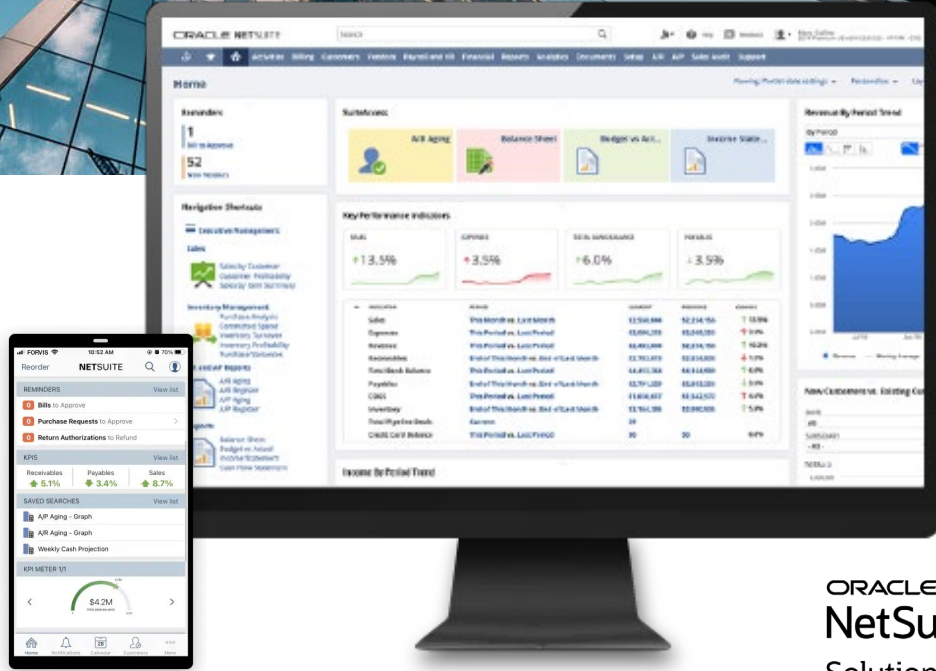




NetSuite Essentials Building a Strong Foundation

September 10, 2024



ORACLE
NetSuite
Solution Provider Partner



Global Presence

Top 10

Global Network*

\$5bn

Combined Revenue (2023)

