

Solution Comparison

NetSuite vs. Sage 200

Top 10 NetSuite Differentiators

- 1. NetSuite fast tracks your order-to-cash process.** Sage 200 is essentially a marketing bundle – CRM, manufacturing, and construction are all bolt-ons with limited integration.
- 2. NetSuite can be accessed from anywhere.** Sage 200 remains a client-server application and the mobile applications only provide read-only access to data.
- 3. NetSuite is a complete business suite.** Sage 200 does not have integrated eCommerce, human capital management, service resource planning, or shipping and fulfillment capabilities.
- 4. NetSuite eliminates IT complexities and hassles.** Sage 200 is not a Web-based, on-demand service that eliminates the cost of managing, maintaining, and upgrading business applications.
- 5. NetSuite is built to grow with your business.** Sage 200 maxes out at 50 users and the company does not have a cost-effective migration plan to a more powerful business suite.
- 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.** Sage 200 only provides a few added features and capabilities for manufacturing, construction, and retail.
- 9. NetSuite is built to be integrated with other applications.** Sage 200 does not provide a standards-based, open architecture for connectivity to partners and other business software apps.
- 10. NetSuite can be easily customized.** NetSuite allows end users to quickly alter fields, layouts, logic, and workflow. Sage 200 requires skilled partners to implement any type of customization.

Why Finance Teams Prefer NetSuite

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.

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.

Accounting period flexibility

– Unlike Sage 200, NetSuite gives customers a choice in the number and length of accounting periods and the ability to open/close/re-open a period. This can significantly impact reporting accuracy.

Comprehensive audit trail

– NetSuite goes beyond providing an transaction audit trail (which Sage 200 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.

VAT support with automated changes

– NetSuite automates the reporting of VAT so they achieve a reduction in the time and effort required to complete ongoing tax returns. If changes in VAT are made, they are automatically updated in NetSuite.

Functional Gaps that Matter:

Differentiator	Sage 200 Gaps
Modern Web architecture	– Sage 200 is an aggregation of legacy Sage products (MMS, Line 100, etc.) and was not built for the cloud. Integration across modules is suspect and integrating with 3 rd party applications is very difficult.
Superior usability	– Although Sage 200 has less functionality compared to NetSuite, it is much more difficult to use. Inputting information is cumbersome, navigation is inefficient, and the reporting capabilities are poor.
Complementary SuiteApps	– Sage does not work with partners to develop industry and business-specific applications that extend the value of the core Sage 200 system. NetSuite customers can leverage thousands of SuiteApps.
Built for multi-national organizations	– Even small businesses sell to multiple countries. Sage 200 is not available in a variety of languages, cannot handle foreign currency functions, and does not support local tax and accounting standards.
Automates business processes	– Even simple approvals are difficult to implement in Sage 200. It does not have a graphical workflow editor to automate back-office operations and drive efficiencies across the enterprise.
Advanced analytics and reporting	– Analytics is a critical weakness in Sage 200. Customers are unable to get an accurate view of the business with packaged reports. It requires significant development in Microsoft SQL Analytic Services
Supports the mobile workforce	– Businesses of all sizes have field-based workers that need corporate information on the go. Sage 200 only provides apps for BlackBerry and iOS and these rudimentary offerings merely support read-only access.

Key Questions to Ask Sage and Its Partners

1. What do businesses do as they grow and need more than 50 users for sales and financial management? Will it require a completely separate product installation and new software licensing?
2. How well integrated are the financial and CRM modules within Sage 200? Why do the two products still have different version numbers? Can finance quickly create forecasts based on sales pipelines?
3. How does Sage 200 control who access what corporate data? Does it support roles to isolate application resources across the user population?
4. What is required to configure/customize the software to meet our business needs (vs. changing the business to meet software requirements)? Are professional services required for all of the customizations?
5. Are there any 3rd party solutions that are built specifically for the Sage 200 system? How does the tool integrate with other on-premise and cloud applications?
6. What kind of customer support does the VAR partner provide? Is it available 24 hours a day and seven days a week? At what point is it escalated to the actual developers of the software?
7. How does Sage 200 support integration with other corporate applications (i.e. PSA, eCommerce, CRM, etc.)? How many customers have this type of real-time integration in place today?

Additional Resources

Case Studies – Find out why hundreds of companies in numerous different industry sectors have switched from Sage 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

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>