

# Solution Comparison

## NetSuite vs. Sage 100 ERP

### Top 10 NetSuite Differentiators

- 1. NetSuite fast tracks your order-to-cash process.** NetSuite integrates financials with sales, support, marketing, etc. and eliminates the data re-entry processes common with Sage 100.
- 2. NetSuite is built for growing businesses.** NetSuite is built to scale from a few users to thousands of users and customers can easily add SuiteApps as business requirements change.
- 3. NetSuite users are up and running faster.** With NetSuite, there is no complex set of modules to deploy, databases to administer, or upgrade processes to plan and manage.
- 4. NetSuite eliminates IT complexities and hassles.** NetSuite is a Web-based, on-demand service, which eliminates the cost of managing, maintaining, and upgrading business applications.
- 5. NetSuite provides a comprehensive, real-time view.** With all your data in one system, you can see exactly what's going on in your entire business with role-based dashboards and analytics.
- 6. NetSuite provided unmatched flexibility in financial management.** Unlike Sage, NetSuite provides flexible accounting periods, price books, discounting, and revenue recognition.
- 7. NetSuite provides true manufacturing and inventory support.** Only NetSuite provides a complete system for warehouse and inventory control and demand planning.
- 8. NetSuite's industry-specific capabilities speed time-to-value.** NetSuite supports the unique requirements of vertical industries with packaged features, content, and templates.
- 9. NetSuite is built to be integrated with other applications.** NetSuite's standards-based, open architecture enables greater connectivity to partners and other business software applications.
- 10. NetSuite can be fully customized.** NetSuite supports rapid configuration of processes, interfaces, roles, and reports so that each customer has a tailored business solution.

### Why Finance Teams Prefer NetSuite

#### Valuable financial planning functionality

– A key differentiator for NetSuite is its budgeting, forecasting, and modeling capabilities. Sage 100 ERP does not help a business plan and execute, make assumptions, or perform what-if analysis.

#### Order and billing management

– NetSuite's order and billing management capabilities integrate sales, finance and fulfillment teams—improving quote accuracy, eliminating billing errors, and driving fulfillment efficiency.

#### Extensive pricing and discounting support

– NetSuite fully supports organizations that have a variety of price books, schemes, and discounting strategies. NetSuite users can tailor pricing for specific markets and customer groups to maximize profits.

#### Comprehensive audit trail

– NetSuite goes beyond providing an transaction audit trail (which Sage 100 does not support), to capture all user actions and system changes. This enables regulatory compliance and lowers risk.

#### Flexible currency control

– NetSuite supports multi-currency management in all financial areas. It also supports spot and period exchange rates, automated updating of exchange rates, and roll-up of all financial areas.

#### Revenue recognition management

– NetSuite provides comprehensive support for all key revenue recognition rules, automates calculation, and provides continual revenue recognition monitoring and reporting.

#### Support for multi-entity businesses

– Only NetSuite supports multi-entity businesses and automated financial consolidation with real-time roll-up across AR, AP, payroll, inventory, billing, invoicing and order fulfillment

## Functional Gaps that Matter:

Differentiator	Sage 100 ERP Gaps
<b>Modern Web architecture</b>	– Sage 100 ERP was originally built in the 1980's and has only had updates to the interface. It was built on a proprietary flat-file database that has significant performance and usability limitations.
<b>Superior usability</b>	– Sage 100 ERP has far less functionality compared to NetSuite but it is much more difficult to use. Inputting information is cumbersome, navigation is inefficient, and the reporting capabilities are poor.
<b>Proven performance and scalability</b>	– Built on an outdated, proprietary database, Sage 100 ERP customers continually face scalability issues. The company recommends a maximum of 6 concurrent users and performance falls as the database grows.
<b>Built for multi-national organizations</b>	– Even small businesses sell to multiple countries. Sage 100 ERP is not available in a variety of languages, cannot handle foreign currency functions, and does not support local tax and accounting standards.
<b>Automates business processes</b>	– Even simple approvals are difficult to implement in Sage 100 ERP. It does not have a graphical workflow editor to automate back-office operations and drive efficiencies across the enterprise.
<b>Advanced analytics and reporting</b>	– Reporting is a critical weakness in Sage 100 ERP. Customers are unable to get an accurate view of the business with packaged reports or ad-hoc reports. The product still uses hard-coded reports from the 1980s.
<b>Automatic version upgrades</b>	– Major version upgrades have been a significant issue for Sage 100 ERP customers. Unlike NetSuite, Sage users have found that customizations and 3 <sup>rd</sup> party integrations often break with the upgrade.

## Key Questions to Ask Sage & Its Partners

1. What are the limitations imposed by the proprietary Sage 100 ERP database? How many users, transactions, and years of data can it manage without performance degradation?
2. How is transactional data updated in Sage 100 ERP? Is it real-time or batch driven? How do I know if my reports contain up-to-date information?
3. What is the upgrade path for Sage 100 ERP? Is it able to support my business as it grows? What is really required to move from Sage 100 to Sage 300?
4. What kinds of analytics are provided with the product (dashboards, ad-hoc analysis, reporting, etc.)? How much configuration is required? Is it based on real-time data?
5. How do we go about integrating Sage 100 ERP with other business systems such as CRM or eCommerce? Do you provide connectors or APIs?
6. How do you prevent configuration, customization, and integration modifications from breaking when it is time to upgrade Sage 100 ERP versions? Will we have to recreate all these configurations with a new major release?
7. What happens to the detailed financial data in Sage 100 ERP once a period is closed? Can Sage 100 ERP produce reports for a range that spans multiple periods?

## Additional Resources

**Case Studies** – Find out why 500+ growing companies, such as Edge Vision, Jayex Technology, & Opta Sports Data, have switched from Sage ERP and financial management products to NetSuite – <http://www.netsuite.com/portal/customers/main.shtml>

**Role-Based eDemo** – See how NetSuite business management solutions can support a variety of roles across organizations of all sizes: [http://www.netsuite.com/portal/resource/demo\\_main.shtml](http://www.netsuite.com/portal/resource/demo_main.shtml)

**Independent Analysis** – An independent report from analyst firm, Hurwitz & Associates, analyzes the Total Cost of Ownership (TCO) and ROI of deploying cloud computing leader NetSuite for ERP – <http://www.netsuite.com/portal/resource/collateral.shtml>