NetSuite Financial Planning Module

Planning, Budgeting and Forecasting for the NetSuite Platform

Key Features

Budgeting and Forecasting

- Intuitive, spreadsheet-like data entry sheets
- Multidimensional data collection
- Automated consolidation and rollup of plans
- Dynamic formulas and assumptions
- Actuals data incorporated into new forecasts
- Workflow management
- Planning of full financial statements (income statement, balance sheet, and cash flow)

Reporting and Dashboards

- Graphical "drag-and-drop" Report Builder
- Multidimensional analysis with automatic security filtering
- Multi-version variance reporting (e.g., actual vs. plan vs. forecast)
- Drill-through into NetSuite real-time actuals data

Modeling and Administration

- Unlimited versions for "what-if" analysis
- Multidimensional models for complex sales and product planning
- Financial and operational accounts and metrics
- User-based access controls and customized sheets
- Multi-currency support
- Localized in French, German, Spanish and Japanese

Private Team Collaboration

- Discussion groups for managing ongoing planning communications
- Collaborative online documents for centrally capturing non-numeric planning information
- Attachments for archiving documents and other files associated with plans

For years, mid-size organizations have relied on spreadsheets, planning modules within the GL or small desktop packages for their budgeting, planning and forecasting processes. In all but the smallest organizations, these solutions are inadequate: they're manually intensive and time-consuming, and they can't adjust easily to changing business conditions. Yet the traditional on-premise alternatives are simply too expensive and complex for all but the largest enterprises.

The NetSuite Financial Planning Module gives you cost-effective, highly sophisticated planning and "what-if" financial modeling capabilities that previously cost large corporations millions of dollars and months—if not years—of implementing on-premise enterprise software. With NetSuite, a real-time, end-to-end business management solution for strategy, planning and execution. You'll streamline business processes, improve financial agility, strengthen collaboration and drive better-informed, more strategic decision-making.

NetSuite Financial Planning Module

Developed using NetSuite's SuiteCloud development platform to integrate NetSuite and software from Adaptive Planning, the NetSuite Financial Planning Module combines a complete on-demand budgeting, planning and forecasting solution with NetSuite, the leading on-demand business management software suite. The result is a unique financial package that allows you to:

- **Spend less time consolidating data, and more time analyzing information and providing insight** to your executive and management teams—enhancing the strategic value of the finance function
- **Improve business agility** with "what-if" scenarios while using a business suite that enables you to change the business direction
- **Offer better plan accuracy** based on sound data and centralized plans, reducing budgeting and forecasting cycle times by up to 90%
- **Dramatically reduce the costs** of running critical financial processes—finance/ERP, budgeting and planning—on demand
- **Promote the effective execution of business strategy** by improving planning across finance, sales, service, support and other organizations
- **Achieve strong fiscal control** based on accurate and timely historical data and up to date plans
- **Better manage to financial and operational results** using real-time dashboards comparing actuals data to plans and forecasts
- **Make better business decisions** by simplifying and standardizing data collection across the organization.

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The NetSuite Financial Planning Module provides organizations with a complete performance management system from strategy to execution, powered by centralized data in NetSuite

Seamless Financial Planning Process

The NetSuite Financial Planning Module delivers seamless, on-demand access to detailed transactions and historical performance, as well as forward-looking planning and what-if modeling, allowing companies to:

- **Experience seamless process flow:** You get immediate access to data across financial, sales, and planning processes. For example, you'll be able to identify variances between your plan and actuals, isolate the organization and account responsible for the variance, and drill into the transactions contributing to the variance. This type of real-time, dynamic drill-down to transaction-level detail isn't available even in high-end, enterprise-class planning systems.

- **Easily source actuals data for planning:** NetSuite actuals data can be loaded into the NetSuite Financial Planning Module, enabling you to plan more rapidly and more accurately based on a trusted store of historical data—vital for accurate and timely plans.

- **Gain true operational budgeting by importing data into NetSuite dashboards:** Financial planning and budget data can be easily imported, enabling:

  - Visibility of plan and budget variances from standard NetSuite dashboards
  - More accurate and detailed cash flow forecasting
  - Dramatic increase in the focus on and accuracy of variance analysis
  - Monthly rather than quarterly review of departmental variances
  - Improved reporting to key management stakeholders and board of directors

- **Shorter implementation and integration time:**

  - Minutes vs. days compared to on-premise systems, with no IT resources required
  - Simplified set-up process, including auto-mapping of accounts
  - True multi-tenant Software-as-a-Service (SaaS) system means you don't need to worry about ongoing maintenance

More than 90% of corporate spreadsheets have material errors in them. Yet over 75% of companies still rely on them for planning and reporting.

Source: PriceWaterhouseCoopers and KPMG reports

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Powerful Planning for Finance and Beyond

While Finance is typically the driver for planning initiatives, the NetSuite Financial Planning Module's centralized cross-functional data enables businesses to drive a collaborative planning, budgeting and forecasting process across the organization to achieve true business alignment. Sales teams can allocate quotas based on revenue goals, while services teams can build headcount plans based on billable forecasts. Every team can build forecasts and budgets aligned with business goals.

