

# Corporate Profile

**dwr**

Business Performance. Amplified

**ORACLE®**  
**NETSUITE**

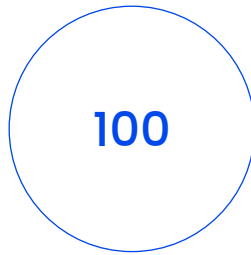
HIGHEST GROWTH  
PARTNER - ANZ  
2019 ★★★★★

# Why NetSuite

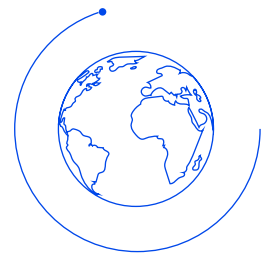




Organisations



Countries



The world's best-known brands

With 20,000 organisations and subsidiaries running NetSuite across more than 100 countries, some of the world's best-known brands trust NetSuite to take their financial and operational processes to the cloud.

Organisations that run NetSuite:

- Free themselves from expensive and disruptive upgrades.
- Deploy across divisions and subsidiaries with unprecedented speed and efficiency.
- Transform their IT operations—reducing cost and driving business results.
- Gain ERP that is flexible and changes with the needs of the business.



## Transformational benefits with NetSuite

NetSuite delivers transformational benefits for thousands of organisations across different industries, regions and stages of growth, whether they are large enterprises or rapidly growing small and medium-sized businesses. NetSuite does this by slashing total cost of ownership (TCO), accelerating deployment and providing instant visibility through to rapid ERP standardisation.



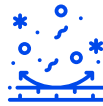
## Reaches across the business

Maximising the ROI on ERP means extending functionality beyond automating back-office operations. NetSuite automates all elements of the business from core ERP to customer relationship management (CRM), professional services automation (PSA), Human Capital Management (HCM) and ecommerce. The result is streamlined order management and procurement processes, cross functional reporting and elimination of business silos.



## Designed for a modern company

Cloud-based, mobile-enabled and social, NetSuite frees the modern business from antiquated PC-based, server based systems locked behind the firewall. At its core, NetSuite provides a dynamic, easy-to-use platform designed for all users across your your business that can be accessed via any web enabled device, 24/7, 365 days a year.



## Flexibility built-in

As your business changes, you can change your business system. Scale up, spin off, adopt new business models... NetSuite's flexibility lets you do it all, quickly and easily. Version-lock is a thing of the past. With every NetSuite upgrade, your configurations and customisation migrate seamlessly. NetSuite's SuiteCloud platform supports complete application customisation and an average end user can configure and customise NetSuite to their specific business needs.



## Business intelligence for all

Real-time analytics is standard in NetSuite. Users know what they should be doing and how they're helping the business with easily accessible reports and key performance indicators. Vital business data including real-time reporting and analysis is analysed and displayed on clear, easy to read dashboards.

## Commerce-Ready ERP

Regardless of your industry, consumer behaviour is rapidly changing. The good news is, with NetSuite, your core business system now becomes your customer-facing commerce system with a customisable, customer-specific, pixel perfect experience. Featuring an advanced webstore that allows the creation of uniquely branded and personalised shopping experiences optimised for multiple devices, NetSuite empowers businesses to run across any touchpoint — web, brick-and-mortar stores, social and mobile.

**NetSuite works in  
any business**



NetSuite provides functionality “out-of-the-box” to meet and adapt to a variety of industry requirements. Whether for global software companies with advanced revenue recognition needs, (such as Aussie success story Atlassian), manufacturers or wholesale distributors with multi-site inventory and production, professional services organisations with disparate resources and complex client billing, or a retail business with multiple channels, NetSuite is the only cloud ERP system with the depth, breadth and flexibility to meet your needs. The functionality to support your particular business and industry has been built into the core product from the ground up, not a bolt-on afterthought.

Developed from experience working with thousands of companies in a variety of industries, this industry-specific software solution helps you get up and running faster with the capabilities of a comprehensive cloud computing business management suite—including CRM, accounting, ERP, PSA, ecommerce and order management—while also addressing your own specific challenges.

Whether you're in Wholesale Distribution, Services, Manufacturing, Nonprofit, Retail, Software, Media or Publishing, NetSuite offers the widest array of solutions to manage your entire business, all in one suite.

