



Why Buy NetSuite from a Value Added Reseller (VAR)?

The process of moving our company's operations off of three independent systems and onto NetSuite was no small task. There is no way we could have done it without the help of Explore. The wonderful consultants at Explore walked us through the entire process and took the time to really get to know our business and processes to ensure a smooth transition. Post launch Explore has been the 6th man on our team helping us along the way as we have needed additional changes, updates or just had questions about NetSuite. We see Explore as a valuable partner to our business and plan on continuing to work with them as our business grows, evolves and changes over the years.

- Adam Justice, Vice President, Grid Connect Inc.



A Value-Added Reseller (VAR) is a company that adds critical features and/or services to an existing product, and then resells it. In the business software industry, this value generally comes from professional services such as implementation services, integrating, customizing, training and ongoing support. Explore Consulting has been a leading NetSuite VAR and turn-key solution provider since 2003, and is well-known for providing a low-pressure, highly consultative selling process catering to non-technical customers. Selecting an ERP platform for your business requires an important process of due diligence and qualification, and requires a team of experienced consultants to get it done right. The following is a list of reasons why customers choose to purchase their NetSuite license from Explore Consulting:

- 1) **Competitive Pricing** – Think buying from a VAR means added expenses? Think again! Our pricing structure mirrors that of NetSuite's direct sales team, and we provide financing options to our customers that are not available when buying from NetSuite directly.
- 2) **Experienced Sales Reps** – Explore Consulting sales staff is extremely knowledgeable on the NetSuite platform, and our reps can provide unbiased answers to questions, demos, and any information you need throughout the process.
- 3) **Consultative Sales vs. Pressure Sales** – While you evaluate whether or not NetSuite is a good fit for your organization, Explore will provide the tools necessary for you to make well-educated choices rather than rushed decisions.
- 4) **A Partner Approach** – Explore Consulting is more interested in a long-term relationship than a quick sale. We won't lead you down a path unless we're comfortable that your organization will run successfully on the NetSuite platform.

- 5) **No Retainers** – Unlike many of our competitors, we do not require a cumbersome retainer. Once you have engaged Explore Consulting, our entire team of NetSuite professionals is accessible to you on an on-demand basis.
- 6) **Leaders in NetSuite Customization** – Explore Consulting is well-known as a leader in NetSuite customization, integration and extensibility. Although you can run most of your business using out-of-the-box functionality, we're experts on adapting the product to meet your specific business requirements.
- 7) **Customer Retention** – Customers who buy from Explore stay with Explore. Why? Because we provide the highest level of customer service and ongoing support in the industry.
- 8) **A Winning Team** – Explore Consulting has been a NetSuite 5 Star Award recipient since 2011, every year since the awards inception, meaning that they have achieved a top 5 reseller status in the Americas. Named Partner of the Year - Americas in 2011 and 2014, Explore Consulting is leader in the NetSuite VAR ecosystem. Continuing the record breaking tradition Explore Consulting was honored to receive NetSuite's Inaugural SuiteCommerce Partner of the Year award in 2016.



As the Project Manager, I knew that implementation of the new financial platform was in jeopardy because the project team we hired initially was moving at glacial speeds (3 months to a BRD!). After making the change to Explore we had an agreement in place, set up the shopping cart, enabled the accounting functions to accept orders and even had time deploy the integration with our third party fulfillment supplier in only three weeks! At one point, Explore put 8 consultants on the case.

- Darek Leo Hahn, VP Infrastructure and Administration, Semptrae

About Explore Consulting

Based in Bellevue, Washington, Explore Consulting was founded in 2001 and is a professional services company dedicated to providing innovative and cost-effective solutions for their customers' database and IT systems needs. Having specialized in SaaS solutions for more than 15 years, Explore Consulting is the largest and most experienced NetSuite reseller and solution provider in the Northwestern United States. Not only is Explore a licensed reseller of the NetSuite product suite, but an experienced NetSuite implementation and integration partner. Whether you are looking for assistance with your NetSuite purchase and implementation or needing to integrate your NetSuite account to any external data source with our industry-leading CloudConnect™ service, we are your one stop NetSuite service provider. Explore Consulting is well-known as a leader in NetSuite customization, integration and extensibility. While NetSuite can run most businesses using out-of-the-box functionality, we're experts on adapting the product to meet your specific business requirements. Explore Consulting was recently included on the Inc. 5000 list of fastest growing privately owned companies in the U.S. for the fourth year in a row as well as the Puget Sound Business Journal's 100 Fastest Growing Private Companies. Explore has also been a 5-time NetSuite 5 Star Performer and is well recognized as a leader in integration solutions for NetSuite. For more information, visit www.exploreconsulting.com.