Finance	Sales	Service	Marketing
•Strategic planning and forecasting •Budgeting	•Sales forecasting •Quota and territory planning •Budgeting	•Headcount planning •Budgeting and Forecasting	•Budgeting and Forecasting
NetSuite ERP, CRM and Ecommerce Data			

Improved Collaboration

To be truly effective, planning and reporting processes not only need to deliver quick and accurate financial information: they also need to enhance communication and alignment among participants. But most companies' fragmented, email-and-document-based processes impede real alignment. By integrating cutting-edge collaboration capabilities, the NetSuite Financial Planning Module increases transparency and drives more thorough, informed and strategic business decisions.

- Facilitate and centralize ongoing communications among team members related to key planning assumptions
- Create a searchable repository of institutional knowledge, by archiving all documents, presentations, spreadsheets, and other files that are associated with a specific plan
- Archive the complete set of interactions associated with planning and reporting
- Drive greater alignment around plans, goals and objectives
- Improve efficiency of planning and reporting processes through project management

- Obtain real-time updates on the status of key initiatives
- Enable faster, better-informed and more strategic business decisions.

A Fraction of the Cost of Enterprise Software Alternatives

With the NetSuite Financial Planning Module, mid-sized companies and divisions of large enterprises have a cost-effective alternative to the high price tag of on-premise enterprise solutions — as well as the chaos of multiple spreadsheets — thanks to a SaaS-based delivery model, relatively quick implementation timelines and ease of use that empowers business users rather than requiring specialized skills.

Best of all, businesses have a single source of truth and metrics delivered in real time, which enables better decision making.

Strong Budgeting and Forecasting Capabilities

With the NetSuite Financial Planning Module's centralized, web-based solution, you no longer need to send out multiple versions of spreadsheets, manage complex consolidations of data, or worry about departments using the current version of the plan. By eliminating "clerical" tasks associated with spreadsheet-based planning, your team can focus on deeper analysis and strategic business decisions — turning a low-value process into a true competitive differentiator.

- Dramatically reduce budgeting and forecasting cycle times by 70% or more
- Plan personnel, expenses, sales, capital and more
- Simplify and standardize data collection across the organization
- Decrease errors and improve accuracy by eliminating broken links and formulas
- Deliver more complete and frequent forecasts, including rolling forecasts

> Nearly 70% of corporate finance departments reported increased responsibility for financial planning and analysis due to the global economic turmoil.
> *Source: McKinsey Global Survey Results, April 2009*

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- Enable timely and thorough what-if analysis
- Enhance collaboration with, and ownership by, department managers
- Automatically manage the plan submission and approval process
- Perform budgeting, forecasting and reporting from any web browser at any time, without requiring new software, hardware or IT support
- Provide managers with intuitive, spreadsheet-like data entry sheets that are customized to only show relevant data.

Complete Budget Reporting and Dashboards

With the NetSuite Financial Planning Module, business users can gain deeper insights into their business, with greater ease, than otherwise possible. The module's "drag-and-drop" Report Builder puts powerful yet easy-to-use multidimensional reporting in the hands of the finance department, business managers and executives. By providing a simple way to analyze complex data and multiple scenarios, the NetSuite Financial Planning Module allows managers to make faster, more informed business decisions.

- Slice and dice actual and plan data in order to understand profit by product by region, expenses by project by department, and similar analyses
- Get an at-a-glance view of KPIs, graphs, metrics, and tables
- Easily compare across multiple versions and scenarios.

Flexible Modeling and Administration

The NetSuite Financial Planning Module's modeling environment makes it easy for business users to set up and manage sophisticated, multidimensional financial models, including unlimited versions of actuals, budgets and forecasts. The Excel-like interface, graphical Sheet Builder and administrative capabilities enable users to change assumptions, add dimensions and update organizational structures with ease. Moving to a powerful, automated solution has never been simpler.

- Easily build, modify, and maintain multi-dimensional financial models-without requiring IT experts
- Allocate personnel and other expenses across projects, funds, programs or similar categories.
- Customize data entry sheets for end-users without creating consolidation headaches for Finance

- Simplify calculations using pre-built formulas for revenue recognition, depreciation, etc.
- Create driver-based plans for greater accuracy and integrity
- Make rapid changes via centralized rules, assumptions, and formulas
- Ensure consistent assumptions across the company
- Centrally control user permissions and access rights
- Easily manage and compare versions
- Support rolling forecasts and what-if analyses.

What Customers are Saying

"With NetSuite and the NetSuite Financial Planning Module, we have been able to link together strategy, planning and execution. We can continuously monitor actual performance while rapidly analyzing multiple 'what-if' scenarios, which allows us to be far more nimble and effective in making both tactical and strategic decisions."

—James Jones, Director, Financial Planning and Analysis, KANA Software

"The NetSuite Financial Planning Module enables us to measure our planning process in hours per month, rather than months per year."

—Terry Wynn, CFO, Case Central

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