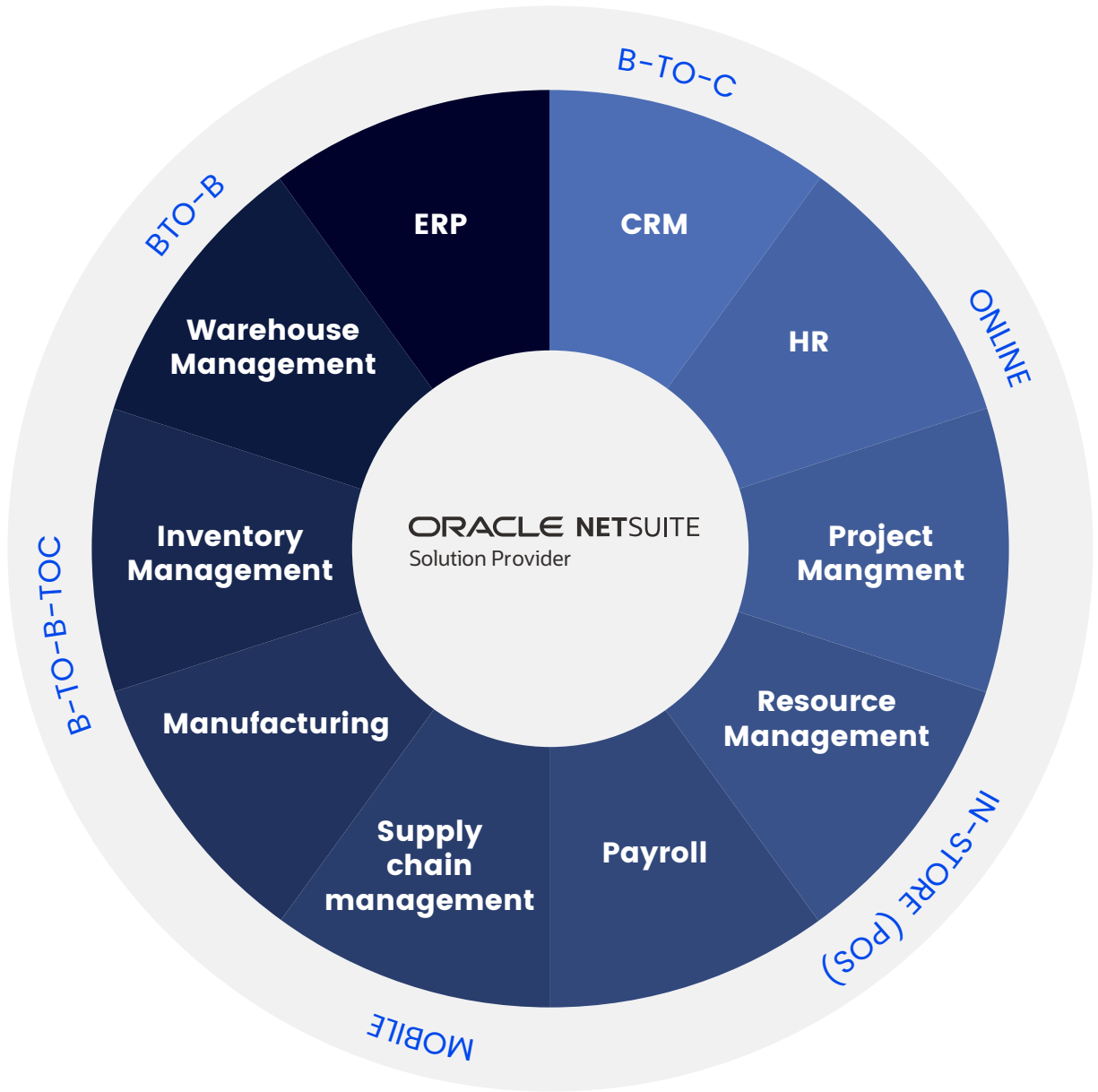
**“No one at Atlassian has to maintain NetSuite... and it has allowed us to build a stable and reliable financial platform to support the company through its dramatic growth.”**

Atlassian

# **The world's #1 Cloud Business Management Suite**

NetSuite ERP takes your business beyond traditional accounting software, streamlining back-office processes and providing you with the visibility you need to make better, faster decisions.





