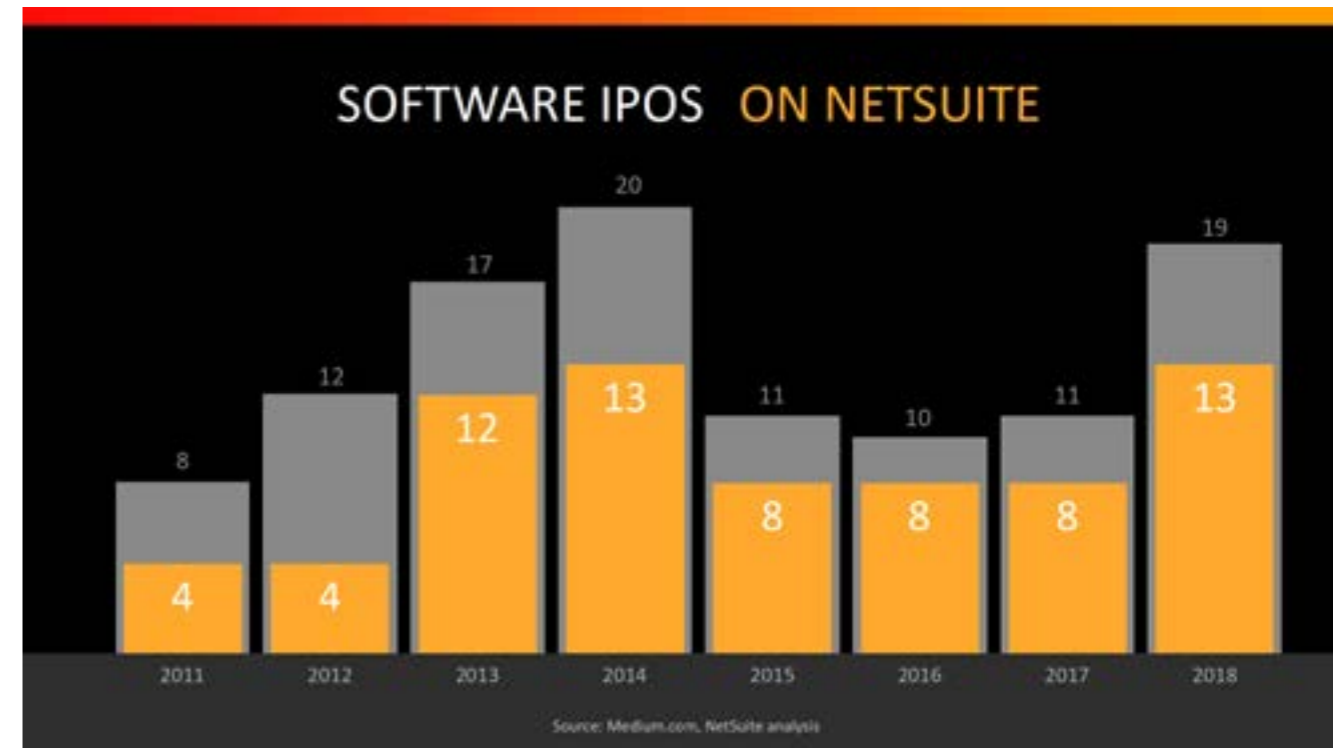# SIX REASONS

Fast-Growing Businesses Choose NetSuite Over Sage Intacct

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FOR GROWING COMPANIES, NETSUITE IS THE PERFECT FIT

It is a great feeling when things fit perfectly, from the clothes we wear, to a significant other or the cup holder in your car! But what about achieving a perfect fit with the software you need to run your growing business? The right software fit can be the key factor to growing and thriving versus just surviving. In many cases, finding the right software fit for your business can be like trying to piece together a 1,000-piece jigsaw puzzle, but with the right cloud-based ERP it can be as simple as aligning few pieces or in maybe just one piece! When growing companies discover that they have outgrown their software, and it no longer fits their growing needs, it's time to look for a new, modern cloud-based ERP like NetSuite.

NetSuite helps growing companies manage core business processes with a single, fully integrated system covering ERP/financials, CRM, ecommerce, inventory management and more. By using NetSuite, growing companies automate operations, streamline processes and access real-time business information

Software IPOs on NetSuite

anytime, anywhere, and as a result realize breakthrough performance improvements.

