

NETSUITE ENTERPRISE RESOURCE PLANNING (ERP) SYSTEM





CLIENT NEED

A global finance team required a long-term Finance Systems Analyst to strengthen their ERP and business systems strategy. Their main challenges were:

- ✓ **Lack of alignment between finance processes (accounting, FP&A, compliance) and ERP system capabilities.**
- ✓ **Inaccurate or delayed financial reporting.**
- ✓ **Inefficient close cycles and manual processes for approvals, reconciliations, and reporting.**
- ✓ **Gaps in documentation of “as-is” vs “to-be” workflows.**
- ✓ **Limited ownership of ERP configurations specific to finance.**

NETSUITE ERP

ORACLE NetSuite

Search

Activities Billing Customers Vendors Payroll and HR Financial Reports Analytics Documents Setup A/P A/R Sales Audit SuiteApps Support

Viewing: Portlet date settings ▾ Personalize ▾ Layout ▾

Home

Reminders

- 1 to Approve
- 1 OK
- 1 New Vendors

Tiles

- Balance Sheet
- Trial Balance
- Income Statement
- Budget vs Actual

Key Performance Indicators

Sales	Expenses	Revenue	Receivables
↑ 13.4%	↑ 8.6%	↑ 13.4%	↑ 25.3%

Indicator	Period	Current	Previous	Change
Sales	This Month vs. Last Month	\$1,700,137	\$1,498,879	↑ 13.4%
Expenses	This Period vs. Last Period	\$928,230	\$854,765	↑ 8.6%
Revenue	This Period vs. Last Period	\$1,701,086	\$1,499,603	↑ 13.4%
Receivables	End of This Month vs. End of Last Month	\$2,054,673	\$1,640,150	↑ 25.3%
Total Bank Balance	This Period vs. Last Period	\$3,150,869	\$2,998,835	↑ 5.1%
Payables	End of This Month vs. End of Last Month	\$1,150,358	\$1,215,692	↓ 5.4%
COGS	This Period vs. Last Period	\$801,258	\$719,814	↑ 11.3%
Inventory	End of This Month vs. End of Last Month	\$2,555,035	\$2,397,646	↑ 6.6%
Total Pipeline Deals	Current	0		
Credit Card Balance	This Period vs. Last Period	\$10,577	\$9,215	↑ 14.8%

