



NEXT READY BUSINESS

January 2018

ORACLE[®] + **NETSUITE**

SAFE HARBOR STATEMENT

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

NETSUITE: THE #1 CLOUD ERP

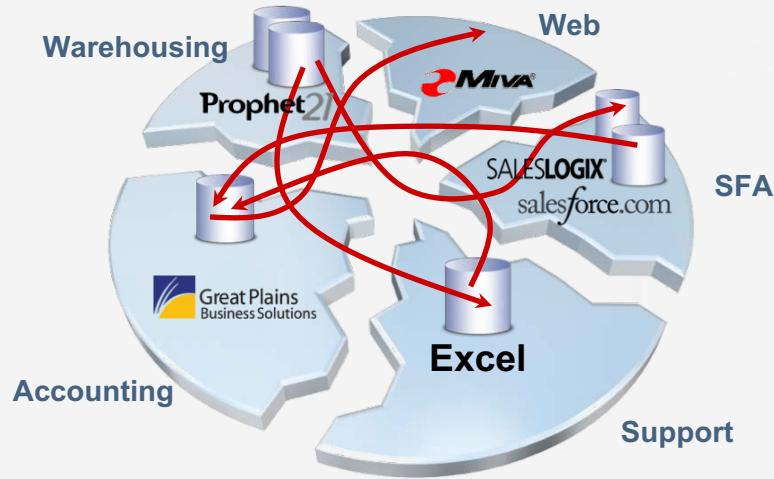
- The first cloud company
- 5,500+ employees globally
- 40,000+ organizations and subsidiaries globally
- \$1 billion revenue run rate 2016
- Offices in 13 countries
- Acquired for \$9.3 billion on 11/7/16
- Now a Global Business Unit of Oracle

TRUSTED BY 40,000 ORGANIZATIONS

EVERY SIZE. EVERY INDUSTRY. IN EVERY PART OF THE WORLD.

