



scg NETSUITE SERVICES RESOURCE PLANNING (SRP)

Support a Complete Services Lifecycle From Bid To Bill

NetSuite SRP provides a comprehensive, end-to-end Services Resource Planning (SRP) solution that supports an entire services business. From Customer Relationship Management (CRM) and Professional Services Automation (PSA), to accounting/Enterprise Resource Planning (ERP), NetSuite SRP supports the complete bid-to-bill lifecycle with a powerful Software-as-a-Service (SaaS) suite.

Key Benefits:

- Streamline operations and drive profitability by optimizing the entire services business lifecycle.
- Faster project completion, better resource utilization, more accurate and efficient invoices.
- Increase visibility across your business, including forecasts, resources, projects and KPIs.
- Support the way your services teams work and enable productivity with anytime, anywhere web and mobile access.
- Gain real-time, global business management and financial consolidation.



Why NetSuite SRP?

NetSuite SRP helps you complete projects more quickly, generate invoices accurately and efficiently, and decrease accounts receivable cycles, so you improve cash flow and eliminate revenue leakage. With NetSuite SRP, you gain complete visibility into and control over the entire business—in real-time, from the moment a new opportunity is identified through to project delivery, invoicing and revenue recognition, all while eliminating double entry and costly systems and integrations management overhead.

NetSuite SRP also empowers the mobile services organization with anytime, anywhere access in the cloud, supporting users where they work—on the go, at client sites or remotely.

Running a global services business? Combine NetSuite SRP with the power of NetSuite OneWorld to gain real-time, global business management and financial consolidation for multi-national and multi-subsidary operations. With NetSuite OneWorld SRP, you can manage multiple subsidiaries, business units, legal entities, global resource pools, billing rates in any currency, taxation rules, reporting requirements and more—all from a single system.

With more than 12 years of experience supporting services organizations of all specialties and sizes, NetSuite understands the unique requirements of running a services business.

Key CRM Features

- Customer service and support management to reduce attrition and decrease customer care costs.
- Case and issue management to automate assignment, management and escalation.
- CRM analytics and reporting for a single, pervasive view of customer information.
- Integrated quote and order management that flows seamlessly to the finance system for processing.
- Advanced sales force and marketing automation to drive sales performance, lead generation, nurturing and management.
- Anytime, anywhere mobile access.

Customer Relationship Management (CRM)

NetSuite delivers powerful cloud Customer Relationship Management (CRM) capabilities, including Sales Force Automation (SFA), marketing automation, customer support and service, and flexible customization. NetSuite CRM+ is the only CRM solution that is completely integrated with the back office and project delivery, reducing manual entry and risk of error, and accelerating processes. This seamless integration ensures your business is operating on the same customer and project data and gives you real-time visibility into your client lifecycle, from lead to close and fulfillment.

Key Features

Project Management, Resource Management, Project Costing, Timesheet and Expense Management, Project Delivery and Billing

NetSuite SRP provides a comprehensive Professional Services Automaton solution. NetSuite SRP quickly generates tangible results while driving down bench time, increasing resource utilization, elevating on-time project delivery, improving invoicing accuracy, streamlining revenue recognition, reducing overhead, expediting billing cycles and increasing visibility into your services organization. NetSuite SRP's Professional Services Automation functionality includes:

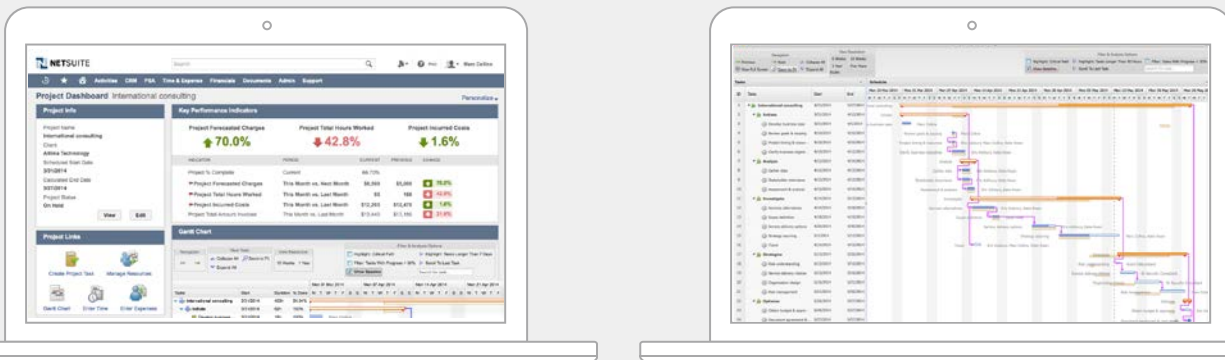
- Resource management and forecasting for complete visibility into resource utilization.
- Project costing, budgeting and profitability reporting for determining your true cost of doing business.
- Sophisticated project accounting.
- Powerful billing rules engine to support complex client billing.

- Collaborative project management to proactively identify and resolve issues.
- Simple and easy timesheet management, directly integrated with project management and billing.
- Easy and flexible expense management to maximize accuracy and timelines.
- Powerful, intuitive, configurable dashboards and key metrics reporting.

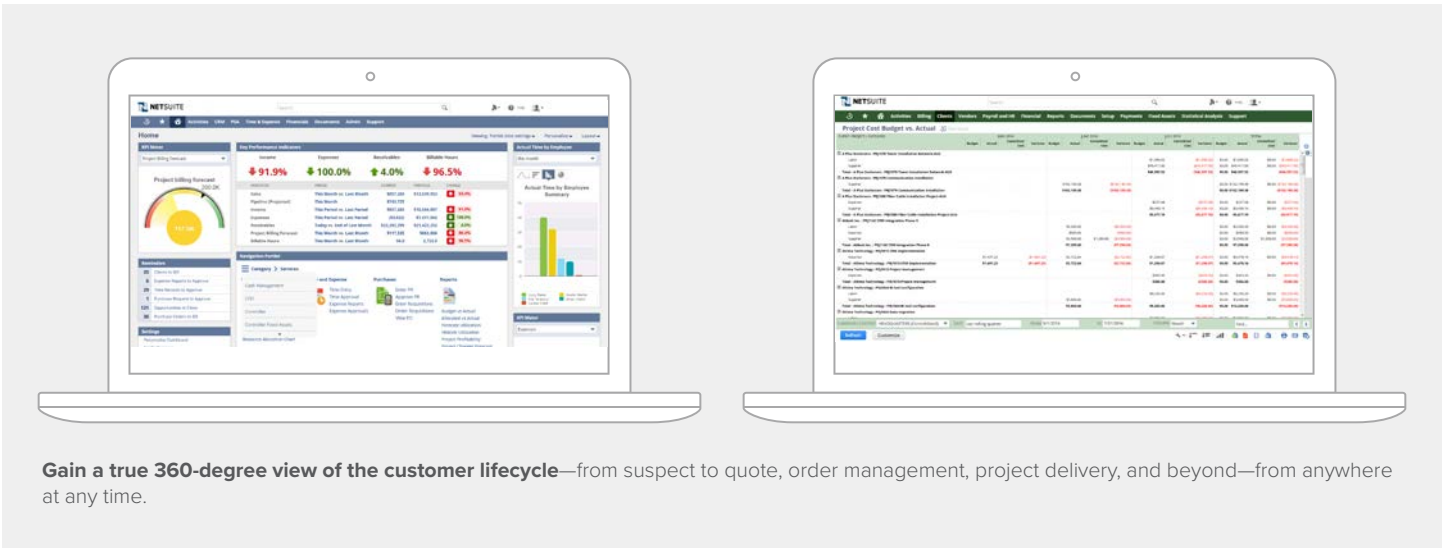
Financial Management and Forecasting

NetSuite Financials provides comprehensive, proven financial/ERP capabilities that integrate with your back-office, sales and project delivery processes. NetSuite financials takes your business beyond traditional accounting software and equips you with the visibility you need to make better, faster and accurate decisions.