# Key NetSuite Features

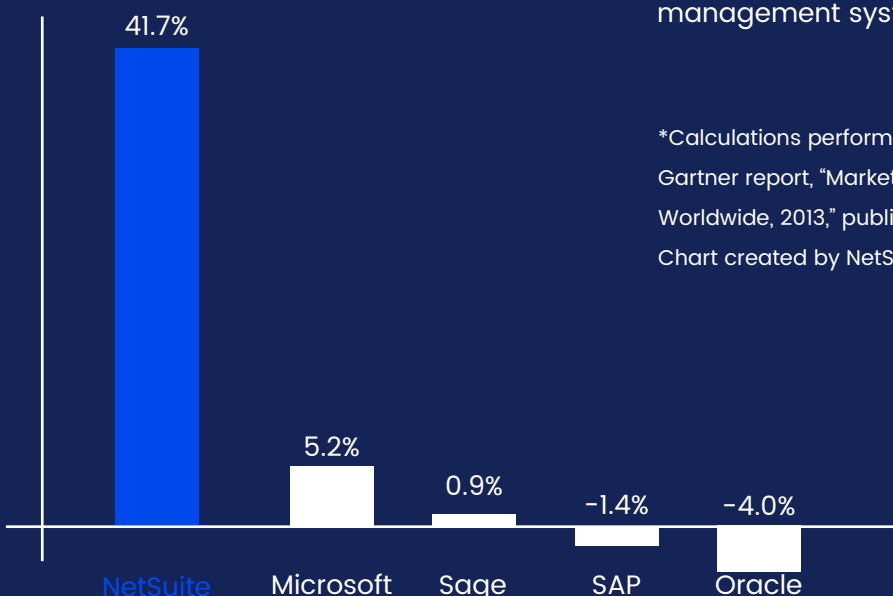
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NetSuite provides Financial, CRM, ERP, ecommerce, HCM and Professional Services Automation management for all organisations from fast-growing SME's to large, multi-national organisations. Additionally, each component of NetSuite is modular, enabling it to be deployed and integrated with existing investments as required. NetSuite provides complete multi-subsidiary management and support for Australian accounting regulations.

- NetSuite provides complete **financial management**, including invoicing and sophisticated revenue recognition management. NetSuite accelerates financial processes with real-time multi-currency consolidation and real-time roll-up across orders, accounts receivable, accounts payable, payroll, inventory, billing, invoicing and order fulfilment, from local in-country operations to regional offices. NetSuite also provides sophisticated financial and statutory reporting for external stakeholders.
- NetSuite's optimised **order management and fulfilment process** drives the order process from quote to eventual fulfilment. Sophisticated multi-location manufacturing, inventory management and fulfilment ensure continually efficient operations.
- NetSuite streamlines **procurement** with a complete procure-to-pay process comprising workflow management, approvals, vendor self-service and payment.
- NetSuite **business intelligence** gives corporate, division and subsidiary stakeholders a true real-time view into every level of the business.
- NetSuite professional services automation (PSA), which includes Project Management, Resource Management, Project Accounting, Timesheet & Expense Management and Analytics, provides powerful tools to help you manage your projects, resources and finances.



Research calculations show NetSuite as the fastest growing out of the top 10 financial management systems globally.\*

\*Calculations performed by NetSuite with data from Gartner report, "Market Share: All Software Markets, Worldwide, 2013," published on March 28, 2014.

Chart created by NetSuite based on Gartner research.

Market Share Growth Rate

# NetSuite delivers a broad functional footprint



## Customer Relationship Management (CRM)

NetSuite allows enterprises to automate the opportunity-to-cash process and manage CRM activities across divisions and subsidiaries. It provides global visibility into and management of every aspect of CRM, including marketing campaigns, sales opportunities, forecasts, customer service, partner management and more.



## Services – Jobs, Projects and 'Servitisation' of Products

Servitisation involves developing bespoke services and processes in combination with traditional sales channels and implementations. If you sell or deliver services of any type (be they project based, scheduled or ad hoc!) NetSuite helps you accurately plan, track and evaluate jobs or projects. It increases visibility into your organisation, improves resource allocation, streamlines invoicing and billing, elevates on-time project delivery and drives profitability.