100+

Combined Countries & Territories

400+

Combined Offices & Locations

1,800+

Combined Partners

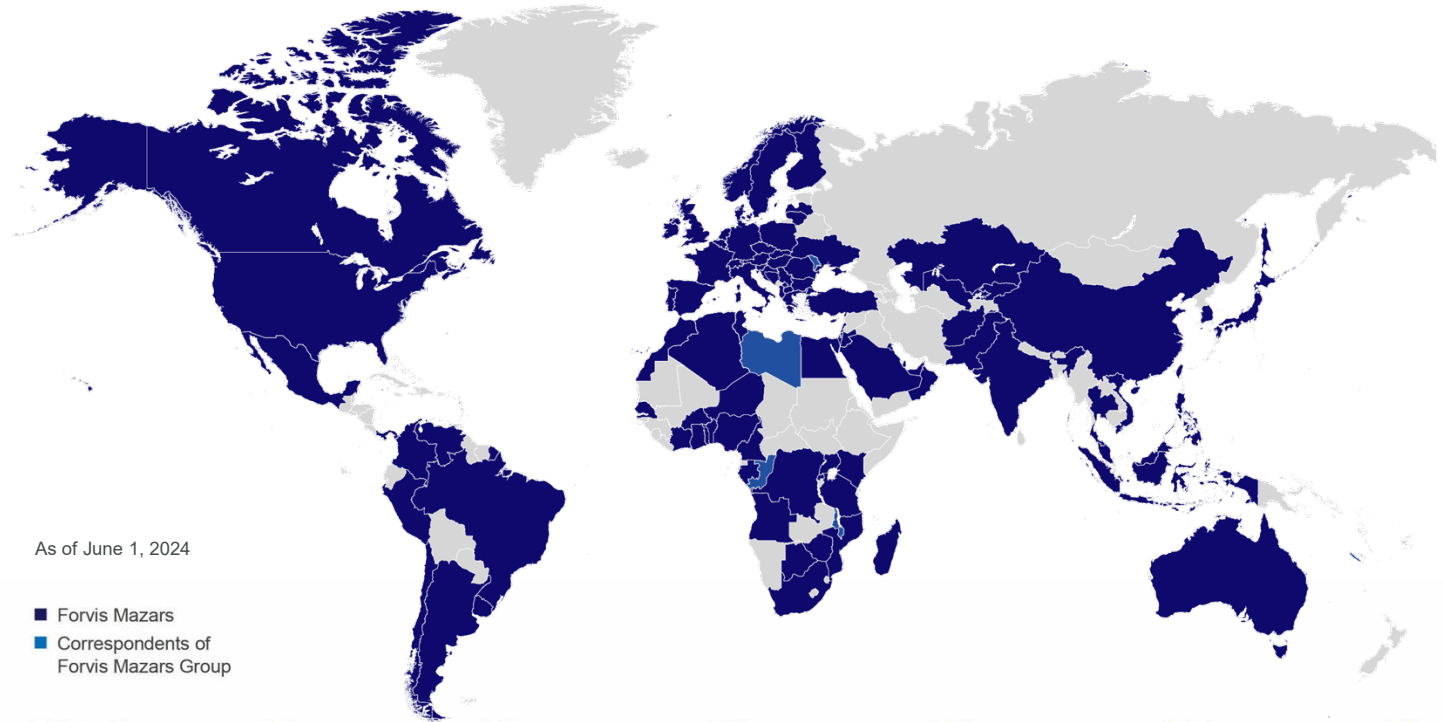
40,000+

Combined Employees

* Source: IAB World Network rankings, based on most recent rankings

2023 revenues: FORVIS \$1.7bn (€1.6bn), Mazars (expected) \$3bn (€2.8bn)

Forvis Mazars is the brand name for the Forvis Mazars Global network (Forvis Mazars Global Limited) and its two independent members: Forvis Mazars, LLP in the United States and Forvis Mazars Group SC, an internationally integrated partnership operating in over 100 countries and territories.



As of June 1, 2024

- Forvis Mazars
- Correspondents of Forvis Mazars Group

- | | | | | | | |
|--------------------------|--|--------------|--------------|-------------------|----------------|------------------------|
| ■ Afghanistan | ■ Cameroon | ■ France | ■ Korea | ■ Morocco | ■ Qatar | ■ Togo |
| ■ Albania | ■ Canada | ■ Gabon | ■ Kosovo | ■ Mozambique | ■ Romania | ■ Tunisia |
| ■ Algeria | ■ Cayman Islands | ■ Germany | ■ Kuwait | ■ Netherlands | ■ Rwanda | ■ Türkiye |
| ■ Angola | ■ Chile | ■ Ghana | ■ Kyrgyzstan | ■ New Caledonia | ■ Saudi Arabia | ■ Uganda |
| ■ Argentina | ■ China | ■ Greece | ■ Latvia | ■ Niger | ■ Senegal | ■ Ukraine |
| ■ Australia | ■ Colombia | ■ Hong Kong | ■ Lebanon | ■ Nigeria | ■ Serbia | ■ United Arab Emirates |
| ■ Austria | ■ Congo | ■ Hungary | ■ Libya | ■ North Macedonia | ■ Singapore | ■ United Kingdom |
| ■ Bahrain | ■ Côte d'Ivoire | ■ India | ■ Lithuania | ■ Norway | ■ Slovakia | ■ United States |
| ■ Belgium | ■ Croatia | ■ Indonesia | ■ Luxembourg | ■ Oman | ■ Slovenia | ■ Uruguay |
| ■ Benin | ■ Cyprus | ■ Ireland | ■ Madagascar | ■ Pakistan | ■ South Africa | ■ Uzbekistan |
| ■ Bermuda | ■ Czech Republic | ■ Israel | ■ Malawi | ■ Palestine | ■ Spain | ■ Venezuela |
| ■ Bosnia and Herzegovina | ■ Democratic Republic of the Congo (DRC) | ■ Italy | ■ Malaysia | ■ Panama | ■ Sweden | ■ Vietnam |
| ■ Botswana | ■ Denmark | ■ Japan | ■ Malta | ■ Peru | ■ Switzerland | ■ Zimbabwe |
| ■ Brazil | ■ Egypt | ■ Jordan | ■ Mauritius | ■ Philippines | ■ Taiwan | |
| ■ Bulgaria | ■ Finland | ■ Kazakhstan | ■ Mexico | ■ Poland | ■ Tanzania | |
| ■ Burkina Faso | | ■ Kenya | ■ Moldova | ■ Portugal | ■ Thailand | |