With everything that a growing company has on its plate, the last thing they need is an accounting system that stands in their way as they scale the business. For companies that use NetSuite, our data shows that they grow faster, on average 17% faster, than companies that don't use NetSuite! Empirically speaking, NetSuite is an enabler of growth.

For years, NetSuite has worked with growing businesses across the world. It has guided companies to success from their first days to the public markets. Thousands of organizations rely on NetSuite to help put their business in the best possible position to succeed.

Read on for the Top 6 Reasons why fast growing companies choose NetSuite over Sage Intacct.

REASON #1
Ready Today For Growth Tomorrow

With over 16,000 customers in 203 countries and dependent territories, supporting 27 languages and over 190 currencies, NetSuite is the platform for growth. Over 50 companies have gone public on NetSuite in the last five years.

NetSuite has a dedicated group of professionals whose priority is to support and help customers through any stage of growth.

CATEGORY	NETSUITE	SAGE INTACCT
Customer Demographics	• 16,000+ Customers • 400+ Public Companies • Over 50 IPOs in the Last 5 Years	• 12,000 Customers • 21 Known Public Companies
Global Presence	• Deployed in 203 Countries and Dependent Territories • 27 Languages Supported • Over 190 Currencies Supported	• Primarily US Focused • English Language Only • Limited Account Support/Focus on Help Desk
Customer Implementation, Training and Support	• Support is Worldwide, Available 24/7 • Live Instructor-Led Courses • Dedicated Account Management Team • SuiteSuccess Implementation	• Support Available 6 a.m.-6 p.m. Pacific Time • Post Go Live DIY Manual • Limited account support/focus on help desk

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REASON #2
Easy to Use Right Out of the Box

NetSuite is easy to use right out of the box thanks to SuiteSuccess. SuiteSuccess is a unique program that bakes more than 20 years of industry leading best practices right into the system. With pre-defined roles, it is easy for every member of the team to hit the ground running from day one, maximizing ROI. Detailed company- and industry-specific business process flows and KPIs are available. Whatever the job function, NetSuite comes pre-configured with KPIs, reminders, alerts, reports and value-driven dashboards for daily and strategic needs. SuiteSuccess is a solution that is proven from years of real-world use by thousands of people in similar roles at similar businesses. The result is intuitive screens, easy data entry and no-hassle user adoption. Most of all, it means NetSuite is simple and easy.

SuiteSuccess ensures that your ERP journey is low risk. NetSuite's greater level of knowledge and experience effectively gives customers a head start. The majority of the work—the chassis and engine—are turnkey.

Implementing your system is all about the finish— unique tweaks or approval flows that make the business successful. No wonder SuiteSuccess achieves an astonishing quick implementation path with minimal to no changes required in scope.

With SuiteSuccess, both the solution and the delivery approach are designed so that NetSuite is easy to use right out of the box.

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REASON #3
Secure, Compliant, Scalable, Flexible

Now more challenging and important than ever, governance, risk and compliance (GRC) processes and capabilities need to be embedded within core ERP software, IT infrastructure and organizational culture. Effective GRC is a continuous journey that requires discipline in both business and IT management, and needs to flexibly evolve as new requirements emerge.

NetSuite is committed to helping customers achieve GRC objectives by delivering audit-ready financial solutions and robust IT controls to run more transparent, compliant and risk-savvy organizations. Companies that leverage NetSuite for their GRC needs will reap the rewards of higher business performance, while substantially mitigating the risks of non-compliance that can undermine revenue, brand image and prospects for continued growth.