## Order Fulfilment

NetSuite fast-tracks your order-to-cash process by eliminating manual bottlenecks and trip-points. The workflows available in NetSuite allow you to establish a smooth transition from sales quote to approved order > successful order to fulfilment > timely invoicing to payment. NetSuite's order management and billing capabilities integrate your sales, finance and fulfilment teams. NetSuite improves accuracy of quotes and estimates, eliminates billing errors, strengthens revenue recognition processes and drives fulfilment accuracy and efficiency.



## Supply Chain and Inventory Control

Supply chain management software offers a complete set of inventory management, manufacturing and purchasing capabilities that helps move inventory to the right place, at the right time, at the right cost. Gain an in-depth, real-time view into key supplier, inventory and shop floor performance indicators. Self-service (portal) capabilities for partners, vendors and customers improve collaboration throughout the entire supply chain. With NetSuite, you'll be able to better manage inventory levels and costs, increase customer engagement and improve customer satisfaction.



## Manufacturing

NetSuite is a complete solution for manufacturing organisations that require inventory management with dynamic replenishment, production planning, warehouse management, financial accounting and costing, customer and partner relationship management and ecommerce. Whether you're a true manufacturer, an assemble-to-order business or a distributor with manufacturing requirements, NetSuite lets you manage your entire business with one integrated cloud-based suite, delivered on demand over the Internet. It provides the essential visibility and control of key processes that manufacturers need to effectively compete in the market.



## Multi-Channel Commerce

NetSuite enables retailers, manufacturers and distributors to seamlessly connect every step of a multichannel, multi-location business—from ecommerce, POS and order management to merchandising, marketing, inventory, financials and customer support. Featuring an advanced webstore that allows the creation of uniquely branded and personalised shopping experiences optimised for multiple devices, NetSuite empowers businesses to run across multiple touchpoints—web, brick-and-mortar stores, social, mobile—all from a single, unified cloud-based commerce platform that provides unprecedented visibility into your business and customers.



## Financials

NetSuite's financial management solution is used by thousands of organisations throughout the world to manage their accounting needs. This powerful software accelerates your financial close, provides strong expense management, offers streamlined and auditable revenue management and ensures complete real-time visibility into the financial performance of the business. NetSuite financial management seamlessly integrates with order management, inventory, payroll, CRM and ecommerce functions to streamline critical business processes enabling everyone to work from a single source of finance, sales and customer data.

# About DWR

DWR brings visibility to your business



**dwr**

Business Performance. Amplified

## **DWR is a customer focused, Australian owned and operated company providing globally backed business management systems to improve financial performance.**

DWR offers a true end-to-end solution. We have the in-house expertise required to design, implement, customise and launch flexible business management systems in organisations with 5 to 500 staff.

We seamlessly integrate your new solution into your existing IT infrastructure.

Unlike a pure management consultancy, DWR has the hands-on experience and project management skills as well the technological know-how to design and implement your solution.

Our professional services team ensure that the return on your investment in your solution is maximized with minimum risk. We employ fully qualified and certified staff with many years intensive experience. Using proven implementation methodology our consultants establish exactly how your business requirements can best be met before installing and configuring your solution.

### **The cloud is the future – here are the facts!**

One of the world's leading research firms, Gartner says cloud based systems will make up 33 per cent of the overall office systems market by 2018. At the start of 2014 they estimated that there were 50 million businesses in 'the cloud' which represented only 8 percent of office system users. This data excluded China and India. Gartner predict a major shift toward cloud based systems will commence in 2016 and will reach 33 percent penetration by the end of 2017. The reason cloud based platforms such as NetSuite are generating such momentum is because they deliver so many efficiencies which, in turn, makes them a very affordable option.

Application consultants, business analysts, project managers, technology consultants, trainers and integration specialists are all available to work with your own staff to ensure it works right, first time and continues to meet your expectations.

**A lot of consultants talk a big game when it comes to collaboration and partnership but in DWR you really do gain a reliable partner who provides competent, comprehensive support throughout each stage of your project, ensuring every project is a success.**

From the certainty of fixed-price and fixed-time implementation of solutions bespoke to your organisations processes, through to continuing local support by a single point of contact, DWR provide our customers with complete confidence from project conception onwards.

We encourage you to speak directly with any of the clients mentioned on our website who will attest to the great business relationships we forge.