Income By Period Trend

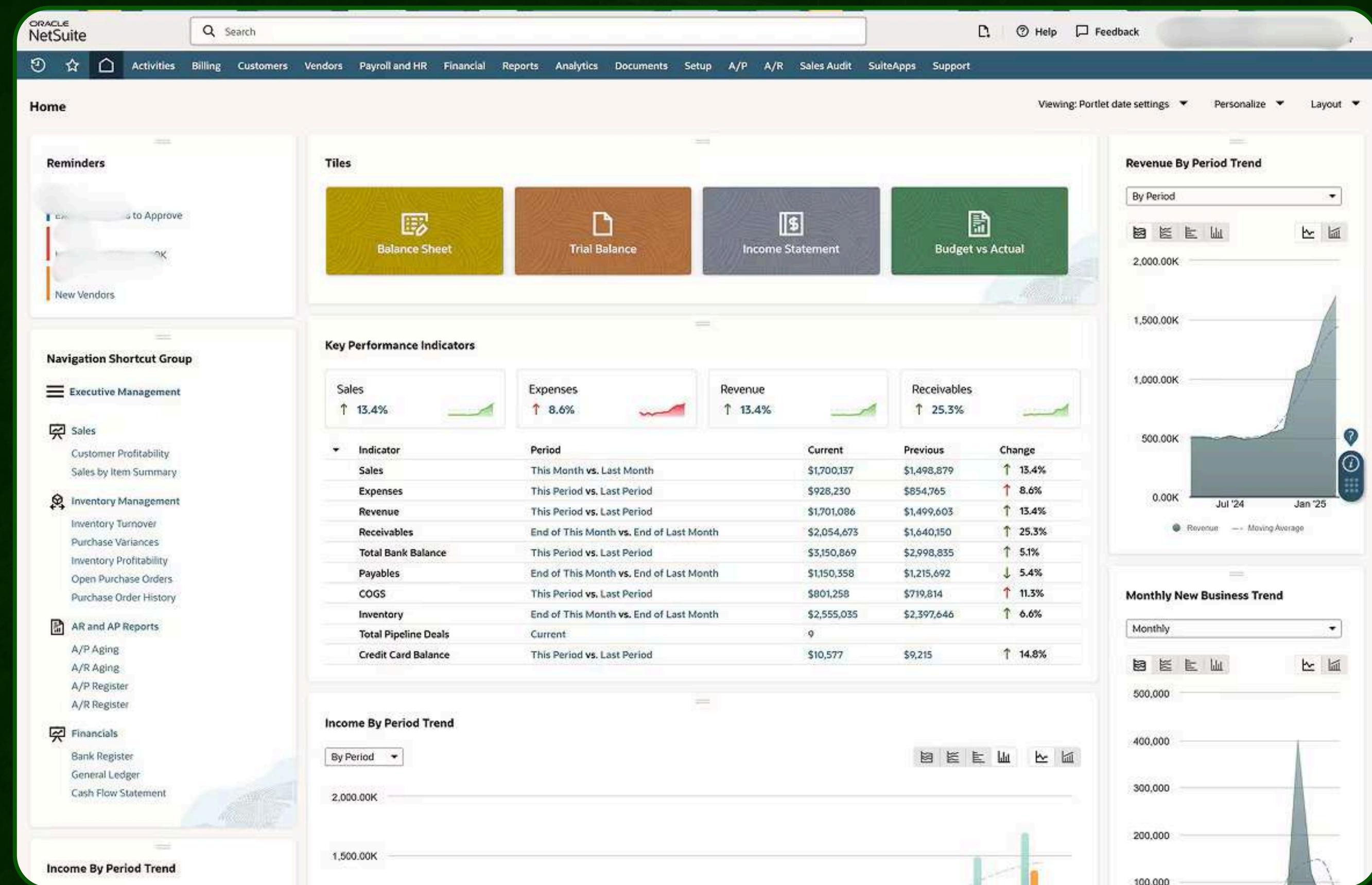
By Period ▾

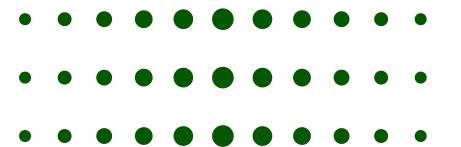
Revenue By Period Trend

By Period ▾

Monthly New Business Trend

Monthly ▾





OBJECTIVES

The client needed a partner who could:

- ✓ **Bridge communication between finance stakeholders and technical ERP teams.**
- ✓ **Configure ERP finance modules (GL, AP, AR, fixed assets, budgeting).**
- ✓ **Troubleshoot finance-specific issues during close and audit cycles.**
- ✓ **Support reporting accuracy and integration with payroll, banking, and BI tools.**
- ✓ **Provide clear process documentation and testing support.**

ACCOUNTING SOFTWARE

The screenshot displays a comprehensive accounting software interface, likely NetSuite, with a dark-themed design. The top navigation bar includes links for Home, Activities, Billing, Customers, Windows, Payroll/HR, Financial, Reports, Analytics, Documents, Total, Payments, Fixed Assets, A/P, A/R, Subscriptions, and Support. The main dashboard features several key components:

- Reminders:** A list of 5 items including 'External Report to be Approved', 'Journal to be approved by you', and '28 bills to pay'.
- Tiles:** Four large cards: 'Balance Sheet' (yellow), 'Create IR' (green), 'Financials - Statement' (orange), and 'Income Statement' (dark grey).
- Key Performance Indicators:** A grid showing Payables (5.4%), Sales (13.4%), Expenses (6.6%), and Total Bank Balance (5.2%). Below this is a table of indicators like Inventory, Payables, Sales, Expenses, and Total Bank Balance, comparing current and previous periods.
- Financials:** A summary section with Gross Profit % (48.40%), Net Income as a % of Revenue (99.08%), EBITDA (\$1,689,166), and Bank Balance (\$3,750,889).
- KPI Meter:** A circular gauge showing 'Total Bank Balance' at \$3.2M.
- A/R Aging - Graph:** A bar chart showing Aging by Period: 0-30 (blue), 31-60 (orange), 61-90 (green), and 91+ (grey).
- Navigation Shortcut Group:** A sidebar with sections for Accounts, Payables, Liens, Trans, Contracts, Transactions (Vendor Draft, Write-Off Authorizations), and Reports (A/R Aging, Open Inv, Open Inv, A/P Register, A/P Payment History).

