



**Netsoft**  
MAKING YOUR BUSINESS BETTER

Integrated Planning, Budgeting and  
Forecasting

## NetSuite Planning and Budgeting



Planning and budgeting using spreadsheets in most organisations results in less collaboration, more inefficiency and is error prone.

NetSuite Planning and Budgeting facilitates both company-wide and departmental planning with modeling capabilities, approval workflows and reporting within one collaborative scalable solution. Sales and operationally-driven strategic plans can be linked to long-term and near-term financial plans. The solution uses a powerful calculation engine which can accommodate a wide range of business logic with fast in-memory aggregation and instant financial analysis and reporting.

### Key Benefits

- Reduce planning and forecasting cycle times by making it simpler to collect inputs and assumptions.
- Gain greater control and visibility over your plans, budgets and forecasts.
- Increase collaboration with business stakeholders and drive better decision-making.
- Drill across budget, forecast and actuals to see the impact on business performance.
- Improve forecast accuracy with predictive planning, allowing users to run multiple scenarios on the fly for management meetings.

## Robust Financial Modeling With Predictive Analytics

Demand is volatile, costs fluctuate and the business landscape is constantly changing. NetSuite Planning and Budgeting enables you to stay ahead of the competition by understanding volatility and modeling financial and operational changes quickly using flexible assumptions. Use sophisticated modeling techniques, predictive analytics, multiple what-if scenarios and rolling forecasts to minimise uncertainty in the business.

## Integrate Planning and Management Reporting Effortlessly

Reports and dashboards that display plan, forecast and actual data can be created in minutes and any change made to versions are instantaneously reflected.

### Key Features

- Data Integration with NetSuite ERP.
- Flexible driver-based what-if modeling capabilities.
- Built-in financial intelligence and spreading logic.
- Built-in commentary and annotation capabilities.
- Flexible workflow and plan management capabilities.
- Robust reporting and ad-hoc analysis with formatting and charting support.



**Predictive Planning** uses sophisticated time-series forecasting techniques to create new predictions or validate existing forecasts.

