



ASSOCIATION FOR
FINANCIAL
PROFESSIONALS



ORACLE
NetSuite





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The logo for Terillium, featuring a stylized grey 'T' with a swoosh that curves around the letter, followed by the word 'erillium' in a dark blue, sans-serif font.

Terillium

We Know ERP.

ORACLE CLOUD | JD EDWARDS | NETSUITE *Consulting*

Celebrating 30 years

Established in 1994



ORACLE

Partner



230+ full-time

consultants across the U.S. with an average
of 16 years experience



ORACLE | Partner



800+ clients

across the U.S. have chosen
Terillium as their trusted advisor
and ERP consulting partner



ORACLE | Partner

19 Oracle Partner Excellence Awards



ORACLE | Partner

Agenda

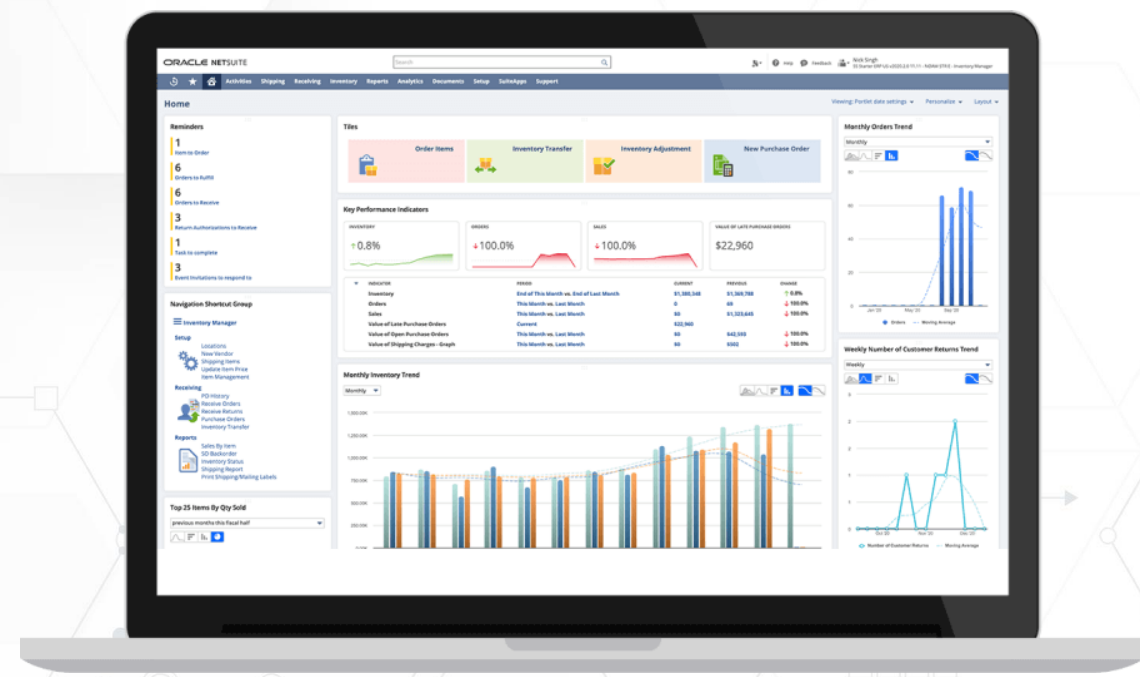
- ❖ Considerations When Selecting a New ERP System
- ❖ Introduction to Oracle's Netsuite ERP
- ❖ Netsuite Integrations in Banking

Agenda

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Selecting New ERP

1. Know Your Requirements
2. Plan the Implementation
3. Manage Risk



Know Your Requirements

- ❖ Facilitate Discussion Internally Before Meeting with Vendors
- ❖ What is Outdated About Your Current System – Why Are You Changing?
- ❖ What Are Your Goals For A New System?
- ❖ What is Critical vs. Nice to Have?
- ❖ What Manual Processes Can You Automate?
- ❖ What Other Systems Will Need to Integrate?



