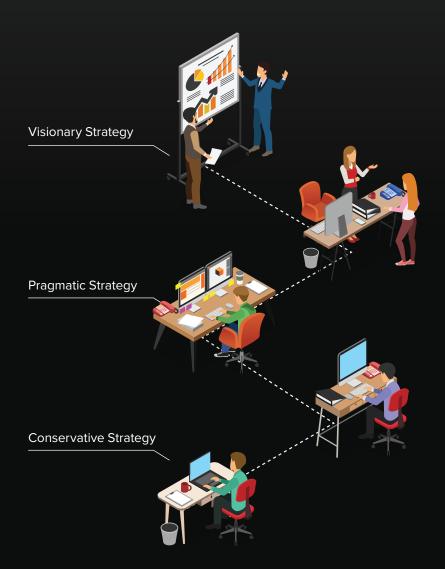ORACLE® + NETSUITE

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A strategy for services organizations to meet the challenges of today.

**TRANSFORM
YOUR BUSINESS**

Visionary Strategy

Pragmatic Strategy

Conservative Strategy

	CHALLENGES	IMPACT	SOLUTION
TRANSFORM	• Reacting to market changes	• Untapped revenue sources	• Financial Planning & Analysis
ENHANCE	• Lack of insight into customer behavior • Responding to technology innovation	• Customer and employee attrition • Missed revenue opportunity	• Enhanced people management processes • Leading industry benchmarks
INNOVATE	• Unable to accurately forecast revenue and resource demand • Inflexible business segmentation • Difficulty scaling • Complex regulatory requirements	• Lost market opportunity • Lack of financial transparency • Increased compliance risk	• Advanced resource management • Financial forecasting and analysis • Unified business insights • Global compliance
EXPAND	• Disconnected lead-to-cash technology environment • Limited insight into resource availability • Spreadsheet-based rev rec • Manual currency & subsidiary consolidation • Limited company performance data	• Disparate applications to run your business • Underutilized resources • Limiting revenue growth • Siloed subsidiary data • Lack of cash flow transparency	• Integrated CRM, PSA and Financials • Optimizing resourcing • Revenue management • Multi-subsidiary management • Enhanced financials
REMEDIATE	• Disconnected project, T&E entry and billing environment • Manual project processes • Lack of visibility into basic KPIs	• Increase in admin hours • Slower cash collection • Narrowing profit margins	• Standardized time & expense for a mobile workforce • Automated project billing rules • Core operational reports