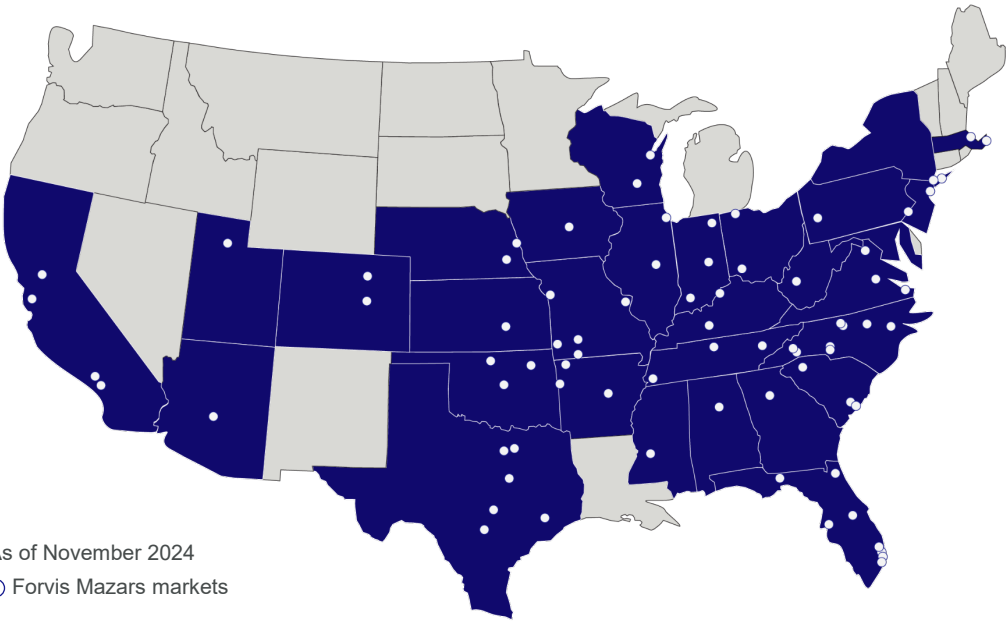
$2.2bn
Revenue
(FY2024)

76
Markets

29
States

600+
Partners &
Principals

7,000+
Employees

As of November 2024
○ Forvis Mazars markets

Alabama
Birmingham

Arizona
Phoenix

Arkansas
Fort Smith
Little Rock
Rogers

California
Irvine
Los Angeles
Sacramento
San Jose

Colorado
Colorado Springs
Denver

Florida
Boca Raton
Fort Lauderdale
Jacksonville
Miami
Orlando
Tallahassee
Tampa Bay
West Palm Beach

Georgia
Atlanta

Illinois
Chicago
Decatur

Indiana
Evansville
Fort Wayne
Indianapolis

Iowa
Des Moines

Kansas
Wichita

Kentucky
Bowling Green
Louisville

Massachusetts
Boston Brewster
Boston-Chestnut Hill

Mississippi
Jackson

Missouri
Branson
Joplin
Kansas City
Springfield
St. Louis

Nebraska
Lincoln
Omaha

New Jersey
Iselin

New York
Long Island
New York City

North Carolina
Asheville
Charlotte SouthPark
Charlotte Uptown
Greensboro
Greenville
Hendersonville
Raleigh
Winston-Salem

Ohio
Cincinnati
Toledo

Oklahoma
Enid
Oklahoma City
Tulsa

Pennsylvania
Fort Washington
Pittsburgh

South Carolina
Charleston
Greenville
Summerville

Tennessee
Knoxville
Memphis
Nashville

Texas
Austin
Dallas
Fort Worth
Houston
San Antonio
Waco

Utah
Salt Lake City

Virginia
Norfolk
Richmond
Tysons

West Virginia
Charleston

Wisconsin
Appleton
Madison

forvis mazars

Business Technology Services

Forvis Mazars provides enterprise resource planning (ERP) & customer relationship management (CRM) platform analysis, design, implementation, upgrade, training, & support services.

