

Solution Comparison

NetSuite vs. Sage 50

Top 10 NetSuite Differentiators

- 1. NetSuite fast tracks your order-to-cash process.** Only NetSuite integrates financials with sales, support, marketing, eCommerce, order management, and inventory.
- 2. NetSuite can be accessed from anywhere.** The complete solution can be accessed with any standard Web browser and employees can use mobile applications while in the field.
- 3. NetSuite users are up and running faster.** With NetSuite, there is no complex set of modules to deploy and configuration is even straight-forward for business users.
- 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 customers are up and running faster.

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 50, 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 50 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 50 Gaps
Modern Web architecture	– Sage 50 was originally built in the 1980's and has only had updates to the interface. It uses a proprietary flat-file database that has significant performance and usability limitations.
Superior usability	– Although Sage 50 has far 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.
Proven performance and scalability	– Built on an outdated, proprietary database, Sage 50 customers continually face scalability issues. The company recommends a maximum of 6 concurrent users and performance falls as the database grows.
Built for multi-national organizations	– Even small businesses sell to multiple countries. Sage 50 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 50. It does not have a graphical workflow editor to automate back-office operations and drive efficiencies across the enterprise.
Advanced analytics and reporting	– Reporting and analytics is a critical weakness in Sage 50. Customers are unable to get an accurate view of the business with packaged reports or ad-hoc reports. 3 rd party reporting products cannot be used.
Automatic version upgrades	– Major version upgrades have been a significant issue for Sage 50 customers. Unlike NetSuite, Sage 50 users have found that customizations and 3 rd party integrations often break with the upgrade.

Key Questions to Ask Sage

1. What are the limitations imposed by the proprietary Sage 50 database? How many users, transactions, and years of data can it manage without performance degradation?
2. How does the product streamline the order-to-cash process? Describe how it transforms inefficient manual or paper-based revenue collection processes into streamlined workflows?
3. What is the upgrade path for Sage 50? Is it able to support my business as it grows to 250 or 500 employees? What is really required to move from Sage 50 to Sage 100?
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 50 with other business systems such as CRM or eCommerce? Do you provide connectors or APIs to speed integration?
6. How do you prevent configuration, customization, and integration modifications from breaking when it is time to upgrade Sage 50 versions? Will we have to recreate all these configurations with a new major release?
7. What kinds of features are offered for managing inventory, shipping, and fulfillment? Does it support more complex warehouses with bin and shelf tracking?

Additional Resources

Case Studies – Find out why 500+ companies, such as Edge Vision, Jayex Technology, & Opta Sports Data, have switched from Sage 50 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>