- Comprehensive financial management accelerates financial close and ensures accountability and compliance.
- Integrated quote-to-order-to-cash process accelerates cash flow, drives sales and improves customer satisfaction.



Turn information into insight with at-a-glance KPIs and better project monitoring capabilities.



Gain a true 360-degree view of the customer lifecycle—from suspect to quote, order management, project delivery, and beyond—from anywhere at any time.

- Powerful reporting, budgeting and planning monitors and manages financial performance, optimizes cash management, reporting, analysis and allocation in real-time.
- Revenue recognition automates and supports revenue recognition process and standards.
- Flexible bid-to-bill and recurring billing management automates billing, invoicing and complex recurring, time and project-based billing.
- Integrated and automated contract renewal reduces cost, revenue leakage and customer churn.

Business Management for Global Services Organizations

Because NetSuite SRP is a single, integrated solution for your entire services business, the business benefits are virtually endless. For

global services businesses, NetSuite OneWorld SRP provides end-to-end cloud business management across currencies, subsidiaries and divisions, providing unprecedented real-time visibility, resource management and operational control. With anytime, anywhere access, NetSuite OneWorld SRP provides:

- Corporate to subsidiary real-time visibility with dashboards and reports that combine financial and operational project drivers (such as utilization and profitability) for projects, subsidiaries and geographies, as well at the corporate level.
- Resource management that enables global businesses to match the best resource for the project based on skills, experience and availability from a global bench, across multiple geographies, to deliver the best possible client experience.

- Automated divisional and corporate financial management and reporting that ensures an efficient and automated financial consolidation process.
- Complete multi-currency and tax management that enables you to manage time and expenses, invoice and recognize revenue for projects across multiple currencies and tax jurisdictions while gaining a clear consolidated view of services performance.

The screenshot displays the NETSUITE dashboard interface. At the top, there is a navigation bar with the NETSUITE logo and a search bar. Below this, a 'Home' section contains several widgets:

- Top 5 Time by Employee:** A widget with a dropdown menu for 'This month' and a bar chart titled 'Time by Employee Summary' showing data for 'Previous Month' and 'This Month'.
- Titles:** A row of four summary cards:
 - Charges - Of Hour: \$17,800.00
 - Hours - Need Approval: 29.00
 - Milestones - Due: 3.00
 - Resources - On Staff: 34.00
- Key Performance Indicators:** A table showing performance metrics:

Indicator	Value	Change
Income	↑ 142.0%	
Expenses	↓ 20.0%	
Project Billing Forecast	↑ 30.5%	
Billable Hours	↑ 137.0%	
- Table:** A detailed table with columns for 'INDICATOR', 'PERIOD', 'CURRENT', 'PREVIOUS', and 'CHANGE'.

INDICATOR	PERIOD	CURRENT	PREVIOUS	CHANGE
Sales	This Month vs. Last Month	\$12,182,257	\$2,312,664	↑ 104.3%
Revenue	This Month	\$31,703,146		
EXPENSES	THIS PERIOD	\$8,155,158		
Income	This Period vs. Last Period	\$19,015,524	\$4,470,522	↑ 142.3%
Expenses	This Period vs. Last Period	\$5,282,155	\$7,527,155	↓ 30.6%
Revenue	Today	\$19,082,666		
PROFIT	THIS PERIOD	\$4,443,110		
Project Billing Forecast	This Month vs. Last Month	\$84,520	\$64,760	↑ 30.2%
- Reminders:** A list of tasks such as 'Client to Bill' and 'Leaves/Hours to Approve'.

Configurable dashboards and reporting allow every manager real-time, personalized access to key metrics such as resource utilization, profit margins, and project budget vs. actual.