Plan The Implementation

- ❖ Timing for The Business – Is Now The Right Time?
- ❖ Executive Sponsor
- ❖ Project Core Team & Backfill
- ❖ Methodology and Project Plan



Manage Risk

- ❖ Data is Your Largest Risk: Fix It Before You Start
- ❖ Interfaces Are Usually Under Estimated
- ❖ Reports Are Critical: Catalog Your Critical List Early
- ❖ Change Management: Communicate & Include
- ❖ Project Overruns: Plan for Budget and Time Overruns



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NetSuite: #1 Cloud ERP in the World



**The first
cloud company**

**ORACLE®
NETSUITE**



38,000+
Customers



**Customers
in over 217
Countries
and
Territories**



4,800+
New in last 12 months

NetSuite: A Suite of Applications to Run Your Business

ACQUIRE AND GROW CUSTOMERS

HIRE AND EMPOWER EMPLOYEES



CRM
CPQ
Ecommerce
Point of Sale
Connectors

Inventory & Order Management
Procurement
Warehouse Management
Supply Chain Management
Manufacturing

ORACLE NETSUITE









HR Services
Performance Management
Workforce Management
Payroll
Accounting
Cash Management
Analytics & Reporting
Planning & Budgeting
Billing & Revenue Management
Multi-Sub, Currency, Tax & Language

CREATE AND DELIVER PRODUCTS AND SERVICES

OPTIMIZE CASH AND PROFITS

Trusted by 36,000+ Customers

Every Size. Every Industry. In Every Part of the World.

Software	Services	AMP	Nonprofit	Manufacturing	Wholesale Distribution	Retail
      	      	    	      	      	      	     

ORACLE NETSUITE

SuiteCloud Developer Network (SDN)

Pre-integrated – Forward Compatible – Built for NetSuite


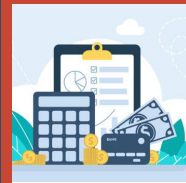



Brex, JP Morgan,
Bill.com

500+
Partners






Built for
ORACLE®
NETSUITE

600+
SuiteApps

Business Needs

 <p>Finance</p>	 <p>Banking</p>	 <p>HCM</p>	 <p>CRM</p>	 <p>And more...</p>
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Industry Applications

 <p>Manufacturing</p>	 <p>WD</p>	 <p>High-tech</p>	 <p>Retail</p>	 <p>And more...</p>
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SuiteApp Marketplace

Shopify
Connector,
Amazon, Stripe

ORACLE NETSUITE Search

Activities Payments Transactions Lists Reports Analytics Documents Setup Customization Commerce Subscription Billing Customers SuiteApps Support NS

SuiteApps

Search SuiteApps 202 SuiteApps Found Clear All Filters

SORT BY First Release Date 1 2 3 4 ... 11

Vertical and Business Need	Count
VERTICALS	
Advertising	13
ERP	107
IT Services	28
Manufacturing	111
Other Industry Solutions	34
Other Services	19
Professional Services	30
Retail	112
Software	67
Wholesale Distribution	125
BUSINESS NEEDS	
Analytics	32
eCommerce	91
Finance and Accou...	202
Financial Services	54
Integration	70
Logistics and Shipping	44
Other Business Needs	65
Productivity Tools	102
Supply Chain Execution	40
Warehouse Management	40

Finance

Banking

HCM

CRM

And more...

Manufacturing

WD

High-tech

Retail

And more...

