

NetSuite for Wholesale Distribution

Setup Your Distribution Business for Success in 90 Days

Rapid Implementation

NetSuite leverages experience from thousands of wholesale distribution deployments to speed your ROI. An expert implementation equips you to make the most of NetSuite and expand towards next-generation ecommerce, predictive analytics and more.

- 90-day implementation
- Deep industry expertise
- Proven leading practices
- Prebuilt configurations
- Turnkey setup and training

Your distribution business is ready for change, but you want to minimize risk, you want a proven solution that can be deployed quickly, predictably and affordably, and set you up for growth and success. We've got years of experience standing up distribution businesses like yours. By combining leading industry practices, pre-built configurations and a turnkey setup honed after thousands of implementations, NetSuite is ready to get you to ROI in just 90 days.

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 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.

* = Not part of the Initial 90 days