APPROACH

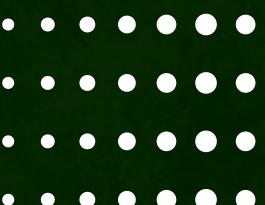
Our team engaged as the Finance Systems Analyst function, taking ownership of finance ERP configuration and process optimization. The steps included:

1. Process Discovery & Documentation

- Conducted workshops with accounting, FP&A, and compliance leads.
- Mapped current-state (“as-is”) processes and designed target-state (“to-be”) workflows.

2. ERP Finance Configuration

- Re-structured chart of accounts for better reporting clarity.
- Configured approvals, workflows, and reporting dashboards in ERP (NetSuite focus).
- Automated recurring journal entries, reconciliations, and intercompany flows.



FINANCIAL MANAGEMENT

The screenshot displays the NetSuite Home page, a financial management dashboard. The top navigation bar includes links for Activities, Billing, Customers, Vendors, Payroll and HR, Financial, Reports, Analytics, Documents, Setup, A/P, A/R, Sales Order, Purchase Order, and Support. The main content area is divided into several sections:

- Reminders:** Lists 3 Expense Reports to Approve, 1 Revenue & Billings > 100K, and 2 New Invoices.
- Tiles:** Four cards: Balance Sheet (yellow), Trial Balance (orange), Income Statement (grey), and Budget vs Actual (green).
- Key Performance Indicators:** Sales (↑ 15.4%), Expenses (↓ 8.8%), Revenue (↑ 15.4%), and Receivables (↑ 25.3%). Below this is a table of indicators with their periods, current values, previous values, and percentage changes.

Indicator	Period	Current	Previous	Change
Sales	This Month vs. Last Month	\$1,200,000	\$1,000,000	↑ 15.4%
Expenses	This Period vs. Last Period	\$120,000	\$150,000	↓ 8.8%
Revenue	This Period vs. Last Period	\$1,200,000	\$1,000,000	↑ 15.4%
Receivables	End of This Month vs. End of Last Month	\$2,000,000	\$1,600,000	↑ 25.3%
Total Bank Balance	This Period vs. Last Period	\$1,000,000	\$800,000	↑ 15.4%
Payables	End of This Month vs. End of Last Month	\$1,000,000	\$800,000	↑ 15.4%
ODDS	This Period vs. Last Period	\$100,000	\$100,000	0.0%
Inventory	End of This Month vs. End of Last Month	\$1,000,000	\$800,000	↑ 15.4%
Total Pipeline Deals	Current	0	0	0.0%
Credit Card Balance	This Period vs. Last Period	\$10,000	\$8,000	↑ 15.4%

- Income By Period Trend:** A line chart showing income trends over time.
- Revenue By Period Trend:** A line chart showing revenue trends over time.
- Monthly New Business Trend:** A line chart showing new business trends over time.

APPROACH

3. ERP Finance Configuration

- Re-structured chart of accounts for better reporting clarity.
- Configured approvals, workflows, and reporting dashboards in ERP (NetSuite focus).
- Automated recurring journal entries, reconciliations, and intercompany flows.

4. Testing & Validation

- Designed finance-specific test cases.
- Executed QA and UAT cycles with finance stakeholders.
- Documented traceability of all changes.

5. Operational Support

- Supported finance teams during month-end close and external audits.
- Proactively troubleshoot ERP issues and proposed long-term fixes.
- Coordinated with vendors for payroll and banking integrations.