Our end-to-end solutions help clients achieve their digital transformation goals by:

- Creating effective processes & strategies for future operations

- Designing & implementing modern operational systems

- Reviewing new business-facing technologies

- Leveraging existing investments in legacy technologies

- Integrating data solutions

forvis mazars

Business Technology Services

ERP

Microsoft Dynamics 365

Finance	Supply Chain
Commerce	Project Operations
Business Central	Dynamics GP

NetSuite

Sage & Sage Intacct

Trimble Construction One

CRM

Microsoft Dynamics 365

Sales	Customer Service
Customer Insights	Field Service

Salesforce

Marketing Automation

Advanced Technology

Insights

Microsoft Power BI

Solver Planning & Analysis

Automation

Microsoft Power Platform

Robotic Process Automation (RPA)

App Development

Managed Services for business applications, IT, & cybersecurity support.

Microsoft Partner

ORACLE NetSuite Solution Provider Partner

Sage Partner

salesforce PARTNER

solver

Trimble Construction One™

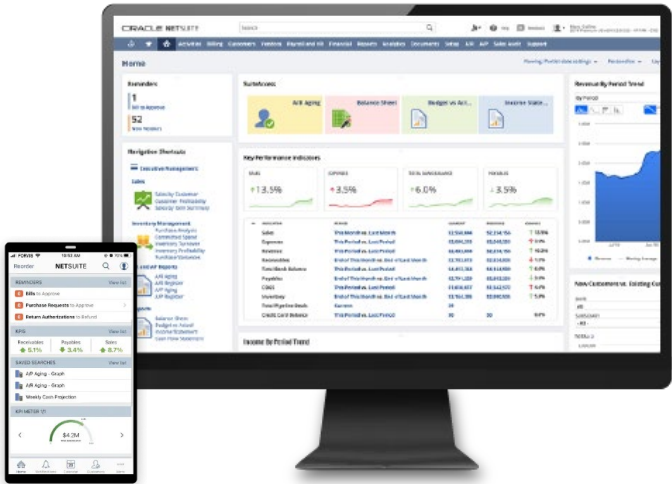forvis mazars

Today's Presenters

Walter Hilderman

NetSuite Team Lead

walter.hilderman@us.forvismazars.com

Randall Wilson

NetSuite Business Development Executive

randall.wilson@us.forvismazars.com

ORACLE
NetSuite
Solution Provider Partner

forvis mazars

Learning Objectives

1

Recognize how to evaluate the TCO when choosing between paid & low-cost ERP options

2

Compare key features & limitations between NetSuite & alternative solutions

3

Identify potential risks & long-term implications of choosing an inefficient business system

forvis mazars

Agenda

1 **Introduction**

2 **Are Cheaper Systems Cheaper?**

3 **Understand Common Pain Points**

4 **NetSuite as a Solution (+ Live Demo)**

5 **Q&A**

forvis mazars

Are Cheaper Systems Cheaper?

The Old Metaphor of the Iceberg
How Cloud Technology Can Help

ERP Software Costs = Licensed Users

IT Infrastructure & Ongoing Support Costs

Servers

Databases

Data Backups

IT Staff

Upgrades

forvis mazars

The Version We Experience Today

"We Can't Afford Business Class ERP"

- Therefore, some organizations accept the hidden costs of:
  - Multiple Data Sources
  - Distractions
  - Manual Processes
  - Security Weaknesses
  - Elevated Labor Costs
  - **The Cost of Change**

forvis mazars

Understanding Hidden Pain Points

Multiple Instances of Single Company Systems

Data Inconsistency

Increased Maintenance Costs

Different systems may hold conflicting information, leading to confusion & errors

Maintaining multiple systems can be costly & resource-intensive

forvis mazars

Excel as a Source of Truth

Data Integrity Issues

Scalability Problems

Excel is prone to human error, which can compromise data accuracy

Excel is not designed to handle large datasets or complex operations efficiently

forvis mazars

Extraneous Databases (MS Access, QuickBase, etc.)

