



# NetSuite OneWorld

## The NetSuite OneWorld Advantage:

### For Accounting:

- Easily consolidate financial data across companies and countries
- Significantly reduce monthly closing time
- Local entity and inter-entity reporting
- US and International tax support in a single account

### For Compliance:

- Supports tight internal controls and easy-to-follow audit trails
- Fully compliant and auditable close processes

### For Sales Management:

- 360° view of your multi-national customers
- Centralized CRM for complex multi-national sales organizations
- Multi-currency sales management
- Global or subsidiary level quotas and forecasts
- Calculation and visibility of commissions in local currency
- Global team selling across subsidiaries
- Cross-country management of:
  - Billing and invoicing
  - Quotas
  - Forecasts
  - Commissions
  - Leads
  - Sales
  - Payroll
- Calculation and visibility of commissions in local currency
- Global team selling across subsidiaries

### For Support and Service:

- Global support and service oversight
- Multi-channel support across regions
- Global visibility to cases and issues
- Automated case routing to the closest support center
- Ability to track customer satisfaction at local/regional/global levels

## Real-time Global Business Management

**NetSuite OneWorld** is the first real-time on-demand business management solution that addresses the requirements of multi-entity and multi-national companies. NetSuite OneWorld is an optional module of NetSuite that enables the management of multi-national sales teams and selling partners, the financial consolidation required of companies with multiple charts of account, global marketing and customer support ecommerce, and ability for rolled-up multi-company reporting and business intelligence requirements in real-time.

### Business Management for the Global Economy

NetSuite OneWorld provides the ability to manage multiple companies (legal entities), with potentially different currencies, taxation rules, and reporting requirements, within a single NetSuite account.

NetSuite OneWorld supports regions, subsidiaries, and separate legal entities with the same parent company with sophisticated accounting/ERP, ecommerce, sales, marketing, and support, in real time.

NetSuite OneWorld is the first software application to automate all the financial aspects of selling, such as quotas, forecasts, sales, returns, commissions, and rollbacks and, combined with all other accounting activity, successfully consolidate multiple charts of account—allowing you real-time visibility and the ability to close your books at the period's end more quickly—even with different currencies and taxation rules.

### *It is designed for:*

- International corporations with multiple subsidiaries
- Discrete companies with a hierarchical reporting structure to a parent corporation
- Complex environments that include both

### Real-Time Financial Consolidation

NetSuite OneWorld provides corporate headquarters or a parent company with accurate currency translation for real-time roll-up of subsidiary costs, revenue, and commissions. You can populate a single chart of accounts across subsidiaries or companies, or use separate charts of account for each. And NetSuite OneWorld allows posting between subsidiaries through intercompany journals.

NetSuite OneWorld automatically calculates the Cumulative Translation Adjustment (CTA) that results from using different consolidation rates such as average for P&L transactions and month-end or historical for balance sheet transactions. The consolidation rate type used is set at the account level. NetSuite OneWorld users can go back to any historical period and see all of the detail related to CTA and consolidation entries.

### Close Your Books Faster—Even with Multiple Currencies

NetSuite OneWorld supports multi-currency, multi-language management of all financial areas. This includes global management of accounts receivable, accounts payable, payroll, billing, invoicing, etc., as well as all the financial aspects of the sales process, including quota management, forecasting,

 **Find out more: [engage@exploreconsulting.com](mailto:engage@exploreconsulting.com) 425.462.0100**



quotes and orders, order management, commissions, and sales themselves. NetSuite OneWorld allows you to complete a daily virtual close across multiple entities. It supports multi-currency consolidation in real-time, retaining historical rates of currency — providing a faster, accurate close.

#### **Manage Exchange Rates — Maintain Historic Rates**

NetSuite OneWorld provides Finance Departments the required ability to maintain all currency exchange rates — both the local currency conversion rate and the rates used to determine roll-up into corporate currency — at the time an order is placed, or the commission payout is made, to ensure accuracy of historical sales data. NetSuite OneWorld provides automated currency rate refreshes as rates change worldwide. You can elect to 'auto update' on each selected currency record, override rates if needed, or disable the service for a given currency if desired. Over 170 currencies are supported.

#### **NetSuite OneWorld for Global Business Intelligence**

NetSuite OneWorld provides multiple levels of consolidated reporting and enterprise-wide Key Performance Indicators (KPIs), displayable in real-time on dashboards. You can create KPIs to track the cross-country or multi-company data you are interested in — and see the results in real-time on your dashboard.

#### **Managing Multi-National Sales Channels**

NetSuite OneWorld provides sales force and partner management automation for truly global customer and sales team relationship management. Global sales organizations can work in teams with colleagues in other countries and with their distributed partner channel. NetSuite Team Selling enables easy tracking of multiple sales participants on customer records and sales transactions. It also allows commission calculation and payment across the sales team.

Multi-currency forecast roll-up is supported within and across multi-national sales entities, allowing an individual sales representative to manage orders and forecast against quota in local currency, while providing management visibility rolled up in the currency for the region or headquarters — ensuring consistent global order, forecast, and commission management.

NetSuite OneWorld provides sales executives with real-time roll up at country, region, or area level, giving them the ability to measure the accuracy of their global sales and trend forecasts over time against quotas and actual revenues. Global decision support capabilities allow all levels of sales management enhanced decision-making through the ability to measure forecast accuracy by a sales representative or manager, and by the ability to analyze forecasts by class of business, sales department, or location and compare to actual performance. Sales Key Performance Indicators (KPIs), reports, and relevant graphs

and charts automatically populate the sales management dashboard for accurate, real-time information.

#### **Supporting a Worldwide Partner Channel**

NetSuite OneWorld supports subsidiaries and separate legal entities with partner relationship management (PRM) that allows selling partners to place orders that support local taxation conventions and be paid commissions in their currency, while headquarters can retain management visibility in the corporate currency.

#### **Extending Marketing Scope Across the Globe**

NetSuite OneWorld allows marketing teams to execute campaigns at the local, regional or country level and then measure the effectiveness of campaigns by each level. This provides marketing professionals with the intelligence required to determine which campaign activities are best suited by region. When leads are created from marketing campaigns, NetSuite OneWorld can automate the routing of those leads between subsidiaries.

#### **Global Customer Support Means Global Customer Satisfaction**

NetSuite OneWorld provides multi-channel customer support from regional locations, allowing global visibility to cases and issues. Cases can be automatically routed to regional support centers based on customer location. NetSuite OneWorld provides tracking of customer satisfaction and tracking of each organization's efficiency in addressing customer issues at local, regional, and global levels.

#### **The Business Value of NetSuite OneWorld**

NetSuite OneWorld provides one integrated system for all global operations, and combined with its support of 12 languages and 170 currencies, eases the efforts of selling in a given country, while providing the roll-up required for global visibility. NetSuite provides businesses with one system to successfully manage their global sales and tie together direct and partner selling, support management, and long-term customer satisfaction for the international customer.

The ability to consolidate multiple charts of accounts creates a powerful advantage to enterprises with multiple separate business entities and global businesses with multiple distributed locations worldwide. NetSuite's sophisticated Web-based accounting software provides global and multi-entity financial reporting, analysis, and consolidation in a single, highly scalable on-demand business management solution.

#### **The SaaS Advantage**

NetSuite OneWorld provides you with the security, performance, and economical advantages of Software-as-a-Service, and the business process and decision support advantages of a single integrated suite of state-of-the-art business management solutions. NetSuite OneWorld provides anytime, anywhere access to all your business processes for authorized users world-wide.