GLOBAL BUSINESS MANAGEMENT

The screenshot displays the NetSuite Home page with a dark-themed interface. The top navigation bar includes links for Home, Search, Help, and Logout. The main content area is organized into several sections:

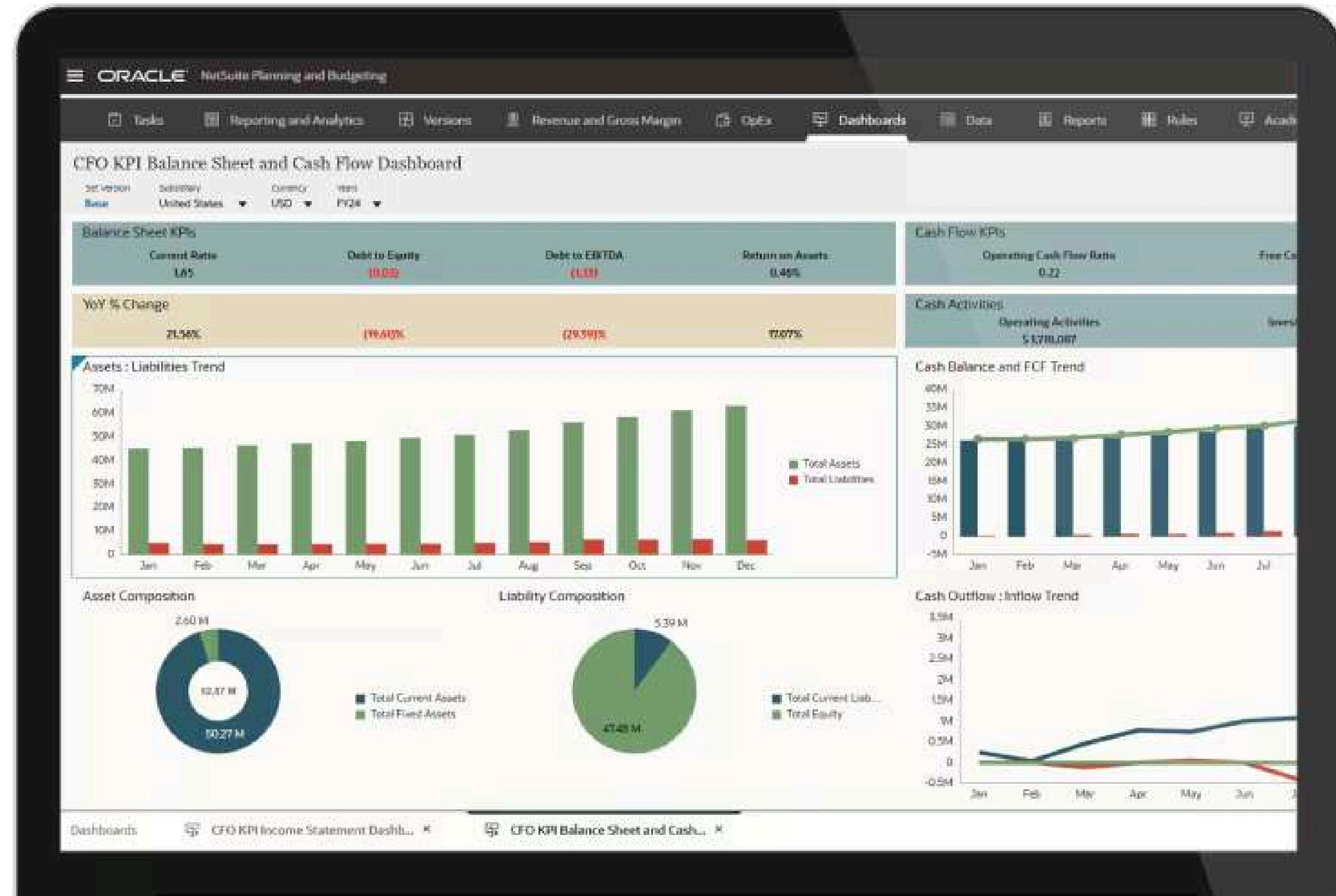
- Reminders:** A list of 10 items including "Purchase Orders to Approve", "Items to Receive", "Bills to Pay", "Payments to Process", "Allocations to Review", "Pending Actions", "Vendor Credits to Apply", and "Purchase Requisitions to Approve".
- Subsidiary Navigator:** A tree diagram showing the structure of Subsidiaries, with "North America" as the root node, which further branches into "US", "Canada", "Mexico", "EU", and "APAC".
- KPI Meter:** A green gauge meter showing a value of **\$1.1M** for Revenue.
- KPI Meter:** A green gauge meter showing a value of **\$213.8K** for Expenses.
- Key Performance Indicators:** A table showing various financial metrics with their current values and changes. The table includes:

Indicator	Period	Current	Previous	Change
Sales	This Period vs Last Period	\$10.5M	\$10.3M	+ 2.0%
Expenses	This Period vs Last Period	\$2.1M	\$2.0M	+ 5.0%
Total Bank Balance	This Period vs Last Period	\$10.5M	\$10.3M	+ 2.0%
Payables	This Period vs Last Period	\$1.1M	\$1.0M	+ 10.0%
- Sales By Period Trend:** A bar chart showing sales volume over time, with a total value of **1,000,000**.
- Income By Period Trend:** A bar chart showing income over time, with a total value of **1,000,000**.
- Comparative Sales:** A chart comparing sales for "This Period vs Last Period" across four categories.
- Navigation Shortcut Group:** A group of links including "Currency", "Subsidiaries", "Central Resources", "Transactions", "Dashboards", "Import/Export", "Journal Entries", "Avalara", and "Reports".

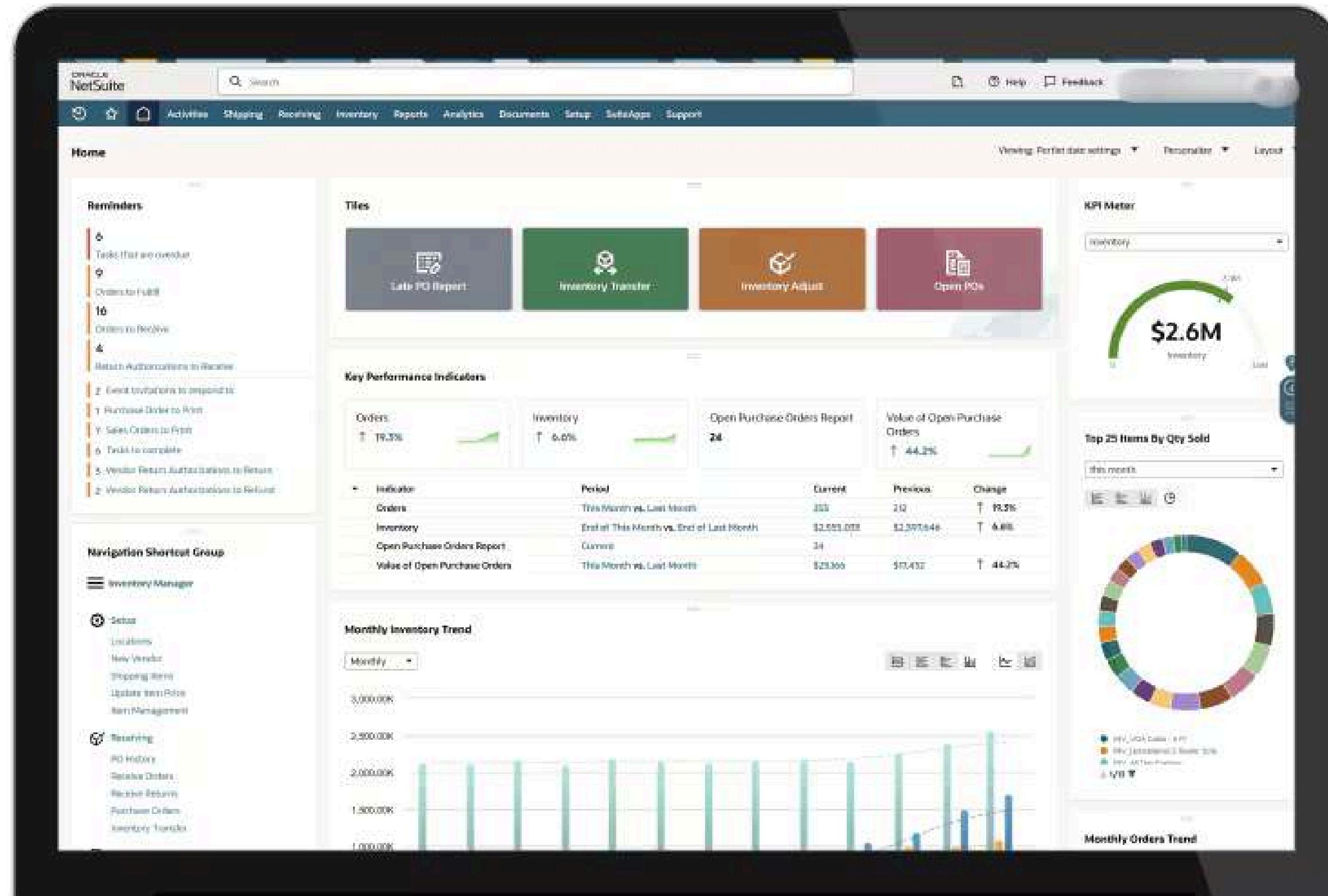
RESULTS

- 01** 30% faster month-end close through workflow automation.
- 02** Improved audit readiness with clear process documentation and ERP controls.
- 03** Increased reporting accuracy with better chart of accounts and real-time dashboards.
- 04** Higher finance team efficiency by eliminating manual steps in AP, AR, and fixed assets processes.
- 05** Scalable ERP foundation aligned with GAAP and compliance requirements.

