**NET**SUITE
ONE SYSTEM. NO LIMITS.

# NetSuite OneWorld

## The NetSuite OneWorld Advantage:

**For Accounting:**
- Easily consolidate financial data across companies
- Significantly reduce time to close
- Local entity and inter-entity reporting
- US and International tax support in a single account
- Drill-down to transactions within each company

**For Compliance:**
- Supports tight internal controls and easy-to-follow audit trails
- Fully compliant and auditable close processes

**For Sales Management:**
- 360° view of your multi-company customers
- Centralized CRM for  multi-company sales organizations
- Multi-currency sales management
- Separate company support and visibility for quotas and forecasts
- Calculation and visibility of commissions across entities
- Global team selling across subsidiaries
- Multi-company management of:
    - Billing and invoicing
    - Quotas
    - Forecasts
    - Commissions
    - Leads
    - Sales
    - Payroll
- Cross-company PRM
- Multi-company campaign management

**For Support and Service:**
- Cross-company support and service oversight
- Multi-channel support across regions
- Cross-company visibility to cases and issues
- Automated case routing to the closest support center
- Ability to track customer satisfaction in each company

## One System for Multi-Company Business Management

**NetSuite OneWorld** enables multi-company business management in real-time. NetSuite OneWorld is an optional module of NetSuite that manages the financial consolidation required of separate companies with multiple charts of account, multi-entity marketing and customer support, the management of disparate sales teams and selling partners, and ability for rolled-up multi-company reporting and business intelligence requirements in real-time. OneWorld allows drill-down to all levels in the underlying businesses — to the item level, the customer, record or to an individual transaction. Only with NetSuite OneWorld can you see consolidated information across all your companies AND the very specific data you are interested in within each.

**Real-time Management for Multi-Company Businesses**
Unlike other products that only allow you to see consolidation only at the level of general ledgers, NetSuite OneWorld provides complete visibility into all areas of each business. NetSuite OneWorld supports regions, subsidiaries, and separate legal entities with the same parent company with sophisticated accounting/ERP, sales, marketing, support and ecommerce in real time. It provides the ability to manage multiple companies (legal entities), with potentially different currencies, taxation rules, and reporting requirements, within a single NetSuite account.

NetSuite OneWorld is the first software application to automate all the financial aspects of selling, such as quotas, forecasts, sales, returns, commissions, and rollbacks and, combined with all other accounting activity, successfully consolidate multiple charts of account — allowing you real-time visibility and the ability to close your books at the period's end more quickly — even with different currencies and taxation rules.

***It is designed for:***
- Discrete companies with hierarchical reporting structure to a parent corporation
- Companies that cross borders
- Companies with multiple subsidiaries
- Complex environments that include some or all of these

**Real-Time Financial Consolidation**
NetSuite OneWorld provides corporate headquarters or a parent company with real-time roll-up of costs, revenue, and commissions for all the companies under its jurisdiction. You can populate a single chart of accounts across subsidiaries or companies, or use separate charts of account for each. And NetSuite One allows posting between companies through intercompany allocations or journals when needed.

NetSuite OneWorld automatically calculates the Cumulative Translation Adjustment (CTA) that results from using different consolidation rates such as average for P&L transactions and month-end or historical for balance sheet transactions. The consolidation rate type used is set at the account level. OneWorld users can go back to any historical period and see all of the detail related to CTA and consolidation entries.

**Find out more: contact NetSuite, Inc. at 1-877 NETSUITE or visit www.netsuite.com**

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**Close Your Books Faster — Across Different Companies**
NetSuite OneWorld helps you close your books faster — with greater accuracy. It supports cross-company management of accounts receivable, accounts payable, payroll, billing, invoicing, etc., as well as all the financial aspects of the sales process, including quota management, forecasting, quotes and orders, order management, commissions, and sales themselves — with drill-down capabilities into the actual transaction details of the disparate companies. NetSuite OneWorld allows you to complete a daily virtual close across multiple entities. And if your business needs require it, NetSuite OneWorld supports multi-currency, multi-language management of all financial areas, and multi-currency consolidation in real-time, retaining historical rates of currency — providing a faster, accurate close across borders.