CATEGORY	NETSUITE	SAGE INTACCT
Revenue Recognition – ASC 606 and IFRS 15 Compliance	Revenue Recognition is managed from the revenue arrangement record, whereby methods and rules are assigned to the arrangement ensuring accuracy and strong internal controls.	Forces management of revenue recognition at the sales order or invoice which can cause control issues as order entry personnel may not have the appropriate accounting background needed to ensure Revenue Recognition is accurate and compliant.
Potential Misstatement Notifications	NetSuite's Close Checklist alerts you to transactions that may be misstated. For example, in cases where the General Ledger posting date differs from the transaction date, NetSuite alerts you to review and correct the items prior to closing the books.	Unknown functionality.
Global Business Management	Manage global operations including multiple currencies, taxation rules and reporting requirements across geographies, while providing real-time financial consolidation and visibility.	Cannot meet statutory and tax compliance requirements outside the United States. Partner abilities unclear. UI is only available in English. Unclear reporting capabilities in the transactional currency. Currency revaluation reports do not include intercompany transactions.
Month End Close	Leverage automatic journal entries as well as automatic closing and adjusting journal entries.	Month end close adjustments appear to be performed on a per entity per module basis. Some journal entries are prepared manually.

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REASON #4
Clarity of Business Performance Anywhere, Anytime on Any Device

NetSuite's intelligent cloud suite delivers the insight, predictability and automation which businesses require in order to grow. Through a unified data model, NetSuite makes business intelligence (BI) available to all users across the entire business spectrum. NetSuite role-based dashboards show key information, such as KPIs and trends in context—without business users needing to rely on experts or move between different systems. Users can instantly get the information they need whether speaking with a customer, processing an order, looking at demand, scheduling a project or creating a PO. Or if deeper data is needed, users can easily drill down into details.

The best predictor of company success is linking strategy to key business drivers. Leveraging NetSuite's reporting capabilities ensures that the execution of each company's strategy can be a reality. Deriving key metrics can be an intensive, resource-draining process with a manual approach, but it's streamlined in NetSuite. All of the data and metrics exist in NetSuite's unified data model, which provides easy access any time, any place on any device in a seamless and efficient manner.

CATEGORY	NETSUITE	SAGE INTACCT
360° View of the Customer	With NetSuite, you always have a complete view of your customers. On a single screen, you can see all contacts, addresses, transactions (sales, returns, etc.), opportunities, contracts, cases, tasks, collections notes, email correspondence and so much more.	Intacct's customer record is simply a record that stores customer name, a contact, a billing address and a shipping address. It does not address real-time transactional or other key data beyond contact credentials and static data.
Real-Time Role-Based Dashboards	NetSuite offers a clear view into specific, customizable business information. Role-based default dashboards simplify new employee onboarding process. Users can also customize their dashboards around the tasks and information they use most frequently, ensuring efficiency and focus on what matters most.	Intacct offers model dashboard templates. However, Intacct relies on partner implementation teams to manually construct dashboard reporting and workflows compared to NetSuite's SuiteSuccess strategy of using pre-tested and pre-vetted leading practices.

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CATEGORY	NETSUITE	SAGE INTACCT
Global Search	NetSuite's Global Search utilizes the unified database to search the entire platform for all records or transactions associated with an alphanumeric value. With Global Search, you are able to search and navigate anywhere, exactly one click from your global search box.	Intacct search is shaped by the legacy sub-ledger architecture. Search is limited to records that post to the General Ledger. It appears that records such as customer data, contracts, opportunities, cases and much more cannot be searched globally.
Drill Down on Consolidated Results	NetSuite users can drill down into consolidated reports getting complete visibility into source transactions associated with all subsidiaries that make up a consolidated entity and the associated reports. This provides insight at the subsidiary level where you can determine what is driving each subsidiaries' business performance.	Intacct drill down has traditionally been shaped by the batch reporting from sub-ledgers. From a consolidated report, Intacct only allowed drill down to a consolidation journal entry at the GL Level—not the transaction itself. This prohibited users from seeing the source transactions behind the consolidated report and understanding what is driving the business.

REASON #5

A Financial Solution and a Cloud-Based Business Management Platform

NetSuite is engineered to scale with businesses as they grow. In turn, this allows entrepreneurs to focus on what they do best and react to new market opportunities swiftly and confidently. From advanced financials to supply chain management to billing and beyond, NetSuite ERP gives companies the tools they need to accelerate growth and drive innovation. Intacct is an accounting system requiring a host of integrated applications to offer some of what the NetSuite ERP provides right out of the box.

Start with best-in-class accounting software, then layer in other capabilities as needed.