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



Business Technology Services

ERP

- Microsoft Dynamics 365
 - Finance
 - Supply Chain
 - Commerce
 - Business Central
 - Dynamics GP
- NetSuite
- Sage & Sage Intacct

CRM

- Microsoft Dynamics 365
 - Sales
 - Service
 - Marketing
- 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, & cyber support.

Microsoft Partner

ORACLE NETSUITE
Solution Provider

Sage Partner

salesforce PARTNER

solver

forvis
mazars

Today's Presenter

NetSuite Practice Leader

**“The NetSuite team
at Forvis Mazars
may be the deep
experience team
you never saw
coming.”**



Walter Hilderman

Director

1.314.897.6141

netsuite@us.forvismazars.com

ORACLE
NetSuite

Solution Provider Partner



NetSuite Essentials Building a Strong Foundation

September 10, 2024

The desktop interface includes sections for:

- Home**: Overview of key metrics and navigation links.
- Reminders**: A list of tasks or alerts.
- Navigation Overview**: Quick access to various business modules.
- Key Performance Indicators**: A series of small charts showing trends for metrics like Sales, Expenses, and Inventory.
- Revenue By Period Trend**: A larger line chart showing revenue growth over time.

The smartphone interface shows:

- Reminders**: A list of items to approve or return.
- KPIs**: Key performance indicators for Receivables (5.1%), Payables (3.4%), and Sales (8.7%).
- SAVED SEARCHES**: A list of frequently used reports.
- KR METER**: A visual gauge showing a value of \$4.2M.

ORACLE
NetSuite
Solution Provider Partner



Objectives

1. Identify key features, best practices, & practical implementation strategies
2. Explain how NetSuite's unified database can provide real-time visibility & control over critical business data
3. Describe automation opportunities to streamline routine tasks, improve accuracy, & free up resources for strategic initiatives



Agenda

1 Introduction

2 Setting the Stage

3 NetSuite Fundamentals

4 Live Demo

5 Q&A

Setting the Stage

- What is NetSuite?
- How can my organization benefit from NetSuite?



NetSuite

A Suite of Applications to Help You Run Your Business

ACQUIRE & GROW CUSTOMERS



- CRM
- CPQ
- e-Commerce
- Point of Sale
- Connectors

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

HIRE & EMPOWER EMPLOYEES



- HR Services
- Performance Management
- Workforce Management
- Payroll

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



CREATE & DELIVER PRODUCTS & SERVICES

IMPROVE CASH & PROFITS

NetSuite

Improving Processes & Efficiency

NetSuite is a robust cloud-based system with a range of functionalities to support various business processes.