Software	Services	AMP	Nonprofit	Manufacturing	Wholesale Distribution	Retail
        	      	       	      	        	      	       

NEXT TO IMPOSSIBLE





**DATA IS
FRAGMENTED**



**PROCESSES
SIT IN SILOS**



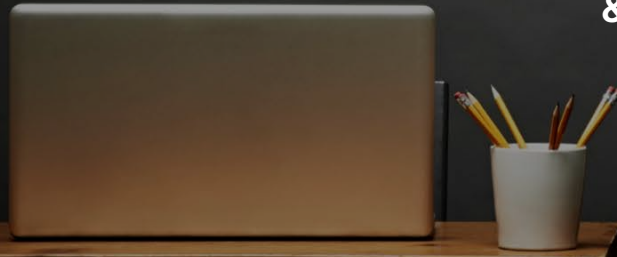
**MULTIPLE USER
INTERFACES**

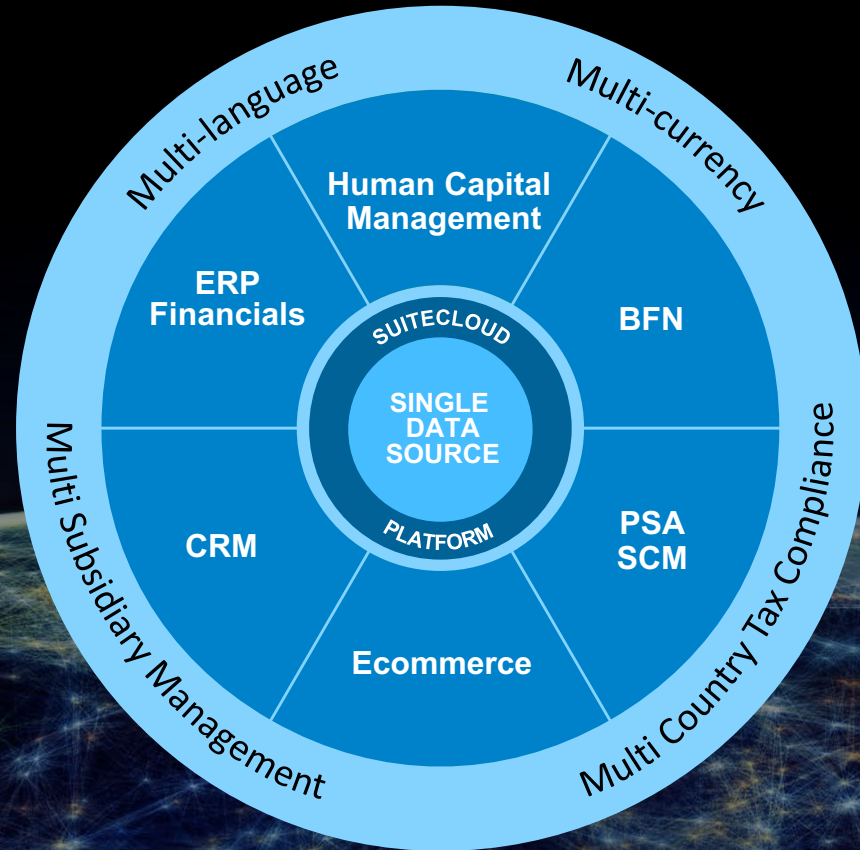


**BROKEN
TRANSACTIONS
& ORDER FLOW**

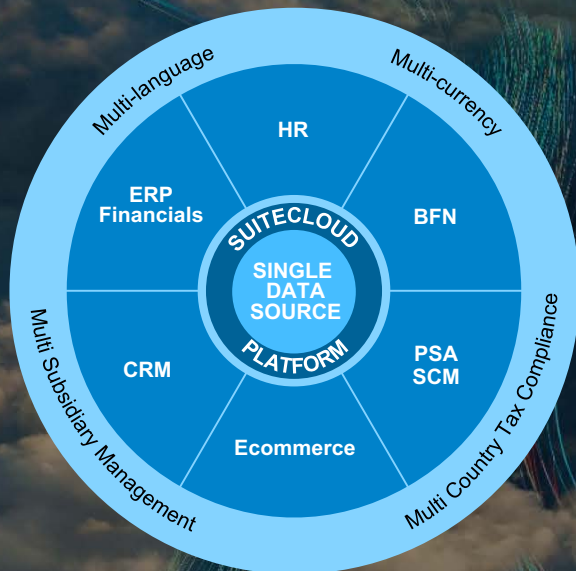
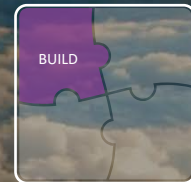


**DIFFERENT
VERSIONS OF
THE TRUTH**





ALL THE FUNCTIONALITY REQUIRED TO RUN A BUSINESS



- Software
- Services
- Advertising
- Nonprofit
- Manufacturing
- Wholesale Distribution
- Retail
- Media/Publishing
- Sub Verticals
- Built For Netsuite
- KPI's
- Dashboards
- Roles
- Workflows
- Forms
- Integrations
- SuiteApps
- Thousands of hours of pre-configuration
- All Based On Leading Practices

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

FINANCIAL REPORTING

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

REVENUE MANAGEMENT

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

GLOBAL ACCT & CONSOLIDATION

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

RICH ERP FEATURES

ORDER MGMT

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

PRODUCTION

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

PROCUREMENT

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

WAREHOUSE MGMT

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

INVENTORY

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

SCM

- Planning
- Collaboration
- Execution
- Support

RICH ERP FEATURES



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

SUITEANALYTICS – BUSINESS INTELLIGENCE PLATFORM



ACTIONABLE INTELLIGENCE

Graphical Analysis	KPIs	Visual Actionable Reports	Action Reminders	Gauges	Visual Financial Reports	Alerts	Metrics Management	Dashboards	Global Search	Mobile	Office Integration
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FOR YOUR BUSINESS

Finance	Retail Industry	Nonprofits	Services	Media/Publishing	Advertising	General Business	WD	Manufacturing
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ROLE SECURITY

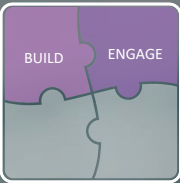
CEO	Customers	Shipping	Merchandise	Consultant	Sales Rep	CFO	Partners	Vendors
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DATA ANALYSIS

Saved Searches	Report Data Scheduling	Real-Time Consolidate	Caching	SuiteSegments	BI Gateway
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UNIFIED DATA

Marketing	CRM	Projects	Order Management	Commerce	Inventory	Engineering	Manufacturing	Services	Shipping	Billing & Rev Rec	Purchasing	Time & Expense
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ORACLE | NETSUITE SuiteSuccess

Search

Kathryn Glass
Subsidiaries Financials First [US] 17.1 - FIN MM - Controller

Activities Billing Customers Vendors Payroll and HR Financial Reports Administration & Controls Documents Setup Payments Analytics A/R Fixed Assets A/P Sales Audit Support