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CATEGORY	NETSUITE	SAGE INTACCT
Accounting Software	16,000+ customers use NetSuite cloud financials and accounting software to streamline accounting processes and operations. Strong compliance management, which improves business performance and increases financial close efficiency while reducing back-office costs. With real-time access to live financial data, you can quickly drill into details to quickly resolve delays and generate statements and disclosures that comply multiple regulatory financial compliance requirements such as ASC 606, GAAP, SOX and others.	Currently 10,000 customers are using Sage Intacct's cloud-based accounting software application.
CRM	NetSuite CRM provides a seamless flow of information across the entire customer lifecycle—from lead all the way through opportunity, sales order, fulfillment, renewal, upsell, cross-sell and support. In addition to offering traditional CRM capabilities such as SFA, customer service management and marketing automation, NetSuite CRM delivers quotes, order management, commissions, sales forecasting and integrated ecommerce capabilities.	Third party applications required to deliver CRM functionality.
Omnichannel Ecommerce	NetSuite provides an ecommerce solution that unifies ecommerce with finance and accounting. With responsive themes that make your site look amazing, site management tools allows business users to make website changes and plugins to add new site capabilities. SuiteSuccess for SuiteCommerce provides a full featured online store that can be launched within 30 days.	Third party applications required to deliver ecommerce functionality.
Human Capital Management	NetSuite SuitePeople securely weaves people data throughout the Suite, giving businesses complete control over their core HR processes. SuitePeople streamlines employee information, new hires, employee onboarding, payroll, promotions and compensation changes, all from a single suite. It also enables employees by providing them with the ability to request time-off, access employee directories and organization charts, monitor upcoming vacation schedules, monitor new hires and publicly recognize peers for good work.	Third party applications required to deliver HCM functionality.
Financial Planning	NetSuite Planning and Budgeting Cloud Services (PBCS) enables quick adoption of world-class financial planning and budgeting across lines of businesses with flexible and customizable deployment options. NetSuite PBCS offers comprehensive integration with Microsoft Office tools such as Excel with Smart View for Office. Users can leverage Excel as the environment for adding custom members on the fly, slicing and dicing data and ad-hoc modelling.	Third party applications required to deliver financial planning functionality on par with Planning and Budgeting Cloud Services. Budgeting and Planning for smaller business has been announced. Unclear number of known customers.

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REASON #6
NetSuite is a Best in Class Financial Solution with Over 80 Awards

NetSuite has been recognized as a leader by many independent research firms as a leader in cloud-based ERP helping some of the most innovative, fastest growing companies in business today.

NetSuite delivers a suite that was "born in the cloud" with complete finance and accounting, billing, revenue recognition, governance, risk and compliance (GRC), global financial consolidation, and more. In addition, by adhering to its vision to enable customers to grow their business, NetSuite continues to innovate a complete cloud business management suite. With two planned software releases a year, customers are always on the latest version of the software with all the new features and functionality instantly available.

Sage Intacct has a significant history with small and outsourced accounting operations. However, more demanding use cases like complex revenue arrangements or account level allocations are still maturing. NetSuite offers a mature solution today.

Meanwhile, Intacct's limited presence with mid-sized and international companies poses two concerns. One is the ability of Intacct partners to execute given their experience with simpler organizations. Two is customer support that is still geared towards California time and an English-only product. Simply put, Intacct does not scale as the customer grows.

Some of NetSuite customers are considered the most innovative, fastest growing companies in business today. Read our stories on hint inc., VIVOBAREFOOT and Loot Crate to learn more.

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FAST-GROWING BUSINESSES CHOOSE NETSUITE OVER SAGE INTACCT

Regardless of the industry, fast growing companies need a system that is scalable by design and engineered for rapid growth. Whether a business is experiencing rapid domestic growth, expanding internationally or preparing for an IPO, it must be able to adapt to the dynamics of the marketplace. To achieve this adaptability, fast-growing companies turn to NetSuite to streamline financial and business processes, allowing for sustained growth.

With NetSuite, you can grow your business with a solution that fits your growth needs at every step of the way.

LESS RISK	Proven and repeatable business processes pave the way for your company to safely get up and running.
SCALABILITY	The NetSuite customer pedigree ranges from the startup through the enterprise, which means your business can scale with a system you'll never outgrow.
TIME TO VALUE	The SuiteSuccess methodology helps your team implement industry-leading practices quickly, and built-in reporting lets you immediately visualize the value.

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