- **Cloud-Based**
 - Hosted in the cloud providing easy access from anywhere with an internet connection.
- **Business Management**
 - Financials, CRM, e-Commerce, Inventory Management, HR
- **Scalability**
- **Real-Time Visibility**
 - Dashboards, KPIs, Saved Searches, & Reporting
- **Improved Collaboration**



- **Automation**
 - Processing, Billing, Invoicing, Financial Consolidation
- **Global Business Management**
 - Multiple Languages, Currencies, Countries, Tax Regulations
- **Security & Compliance**
 - Data Encryption, Access Controls, Security Audits
- **Vendor Support & Community**
 - Third-Party Integrations, Extensive Resources, Users/Partners

NetSuite Fundamentals

- Key Features
- Unified Database
- Best Practices



Dashboard

Key Features

- Global Search
- Help
- Center Bar (drop-down lists)
- Reminders Portlet
- KPIs
- Role Selection

The screenshot displays the Oracle NetSuite dashboard for user Randall Wilson. The interface includes a top navigation bar with menu items like Activities, Billing, Customers, Vendors, Payroll and HR, Financial, Reports, Analytics, Documents, Setup, Administration and Controls, Fixed Assets, A/P, A/R, Sales Audit, SuiteApps, and Support. A search bar is located in the top right. The main dashboard area is titled 'Home' and contains several portlets:

- Reminders:** A vertical list of tasks with counts: 28 Periods to Close, 3 Memorized Transactions due, 16 Bills to Pay, 3 Checks to Print, 6 Invoices to Print, 31 Invoices Overdue, 1 Invoices > 30 Days > 50K, 2 Payments to Deposit, 12 Purchase Orders to Bill, 3 Return Authorizations to Refund, 79 New Vendors, and 1 New Customers.
- Tiles:** Four large tiles for Balance Sheet, Trial Balance, Income Statement, and Budget vs Actual.
- Navigation Shortcut Group:** A section for the Controller role with sub-sections for Setup (Classes, Locations, Departments, Chart of Accounts, Accounting Prefer...), Master Data (Items, Vendors, Customers, Employees, Expense Categories), Transactions (Journal Entries, Create Budgets, Bank Reconciliation, Memorized Transa..., Credit Card Recon...), and Reports (Trial Balance, General Ledger, Sales by Customer, Cash Flow Statem..., Open Purchase O...).
- Key Performance Indicators:** Four line charts showing trends for Payables (↑ 6.2%), Expenses (↑ 15.9%), Receivables (↑ 20.8%), and Total Bank Balance (↑ 4.5%).
- KPI Meter:** A gauge chart for Sales showing a current value of \$2.1M, with a range from 0 to 2.7M.
- Monthly Receivables Trend:** A line chart showing the trend of monthly receivables over time.

INDICATOR	PERIOD	CURRENT	PREVIOUS	CHANGE
Sales	This Month vs. Last Month	\$2,104,687	\$1,808,509	↑ 16.4%
Payables	Today vs. Same Day Last Month	\$1,787,923	\$1,683,383	↑ 6.2%
Expenses	This Period vs. Last Period	\$1,707,070	\$1,473,495	↑ 15.9%
Inventory	Today vs. Same Day Last Month	\$3,782,416	\$3,467,796	↑ 9.1%



Centralized Data

Key Features

- Single source of data, centralized in NetSuite
- Transactions, reports, etc. updated in real time across the entire instance
- Data can be input manually, imported, & integrated



Inventory Management

Key Features

- Real-Time Inventory Tracking
- Multi-Location Inventory Management
- Demand Planning
- Order Management & Fulfillment
- Reporting & Analytics

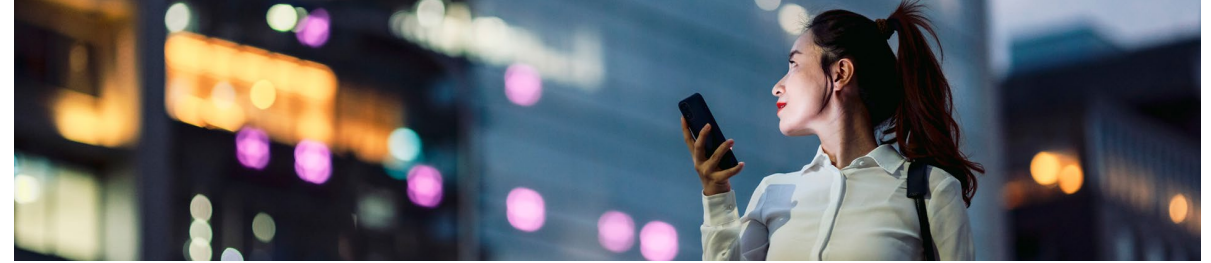


Relationship Management



Customers

- CRM Capabilities
 - Ability to track a lead through sales life cycle to customer status
- Unified Customer Records
- Customer Support & Case Management
- Order & Contract Management
- Customer Analytics