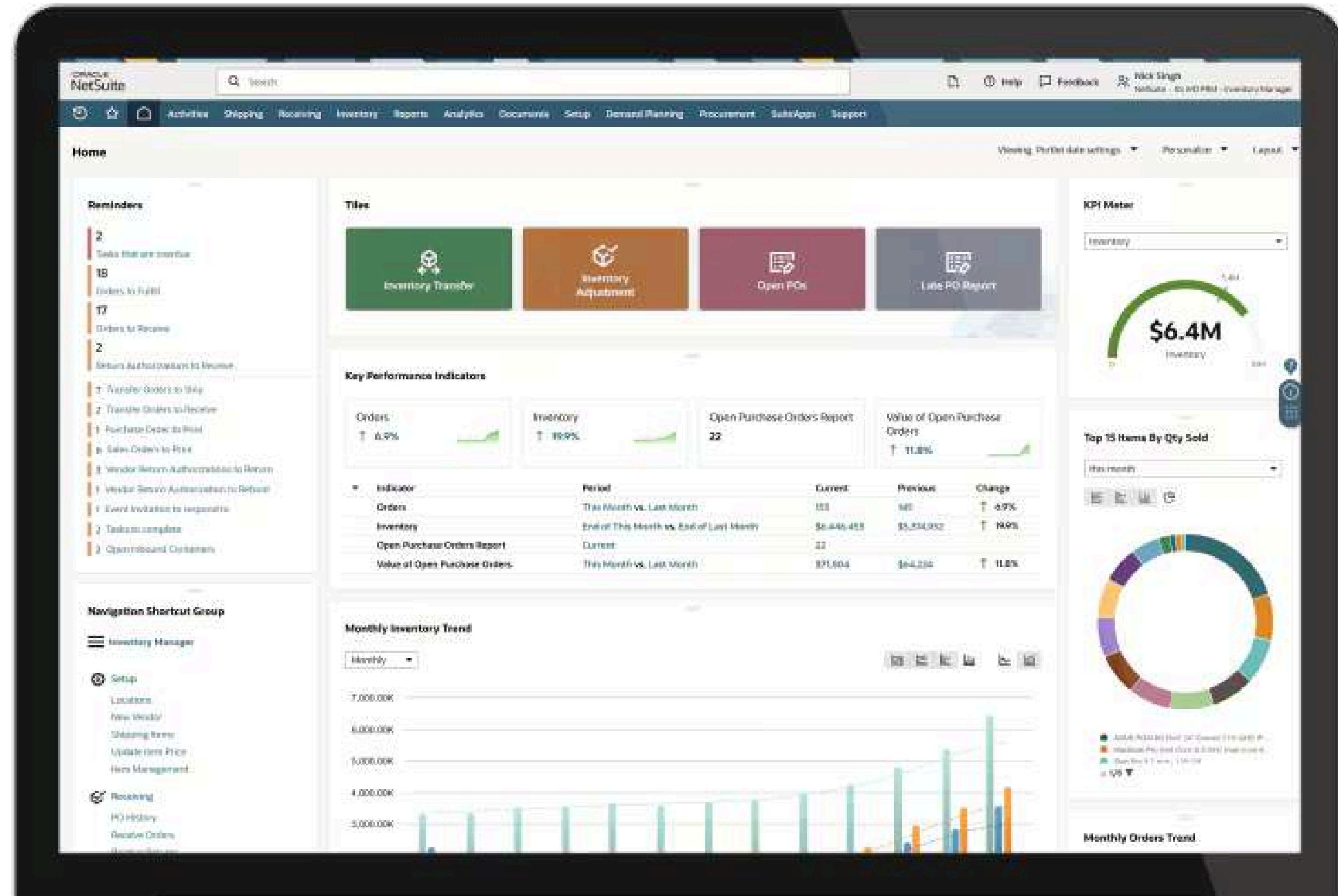
GLOBAL BUSINESS MANAGEMENT



INVENTORY MANAGEMENT



ORDER MANAGEMENT



The screenshot displays the NetSuite Order Management dashboard, featuring a dark-themed interface with various data visualizations and navigation elements.

Reminders:

- 2 Sales Returns Pending
- 18 Orders In Transit
- 17 Orders To Review
- 2 Return Authorizations Pending
- 1 Transfer Orders To Ship
- 2 Transfer Orders To Receive
- 1 Purchase Order To Final
- 1 Sales Order To Print
- 1 Vendor Return Authorizations Pending
- 1 Vendor Service Authorization To Review
- 1 Event Invitations To Organize
- 2 Tasks To Complete
- 2 Open/Unbound Documents

Tiles:

- Inventory Transfer
- Inventory Adjustment
- Open POs
- Late PO Report

Key Performance Indicators:

Indicator	Period	Current	Previous	Change
Orders	This Month vs. Last Month	123	120	+2.5%
Inventory	End of This Month vs. End of Last Month	\$1,000,455	\$9,994,000	+1.49%
Open Purchase Orders Report	Current	22		
Value of Open Purchase Orders	This Month vs. Last Month	\$71,004	\$64,230	+10.8%

Inventory KPI Meter:

Inventory: **\$6.4M**

Top 10 Items By Qty Sold:

Item	Quantity
Item A	1000
Item B	800
Item C	700
Item D	600
Item E	500
Item F	400
Item G	300
Item H	200
Item I	100
Item J	50

Monthly Inventory Trend:

Monthly

7,000,000
6,000,000
5,000,000
4,000,000
3,000,000

Inventory Trend chart showing monthly inventory levels over time.

Monthly Orders Trend:

Monthly

10,000
8,000
6,000
4,000
2,000
0

Orders Trend chart showing monthly order volume over time.

Navigation Shortcut Group:

- Inventory Manager
- Setup
 - Locations
 - New Vendor
 - Shipping Items
 - Update Item Price
 - Item Management
- Receiving
 - PO History