- Access the system anywhere, any time on any web-enabled device
- Regular, universal upgrades that happen automatically so all users benefit
- 99.9% uptime ensuring almost zero downtime
- World class data security (many government departments and banks use the cloud)
- No need to maintain or update costly hardware

# The 5 pillars of a DWR solution

We are proud to be partner of NetSuite in Australia. NetSuite is the world's fastest growing business system that manages all business processes from marketing to after sales service ... and every touch point in between!

We've chosen to partner with this powerful platform because it addresses the five core pillars that are critical to the success of any modern business.

DWR identified these 'pillars' over years of working with a diverse range of clients and we searched high and low for a platform that would support these pillars and NetSuite was the clear winner.



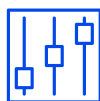
Consistency



Visibility



Efficiency



Control



Future-proof





**Consistency** – Great processes managed by great systems deliver great results.

Accurate, clean and relevant data is the lifeblood of every business. Reliable information that's delivered in a timely and consistent manner allows you to make decisions with confidence. Conversely, double handled, inaccurate, unclear and unreliable data is a recipe for disaster.

NetSuite allows

you to create your own "best practice" standards across every part of the business and enforce workflows that all users must follow. The beauty of NetSuite is that if any procedures need to be tweaked at any time, the flexibility and configurability of the system accommodates change with ease.



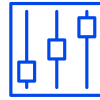
**Visibility** – NetSuite puts you back in the driver's seat!

If you're running unintegrated systems you probably have multiple databases and a lot of data 'massaging' which makes reporting a nightmare. Most companies simply give up trying to consolidate data because of the time it takes to source, extract and analyse. Because NetSuite has an up-to-the-minute reporting engine, you have unprecedented visibility of what's happening across your entire business. NetSuite eradicates the need to run separate systems for accounting, payroll, marketing, production, distribution and sales. You don't have to wait for the end of week, end of month or end of the financial year to get an accurate picture of P&L, production levels, sales figures etc. Plus it integrates with a multitude of third party systems if additional information needs to flow into or out of the platform.



**Efficiency** – Everyone working from "one source of truth".

Only when all areas of the business are aligned can you minimise your cost base and maximise profitability. A truly automated business platform that takes care invoice generation, accounts payable, shipping and sales reconciliation allows you to keep headcount down or re-deploy staff to higher value activities. Automation also improves cashflow to help your businesses innovate and grow. Companies can also up-sell and cross-sell more efficiently to their existing customer base because of the improved efficiencies.



**Control** – working smarter, not harder.

When a business is growing it's important that every employee is performing at maximum efficiency. Activities such as order processing, invoicing, expense approvals, fulfilment and reconciliations (to name just a few!) can be time consuming and erroneous. Your employees may spend hours manually re-entering sales or order information into the accounting and invoicing system while others pull that same information from the CRM system for their order fulfilment processes and calculate sales commissions. If your employees are bogged down with manual tasks and disjointed processes it increases errors and takes time away from more important duties. Internally, it can affect morale and externally it can damage your reputation. NetSuite allows you to wrest control back from disparate systems and poor procedures.



**Future-proofing** – being in the Cloud just makes sense.

From a traditional IT perspective, a true cloud solution such as NetSuite means you never have to deal with multiple vendors again. You also never have to worry about version obsolescence because updates are automatic and seamless and you will always be using the current version. And you can also save significant operating costs on maintaining and upgrading your servers because data is stored on the NetSuite platform. From a business performance perspective, the scalability of an integrated cloud-based system means physical expansion to new locations and incorporating new channels or verticals can be accomplished a lot faster because of unified order and accounting management processes. And your team can access the system from any web enabled device, anywhere in the world and at any time which allows flexibility but also ensures accountability.

## **Our Guarantee**

By undertaking a dedicated collaborative discovery and documentation approach to solving your business challenges, DWR can guarantee the budget, timeline and outcomes for your investment. We achieve this through providing a dedicated process which details the requirements, design and testing to reach the desired outcome.

“Partnering with dwr has completely transformed our business. the level of attention and interaction we have had is unprecedented in my experience with dealing with suppliers of any description over many years of business. I recommend dwr without hesitation to any business that want to remove inefficiencies from their workflows and really drive their business forward. ”

Aaron Mitchell,  
Bajarack Australia CEO



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