Vendors

- Vendor Records Management
 - Centralized Vendor Information
- Vendor Performance Tracking
- Purchase Order Management
 - Automated Reordering
- Payments & Billing
 - Invoice Management & Payment Scheduling
- Vendor Portal
- Global Vendor Management

Reporting Capabilities

Key Features

- Dozens, ready to go out of the box
- Ability to customize, format, & configure
- Updated in real time across the entire instance

Activities Payments Transactions Lists **Reports** Analytics Documents Setup Customization Commerce Administration and Controls Fixed Assets ...

Balance Sheet Detail [View Summary](#)

FINANCIAL ROW	TYPE	DATE	DOCUMENT NUMBER	NAME	AMOUNT	BALANCE
ASSETS					\$0.00	\$0.00
Current Assets					\$0.00	\$0.00
Bank					\$0.00	\$0.00
1000 - Cash					\$0.00	\$0.00
1010 - Checking - US					\$315,617.63	\$1,840,714.51
1014 - Checking - Mac Retail Solutions					\$0.00	\$0.00
Bill Payment		8/18/2024	1	Apple	(\$229.00)	(\$229.00)
Bill Payment		8/18/2024		Apple	(\$2,244.20)	(\$2,473.20)
Total - 1014 - Checking - Mac Retail Solutions					(\$2,473.20)	(\$2,473.20)
1030 - Payroll					\$0.00	\$1,100.00
Total - 1030 - Payroll					\$0.00	\$1,100.00
Total - 1000 - Cash					\$313,144.43	\$1,839,341.31
1011 - Checking - Australia					\$0.00	\$717,063.83
Journal		8/1/2024	JE226		(\$36,473.64)	\$680,590.19
Total - 1011 - Checking - Australia					(\$36,473.64)	\$680,590.19
1012 - Checking - Canada					\$0.00	\$683,767.72
Journal		8/1/2024	JE251		(\$36,621.33)	\$647,146.40
Total - 1012 - Checking - Canada					(\$36,621.33)	\$647,146.40
1013 - Checking - UK					\$0.00	\$1,005,772.31
Journal		8/1/2024	JE143		(\$63,663.44)	\$942,108.87
Total - 1013 - Checking -					(\$63,663.44)	\$942,108.87

PERIOD This Period FROM Aug 2024 TO Aug 2024 SUBSIDIARY CONTEXT Parent (Consolidated) MORE Find...

Refresh Customize



Live Demonstration

NetSuite

1st

To the Cloud in 1998

<https://www.netsuite.com/portal/resource/articles/erp/erp-history.shtml>

38,000+

Customers of Every Size

<https://www.netsuite.com/portal/company/why-netsuite.shtml>

Scale

With Ease From Two Users
to Thousands

ORACLE
NetSuite

Solution Provider Partner



Demonstration Overview

Today We Covered:

- Dashboards
 - KPIs
 - Portlets & Searches
 - Global Search & Help
 - Roles & Associated Permissions
 - Reporting
- Items
 - Inventory Management
- Customer & Vendor Management
 - Accounting Processes
 - AP & AR Transactions
 - Period Close Process



Q&A



Business
Technology
Services

Questions?

Contact

Forvis Mazars



Walter Hilderman

Director

1.314.897.6141

netsuite@us.forvismazars.com

ORACLE

NetSuite

Solution Provider Partner

The information set forth in this presentation contains the analysis and conclusions of the author(s) based upon his/her/their research and analysis of industry information and legal authorities. Such analysis and 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 and 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 and legal authorities.

© 2024 Forvis Mazars, LLP. All rights reserved.