Integration Challenges

Security Risks

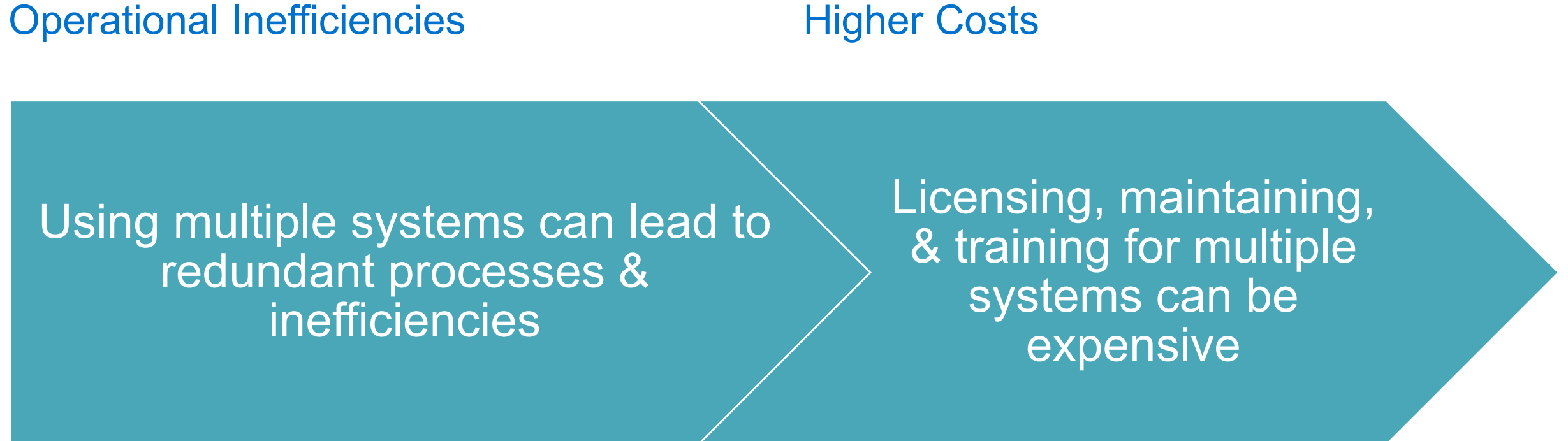These databases may not integrate well with the ERP system, leading to data silos

Extraneous databases might not have the same level of security controls as the ERP system

forvis mazars

Extraneous Systems

Operational Inefficiencies

Higher Costs

Using multiple systems can lead to redundant processes & inefficiencies

Licensing, maintaining, & training for multiple systems can be expensive

forvis mazars

Non-Financial Systems Handling Financial Operations

Compliance Risks

Complexity & Maintenance

These systems may not meet regulatory requirements for financial operations

Customizations can make systems more complex & harder to maintain

forvis mazars

Insufficient Controls & Permissions

Security Vulnerabilities

Audit & Compliance Issues

Lack of proper controls can lead to unauthorized access

Insufficient permissions can result in non-compliance with industry standards

forvis mazars

Potential Hidden Cost Outcomes

Manual consolidations every period

Excel as a source of truth

Additional & manual integrations & data handling

Error & auditability challenges

Fragile & costly integrations

Unruly & unreconcilable data

Too much data in/corruption/downtime

Fraud, theft, & loss

forvis mazars

NetSuite as a Solution

NetSuite
Faster Time to Value

ACQUIRE & GROW CUSTOMERS

HIRE & EMPOWER EMPLOYEES

CRM
CPQ
e-Commerce
Point of Sale
Connectors

NetSuite

HR Services
Performance Management
Workforce Management
Payroll

Inventory & Order Management
Procurement
Warehouse Management
Supply Chain Management
Project Management

Accounting
Cash Management
Analytics & Reporting
Planning & Budgeting
Billing & Revenue Management
Multi-Sub, Currency, Tax, & Language