 - Receive Orders
 - Receive Items

SUPPLY CHAIN MANAGEMENT

Supply Chain Snapshot

Inventory Information

Item Name/Number	Location	Production Method	Planned Production	Actual Production	Planned Delivery Date	Actual Delivery Date	Notes
100-1001	WIP	Standard	04/01/2025	04/01/2025	04/01/2025	04/01/2025	None

Supply Chain Snapshot

Current Supply On Demand Details

All	Unassigned	Allocated
100-1001	100-1001	100-1001

Transaction ID	Item Name	Transaction Date	Source Transaction	Supply Qty	Demanded Qty	Inventory Pmt	Transaction Type	Current Status	Effective Supply	Allocated Supply
100-1001	100-1001	2025-03-31 00:00:00	Inventory	50	100	100	LOC_AV	Inventory Quantity Available	100	100
100-1002	100-1002	2025-03-31 00:00:00	Planned Order	1	1	1	WIP_WIP	Work Order In Process	1	1
100-1003	100-1003	2025-03-31 00:00:00	Planned Order	10	10	10	WIP_WIP	Work Order Planned	10	10
100-1004	100-1004	2025-03-31 00:00:00	Transaction	1	1	1	WIP_WIP	Work Order Released	1	1
100-1005	100-1005	2025-03-31 00:00:00	Planned Order	1	1	1	WIP_WIP	Work Order Planned	1	1
100-1006	100-1006	2025-03-31 00:00:00	Planned Order	1	1	1	WIP_WIP	Work Order In Process	1	1
100-1007	100-1007	2025-03-31 00:00:00	Planned Order	10	10	10	WIP_WIP	Work Order Released	10	10
100-1008	100-1008	2025-03-31 00:00:00	Planned Order	10	10	10	WIP_WIP	Work Order Released	10	10
100-1009	100-1009	2025-03-31 00:00:00	Planned Order	10	10	10	WIP_WIP	Work Order Released	10	10
100-1010	100-1010	2025-04-01 00:00:00	Transaction	1	1	1	SO_WIP	Sales Order Pending Fulfillment	1	1
100-1011	100-1011	2025-04-01 00:00:00	Transaction	1	1	1	SO_WIP	Sales Order Pending Fulfillment	1	1
100-1012	100-1012	2025-04-01 00:00:00	Planned Order	10	10	10	SO_WIP	Sales Order Pending Fulfillment	10	10