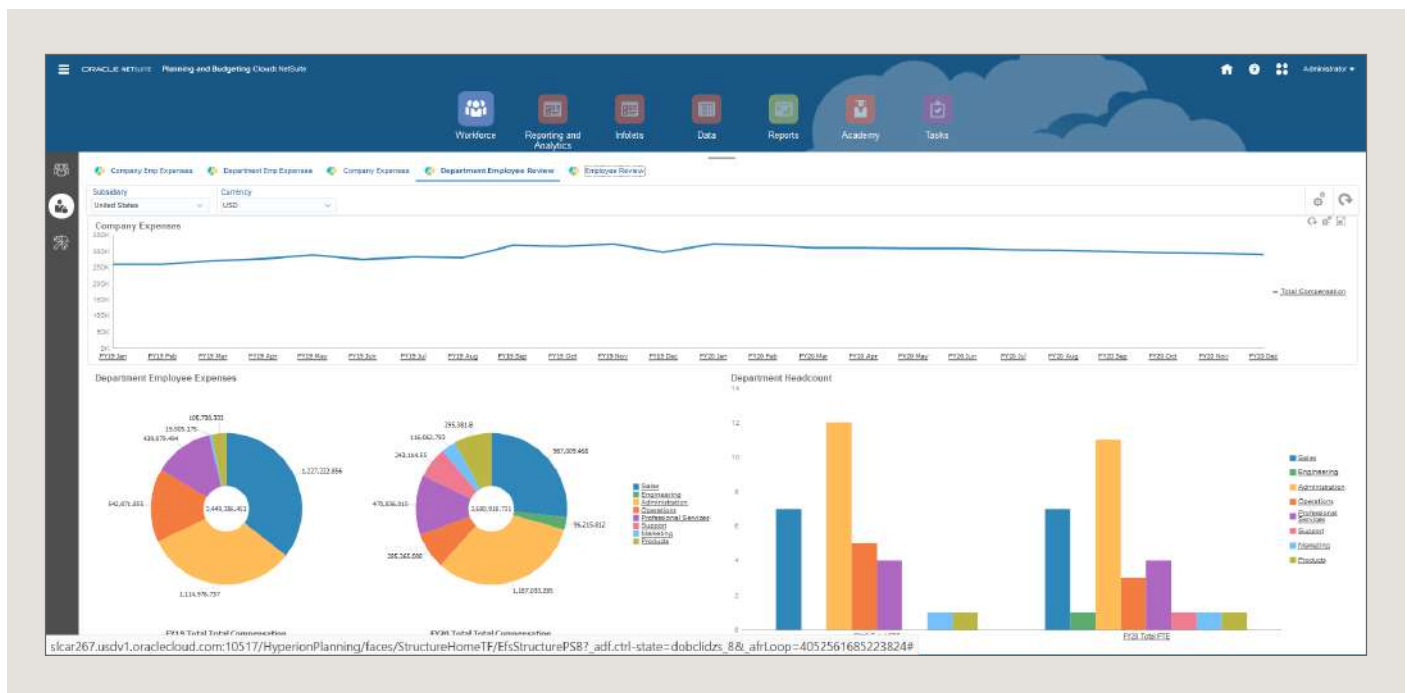
## Workforce Planning

Workforce Planning aligns human resource needs with business needs to ensure a company can execute on its business strategy. Together, HR, finance and hiring managers establish budgets, roles and priorities across the organisation by examining total headcount costs to make sure the right number of people are hired at the right time without going over budget.

NetSuite Planning and Budgeting brings financial, payroll and HR data together so you can plan headcount, salary, bonus and payroll taxes using actuals from your business. This allows leaders to quickly build models and plans without having to rekey or reassemble workforce information in a spreadsheet.

## Workforce Planning Benefits

- Improve collaboration between HR and Finance.
- Plan your workforce with flexible models that align to how you run your business.
- Drill down into what skills, competencies needed for long-term organisational success.
- Predict costs and effectiveness of organisational changes.
- Get a complete view of your headcount across your entire organisation.



## Microsoft Office Integration – Smart View

NetSuite Planning and Budgeting offers comprehensive integration with Microsoft Office tools such as Microsoft Outlook, Excel, Word and PowerPoint with Smart View for Office.

Use Excel as the environment for adding custom members on the fly, slicing and dicing data, and ad-hoc modeling. Users can also create data grids incorporating Excel formulas and formats. Common planning actions, such as spreading and allocation, are available within planning data grids rendered within Microsoft Excel.

## Smart View Benefits

- Quickly navigate plan versions and details in Excel.
- Full ad-hoc and free form analysis capabilities.
- Report creation in Excel, Word and PowerPoint.
- Data access from multi-dimensional sources.
- Create unique data perspectives for users.
- Dynamically refresh Office documents with a single click.
- Support for highly formatted grids in Microsoft Excel.