CREATE & DELIVER PRODUCTS & SERVICES

IMPROVE CASH & PROFITS

forvis mazars

Business Technology Services
NetSuite

1st
To the Cloud in 1998

40,000+
Customers of Every Size

Scale
With Ease From Two Users
to Thousands

ORACLE
NetSuite
Solution Provider Partner

forvis mazars

Live Demo in NetSuite
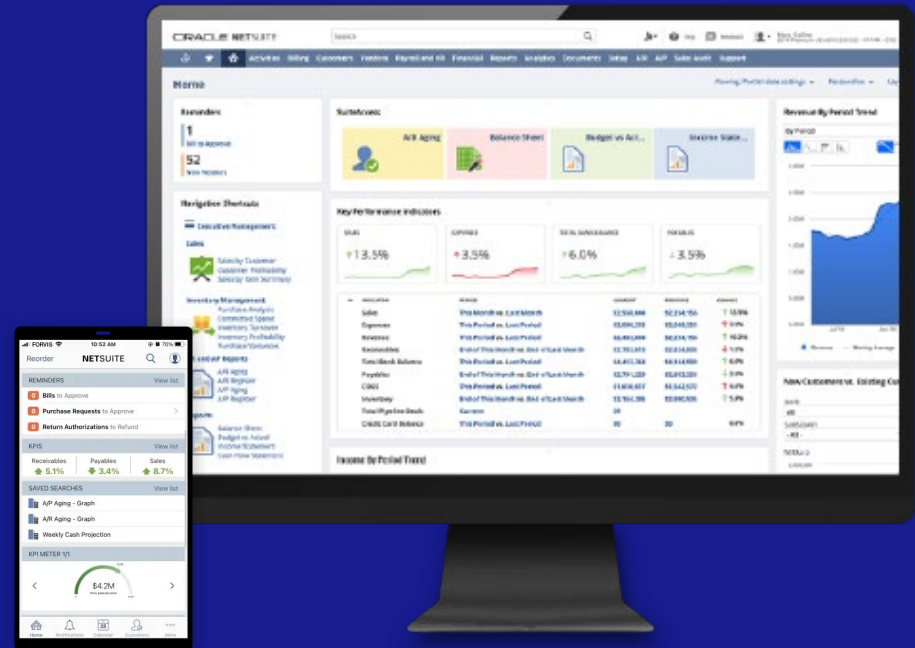
Demonstration Overview

- Reporting!

- Multi-Company Consolidation

- Excel as a Tool (Not as a Master Data Source)

- CRM Built-In (Full Lead > Customer Life Cycle)

- Replace Your Other Databases With Custom Records

- Compliant Modules for Complex Business Processes (Fixed Assets, Leases, Costing, Revenue Recognition, etc.)

forvis mazars

Probing Questions

When is a good time for your most valuable & knowledgeable employees to spend 50% of their time for 4–9 months converting into the system you need today?

How valuable would it be to have every transaction your business has ever performed in one system & available for reporting & analysis?

What if your detail always matched your summary—by design?

What if you were more focused on your business objectives & less distracted by your systems?

forvis mazars

Q&A

Business
Technology
Services

Questions?

forvis
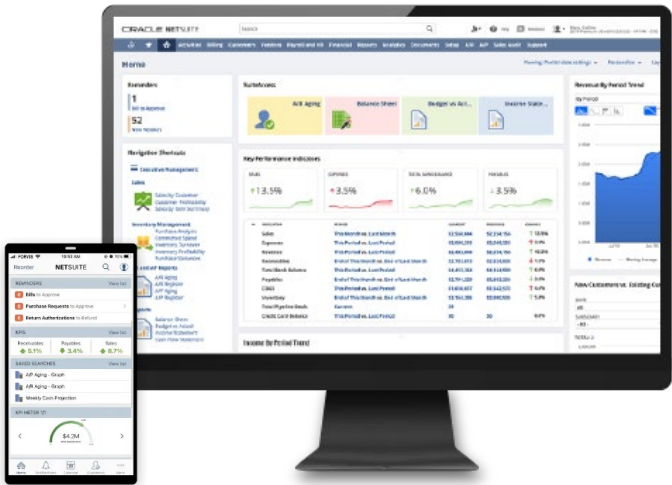mazars

Contact

Forvis Mazars

Walter Hilderman
NetSuite Technology Team Lead
walter.hilderman@us.forvismazars.com

Randall Wilson
NetSuite Business Development Executive
randall.wilson@us.forvismazars.com

The information set forth in this presentation contains the analysis & conclusions of the author(s) based upon his/her/their research & analysis of industry information & legal authorities. Such analysis & conclusions should not be deemed opinions or conclusions by Forvis Mazars or the author(s) as to any individual situation as situations are fact-specific. The reader should perform their own analysis & form their own conclusions regarding any specific situation. Further, the author(s)' conclusions may be revised without notice with or without changes in industry information & legal authorities.

ORACLE
NetSuite
Solution Provider Partner

forvis mazars