WAREHOUSE MANAGEMENT

ORACLE NetSuite

Activities Shipping Receiving Inventory Reports Analytics Documents Setup SuiteApp Support

Home

Reminders

- 18 Orders to Ship
- 12 Orders to Pack
- 9 Returns to Ship
- 17 Orders to Review
- 7 Transfer Orders to Ship
- 3 Transfer Orders to Receive
- 3 Return Authorizations to Receive
- 1 Vendor Return Authorizations to Return
- 6 Sales Orders to Print
- 1 Item to Order
- 1 Sales to complete
- 1 Guest invitation to respond to

Tiles

- Inventory Transfer
- Transfer Order
- Fulfill Order
- Return Order

Key Performance Indicators

- Orders: T 6.9%
- Inventory: T 19.9%
- Number of Fulfillments: T 9.2%
- Late Shipped Orders: 19

Indicator	Period	Current	Previous	Change
Orders	This Month vs. Last Month	100	100	0.0%
Inventory	End of This Month vs. End of Last Month	54,446,032	52,374,912	T 3.9%
Number of Fulfillments	This Month vs. Last Month	100	100	T 9.2%
Number of Customer Returns	This Month vs. Last Month	10	10	0.0%
Late Shipped Orders	Current	19		

KPIMeter

Number of Fulfillments: 154

Top 15 Items By Qty Sold

Monthly Inventory Trend

Monthly Orders Trend

PROCUREMENT

NetSuite

Activities Shipping Accounting Inventory Reports Analytics Documents Setup SubApps Support

Home

Reminders

- 4 Purchase Orders to Approve
- 8 Vendor Late Purchase Orders
- 6 Tasks to complete
- 1 Purchase Order to Print
- 2 New Vendors

Tiles

- Open PO Report
- Open POs
- Vendor List
- New PO

Key Performance Indicators

Indicator	Period	Current	Previous	Change
Inventory	End of This Month vs. End of Last Month	\$2,556,000	\$2,557,400	↓ 4.00
Total Purchase Orders Count	This Month vs. Last Month	111	103	↑ 8.6%
Total Purchase Orders Value	This Month vs. Last Month	\$846,500	\$839,000	↑ 3.3%
Vendor Late Purchase Orders	Current	0		

Navigation Shortcut Group

- Purchasing
- Lists
- Items
- Tasks
- Vendors
- Contracts
- Process to Pay
- Reports
- Open POs
- P/O Register
- Purchased by Vendor

Vendor

Value of Total Purchase Orders	Total Purchase Orders	Value of Open Purchase Orders	Total of Open Purchase Orders
\$489,000	100	\$5,022	5

Indicator	Today	This Week to Date	This Month to Date	Last Month to Date	This Fiscal Quarter to Date	Last Fiscal Quarter to Date	This Fiscal Year to Date	Last Fiscal Year to Date
A/P Balance	\$1,548,842	\$1,548,842	\$1,548,842	\$1,548,842	\$1,548,842	\$1,548,842	\$1,548,842	\$1,548,842

Monthly Inventory Trend

Month	Value of Total Purchase Orders	Total
January	\$4,097	\$6,097
February	\$4,660,007	\$4,660,007
March	\$420,001	\$470,002
April	\$402,344	\$472,344
May	\$4,072,570	\$4,072,570

KPI Meter

Total Purchase Orders Count

177

Total Purchase Orders Count

Top 5 Items By Purchases

Month

Item A: 30%
Item B: 20%
Item C: 20%
Item D: 15%
Item E: 15%

Monthly Purchases Trend