

# NetSuite for Wholesale 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.

**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.



“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.”



“NETSUITE HELPED US OPEN AN ECOMMERCE CHANNEL AND TAKE ON A MUCH LARGER WORKLOAD, ALL WITHOUT ADDING THE COSTS OF IT SERVERS OR STAFF.”



“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.”



### 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%

### 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.

**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.