	FY19		FY20		FY20		FY20		FY20	
	Nov	Dec	Jan	Y-T-D(Jan)	Jan	Y-T-D(Jan)	Y-T-D(Jan)	Y-T-D(Jan)	Y-T-D(Jan)	
	Actual	Actual	Actual	Actual	Budget	Budget	Budget vs Act	Budget vs Act %		
<b>ORACLE NETSUITE</b>										
<i>(000's)</i>										
<b>Revenue</b>										
Total subscription revenue	\$ 3,384	\$ 3,532	\$ 3,569	\$ 3,569	\$ 3,699	\$ 3,699	\$ (129)	(4%)		
Total hardware & fee revenue	\$ 740	\$ 1,155	\$ 1,096	\$ 1,096	\$ 1,277	\$ 1,277	\$ (181)	(14%)		
Total freight revenue	\$ 2,647	\$ 3,007	\$ 2,886	\$ 2,886	\$ 2,115	\$ 2,115	\$ 771	36%		
<b>Total Revenue</b>	<b>\$ 6,971</b>	<b>\$ 7,694</b>	<b>\$ 7,551</b>	<b>\$ 7,551</b>	<b>\$ 7,090</b>	<b>\$ 7,090</b>	<b>\$ 461</b>	<b>6%</b>		
<b>Cost of Goods Sold</b>										
Subscription COGS	\$ 262	\$ 412	\$ 384	\$ 384	\$ 332	\$ 332	\$ (52)	(16%)		
Hardware & Other COGS	\$ 1,514	\$ 2,131	\$ 1,726	\$ 1,726	\$ 1,823	\$ 1,823	\$ 97	5%		
Depreciation expense	\$ 405	\$ 415	\$ 406	\$ 406	\$ 396	\$ 396	\$ (10)	(2%)		
Customer Support (less credits)	\$ 139	\$ 198	\$ 154	\$ 154	\$ 159	\$ 159	\$ 5	3%		
Freight COGS	\$ 2,825	\$ 3,032	\$ 2,805	\$ 2,805	\$ 2,072	\$ 2,072	\$ (733)	(35%)		
<b>Total COGS</b>	<b>\$ 5,146</b>	<b>\$ 6,188</b>	<b>\$ 5,476</b>	<b>\$ 5,476</b>	<b>\$ 4,783</b>	<b>\$ 4,783</b>	<b>\$ (692)</b>	<b>(14%)</b>		
<b>Total Gross Margin</b>	<b>\$ 1,825</b>	<b>\$ 1,506</b>	<b>\$ 2,075</b>	<b>\$ 2,075</b>	<b>\$ 2,307</b>	<b>\$ 2,307</b>	<b>\$ (232)</b>	<b>(10%)</b>		
Gross Margin %	26%	20%	27%	27%	33%	33%	\$ (5%)			
Fleet Gross Margin %	44%	33%	43%	43%	46%	46%	\$ (3%)			
Freight Gross Margin %	0.8%	-0.8%	2.8%	2.8%	2.0%	2.0%	0.8%			
<b>S&amp;M Operating Expense</b>	<b>\$ 3,055</b>	<b>\$ 3,520</b>	<b>\$ 3,576</b>	<b>\$ 3,576</b>	<b>\$ 2,805</b>	<b>\$ 2,805</b>	<b>\$ (771)</b>	<b>(27%)</b>		
Payroll Expense	\$ 2,393	\$ 2,821	\$ 2,861	\$ 2,861	\$ 2,067	\$ 2,067	\$ (794)	(38%)		
Non-payroll Expense	\$ 662	\$ 699	\$ 715	\$ 715	\$ 738	\$ 738	\$ 23	3%		
<b>R&amp;D Operating Expense</b>	<b>\$ 1,692</b>	<b>\$ 2,487</b>	<b>\$ 1,947</b>	<b>\$ 1,947</b>	<b>\$ 1,991</b>	<b>\$ 1,991</b>	<b>\$ 45</b>	<b>2%</b>		
Payroll Expense	\$ 1,572	\$ 1,862	\$ 1,671	\$ 1,671	\$ 1,704	\$ 1,704	\$ 33	2%		
Non-payroll Expense	\$ 120	\$ 626	\$ 276	\$ 276	\$ 287	\$ 287	\$ 11	4%		
<b>G&amp;A Operating Expense</b>	<b>\$ 3,138</b>	<b>\$ 3,492</b>	<b>\$ 3,661</b>	<b>\$ 3,661</b>	<b>\$ 3,684</b>	<b>\$ 3,684</b>	<b>\$ 24</b>	<b>1%</b>		

View, refresh, manipulate, submit, distribute and share data in Microsoft Excel, Word and PowerPoint interfaces.

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