**NetSuite One for Multi-Company Business Intelligence**
NetSuite OneWorld provides multiple levels of consolidated reporting and enterprise-wide Key Performance Indicators (KPIs), displayable in real-time on dashboards. You can create KPIs to track the metrics in each individual company or across multiple companies — and see the results in real-time on your dashboard.

**Managing Multi-Company Sales Channels**
NetSuite OneWorld provides sales force and partner management automation for multi-company customer and sales team relationship management. Global sales organizations can work in teams with colleagues in other countries and with their distributed partner channel. NetSuite Team Selling enables easy tracking of multiple sales participants on customer records and sales transactions. It also allows commission calculation and payment across the sales teams.

NetSuite OneWorld provides sales executives with real-time roll up at country, region, or area level, giving them the ability to measure the accuracy of their global sales and trend forecasts over time against quotas and actual revenues. Global decision support capabilities allow all levels of sales management enhanced decision-making through the ability to measure forecast accuracy by a sales representative or manager, and by the ability to analyze forecasts by class of business, sales department, or location and compare to actual performance. Sales Key Performance Indicators (KPIs), reports, and relevant graphs and charts automatically populate the sales management dashboard for accurate, real-time information.

**Supporting a Multi-Company Partner Channel**
NetSuite OneWorld supports separate legal entities with partner relationship management (PRM) that allows selling partners to place orders that support local taxation conventions and be paid commissions in their currency, while headquarters can retain management visibility in the corporate currency.

**Extending Marketing Scope across Companies**
NetSuite OneWorld allows marketing teams to execute campaigns for each separate company and then measure the effectiveness of each campaign by the targeted company. This provides the ability to create marketing as a shared service and provides marketing professionals with the intelligence required to determine which campaign activities are best suited by company. When leads are created from marketing campaigns, OneWorld can automate the routing of those leads between companies.

**Multi-Currency Management and Forecasting**
NetSuite OneWorld supports multi-currency and multi-currency forecasting for businesses that have a company that requires currency other than dollars. It provides Finance Departments the required ability to maintain all currency exchange rates — both the local currency conversion rate and the rates used to determine roll-up into corporate currency — at the time an order is placed, or the commission payout is made, to ensure accuracy of historical sales data. NetSuite OneWorld provides automated currency rate refreshes as rates change worldwide. You can elect to "auto update" on each selected currency record, override rates if needed, or disable the service for a given currency if desired. Over 170 currencies are supported.

Multi-currency forecast roll-up is supported within and across multinational sales entities, allowing an individual sales representative to manage orders and forecast against quota in local currency, while providing management visibility rolled up in the currency for the region or headquarters — ensuring consistent global order, forecast, and commission management.

**The Business Value of NetSuite OneWorld**
NetSuite's OneWorld provides one integrated system for all global operations, combined with its support of 12 languages and 170 currencies, eases the efforts of selling in a given country, while providing the roll-up required for global visibility. NetSuite provides businesses with one system to successfully manage their global or multi-company sales and tie together direct and partner selling, support management, and long-term customer satisfaction for the international customer.

The ability to consolidate multiple charts of accounts creates a powerful advantage to enterprises with multiple separate business entities and global businesses with multiple distributed locations worldwide. NetSuite's sophisticated Web-based accounting software provides global and multi-entity financial reporting, analysis, and consolidation in a single, highly scalable on-demand business management solution.

**The SaaS Advantage**
NetSuite OneWorld provides you with the security, performance, and economical advantages of Software-as-a-Service, and the business process and decision support advantages of a single integrated suite of state-of-the-art business management solutions. NetSuite OneWorld provides anytime, anywhere access for authorized users to all your separate businesses

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