Home Viewing: Portlet date settings Personalize Layout

Reminders

- 29 Bills to Pay
- 4 Periods to Close
- 2 Purchase Requests to Approve
- 1 Sales Order to Approve
- 1 Return Authorization to Approve
- 1 Expense Report to Approve
- 9 Invoices Overdue
- 1 Allocation Schedule due

Top 5 Customers By Sales

this month

Sales by Customer Summary
In Thousands

SuiteAccess

- Balance Sheet
- Trial Balance
- Income Statement
- Budget vs Actual

Financials Overview

INDICATOR	TODAY	THIS WEEK	THIS MONTH	LAST MONTH	THIS QGTD	LAST QGTD	FYTD
EBITDA	\$1,290,880						
Net Income as a % of Revenue	35.35%						
Revenue	\$3,651,463						
Gross Profit %	81.87%						
Bank Balance	\$56,857	\$56,857	(\$1,263,393)	\$1,355,661	\$56,857	\$1,251,891	\$56,857
Revenue	\$0	(\$458,000)	\$3,651,463	\$3,533,581	\$3,265,409	\$1,67,359	\$9,900,000
Cost of Sales	\$0	\$181,800	\$662,165	\$646,849	\$181,781	\$0	\$1,700,000
Gross Profit	\$0	(\$639,800)	\$2,989,298	\$2,886,732	\$3,083,628	\$1,67,359	\$8,200,000
Gross Profit %	N/A	139.69%	81.87%	81.69%	94.43%	100.00%	82.8%
Operating Expenses	\$0	\$0	\$1,726,246	\$1,135,900	\$786,300	\$0	\$3,800,000
Operating Expenses (excluding Tax, Dep'n & Amort)	\$0	\$0	\$1,726,246	\$1,148,521	\$786,300	\$0	\$3,800,000
EBITDA	\$0	(\$623,112)	\$1,290,880	\$1,760,263	\$2,316,106	\$1,67,359	\$4,300,000
Net Income	\$0	(\$623,112)	\$1,290,880	\$1,747,642	\$2,316,106	\$1,67,359	\$4,300,000
Net Income as a % of Revenue	N/A	136.05%	35.35%	49.46%	70.93%	100.00%	44.1%

Weekly Cash Projection

DUE DATE: All VENDOR NAME: - All -

12525 - 275016 TOTAL: 13

START OF WEEK	AR DUE Δ	AR CASH RECD	AP OWED	AP CASH PD	NET DUE (OWED)	NET CASH RECD (PD)
4/24/2017	12,525.00	1,502,616.93	77,237.91	1,160,465.00	-6,4712.91	342,151.93
5/15/2017	36,501.25	38,975.00	0.00	0.00	36,501.25	38,975.00
6/5/2017	89,230.78	0.00	0.00	0.00	89,230.78	0.00
5/8/2017	216,147.20	0.00	750.00	0.00	215,397.20	0.00
5/1/2017	275,016.43	0.00	13,000.00	0.00	262,016.43	0.00

KPI Meter

Sales

Sales 3.6M

4.4M

Monthly Payables Trend

Monthly

Monthly Payables
In Thousands

1,500,000
1,000,000
500,000
0,000

Jul '16 Jan '17

OVER 300+ BI COMPONENTS AVAILABLE “OUT OF THE BOX”



Home

Reminders

- 1 Call to complete
- 1 Purchase Orders to Approve (CEO)

Business Alerts

- \$57,300.00 Foundation Revenue
- \$40,374.84 Fundraising
- \$45,000.00 Grant Revenue
- \$71,664.76 Revenue

Expenses By Period Trend

By Period

Expenses in Thousands

Revenue By Period Trend

By Period

Revenue By Period

Navigation Portlet

Category > Financial Report

Financial Statements

- Income Statement
- Balance Sheet
- Trial Balance
- Cash Flows

Revenue

- Billing and Revenue
- Revenue by Customer
- Revenue by State
- Revenue by Item

Banking/Budgeting

- Bank Reconcile
- Budgets
- Budget vs Actual
- Bank Register

Purchases

- Purchase by Vendor
- Purchase by Item
- Open PO
- PO Register

Vendors/Payables

- A/P Aging Report
- Open Bills
- A/P Register
- A/P Bill Pay History

Inventory/Items

- Inventory Valuation
- Inv Activity Detail
- Current Inv Status
- Inventory Worksheet

Order Management

- Open Pledge/Orders
- Back Orders
- Order Register

Customer/Receivables

- Sales Tax
- A/R Register
- Cust Profitability
- A/R Aging Report

Key Performance Indicators

Indicator	Change
Payables	↑ 15.0%
Receivables	↑ 119.1%
Total Bank Balance	↑ 0.2%
Inventory	↓ 4.9%

NYT > Home Page

Bloomberg Took Secret Path to a New Schools Chief

The secrecy around Mayor Michael R. Bloomberg's selection of Catherine R. Black to run the city's schools highlighted his faith in business leaders and dislike of public debate.

Tentative Deal in Iraq Keeps Maliki in Power

Iraq's leaders reached a tentative agreement to end an

Grants New Opportunity List by Agency

Herpetofauna and riparian habitat work at the confluence of the Gila and San Pedro Rivers

Media Outreach Channel Islands, CA

National Park Service-Integration and Synthesis of the Scientific and Professional Literature on Soundscapes and Night Skies and their relationship to outdoor recreation

Novel Nucleic Acid Sequencing Technology Development (R21)

NOTICE OF INTENT TO AWARD - Commemorate the Boston Measure through "Blood on the Snow," a museum theater piece at Old State House with related educational programs

SUITECLOUD – BUILT IN PLATFORM

FLEXIBLE, POWERFUL, COMPLETE



CAPABILITIES



Global
Language Mgt



Mobile
Tablets, Watch
iOS Android



100% Browser
Browser
Independent



Global Search
Google the Suite



Reporting
Create Complex
forms & reports



Digital Assets
Manage
Unstructured Data



SuiteSocial
Collaboration Tools

DEVELOPMENT & DEPLOYMENT



SuiteConnect
Cloud Data
Integration



SuiteScript
Programmable
Logic & UI



SuiteTalk
Cloud App
Integration



SuiteAnalytics
Built-in Business
Intelligence



SuiteBuilder
Point-and-Click
Customization



SuiteFlow
Visual Workflow
Implementation



SuiteBundler
Cloud Application
Distribution

OPERATION



Scalability
Enterprise Elastic
Capacity



Security
SSAE 16
SOC1/ISAE 3402



Compliance
Type II PCI DSS
SOX



Transparency
24x7 System
Status & Ops



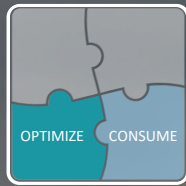
Assurance
99.5% Uptime
Guarantee



Process Tests
Pre- Production
Sandbox



No Version Lock
Overnight Upgrades



CONTINUAL OPTIMIZATION

CONTINUOUS BUILD

- New Innovation and Partners
- Continuous Engagement
 - New Leading Practices and KPIs
 - Continuous Consumption

CUSTOMIZATION ISN'T A DIRTY WORD- AUTOMATIC UPGRADES

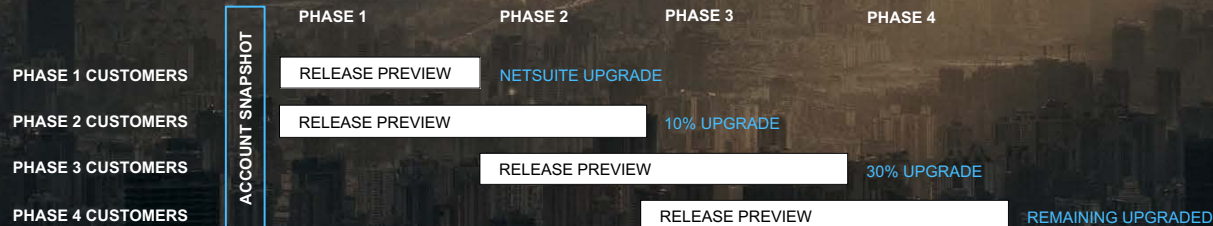


100% OF OUR CUSTOMERS ARE ON THE SAME RELEASE

Two major upgrades per year
Ongoing minor upgrades throughout the year
Release preview environment

Customizations carry forward
Customer use cases incorporated in QA testing

PATENTED “PHASED RELEASE” PROCESS



OUR NEXT



OUR NEXT

MORE

13 COUNTRIES

MORE

6 DATA
CENTERS

MORE

4 DEVELOPMENT
CENTERS

MORE

INDUSTRIES

MORE

PRODUCTS

MORE

SUCCESS

THE WORLD'S # 1 CLOUD ERP

Serving Startups to Global Enterprises

ORACLE® + **NETSUITE**

**MORE
BETTER
FOREVER**