Show All 46

SuiteCloud: Customize and Integrate, Always Upgradable



No-code Customization

Custom Data And UI
Records, Fields, Forms

Performance Dashboards

Business Process
Automation



Integration

Web Services API
REST + SOAP

File Import
CSV

High Performance
Data Connectors



Platform Development

Customization Language + APIs

Business Applications

Development Framework

Developer Tools

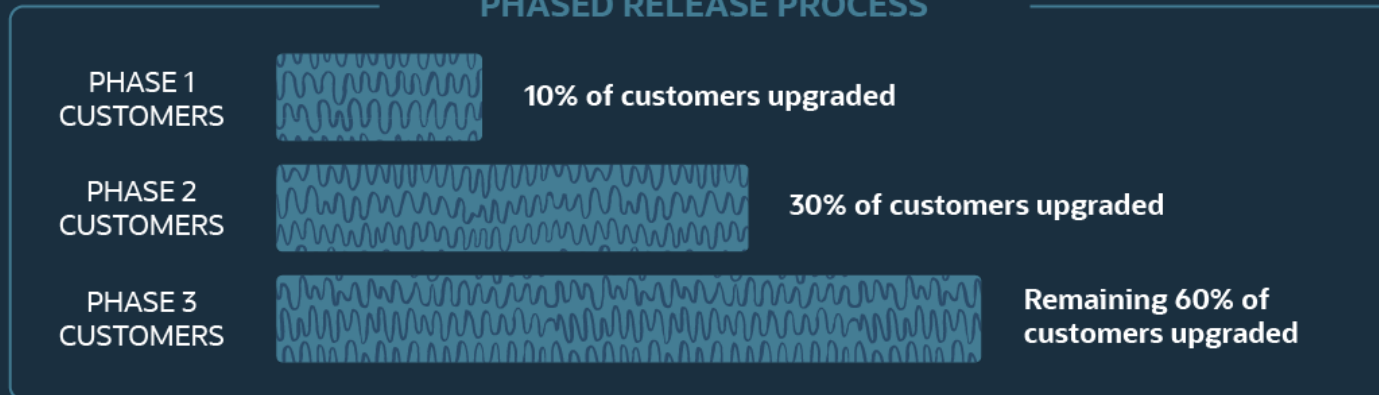
Automatic Upgrades, Including Customizations and Integrations

100% OF OUR CUSTOMERS ARE ON THE SAME RELEASE

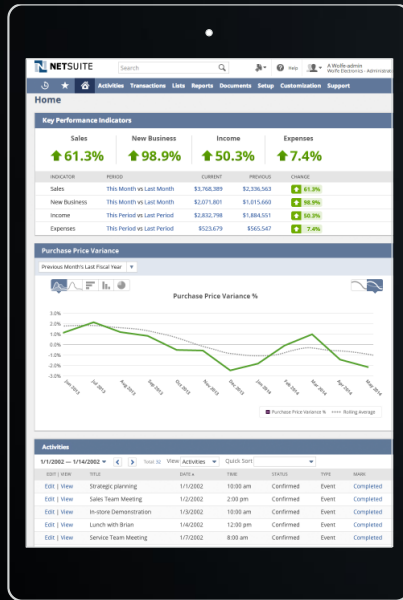
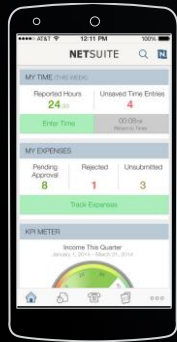
Two major upgrades per year
Ongoing minor upgrades throughout the year
Release preview environment

Customizations carry forward
Customer use cases incorporated in QA testing
Choose scheduled maintenance time

PHASED RELEASE PROCESS



Over 300+ BI Components Available “Out Of The Box”



NETSUITE Home - NetSuite (201510) | https://system.na1.netsuite.com/app/center/card.nf?acc=-29&t=IGZXT7AC&whence=

Activities Fundraising Grants Sales/Marketing Quick Start Expenses HR Financial Reports Documents Setup Support

Viewing: Portlet date settings Personalize Layout

Home

Reminders

- 1 Call to complete
- 1 Purchase Orders to Approve (CEO)

Business Alerts

- \$57,300.00 Foundation Revenue
- \$40,374.84 Fundraising
- \$45,000.00 Grant Revenue
- \$71,864.76 Receivables

Expenses By Period Trend

By Period: Jan '15, May '15, Sep '15

Expenses By Period (In Thousands)

Jan '15, May '15, Sep '15

Navigation Portlet

Category > Financial Report

- Financial Statements:** Income Statement, Balance Sheet, Trial Balance, Cash Flows
- Revenue:** Billing and Revenue, Revenue by Customer, Revenue by State, Revenue by Item
- Banking/Budgeting:** Bank Reconcile, Budgets, Budget vs Actual, Bank Register
- Purchases:** Purchase by Vendor, Purchase by Item, Open PO, PO Register
- Vendors/Payables:** A/P Aging Report, Open Bills, A/P Register, A/P Bill Pay History
- Inventory/Items:** Inventory Valuation, Inv Activity Detail, Current Inv Status, Inventory Worksheet
- Order Management:** Open Pledge/Orders, Back Orders, Order Register
- Customer/Receivables:** Sales Tax, A/R Register, Cust Profitability, A/R Aging Report

Key Performance Indicators

Indicator	Period	Current	Previous	Change
Payables	Today vs. Same Day Last Month	\$33,736	\$29,336	↑ 15.0%
Receivables	Today vs. Same Day Month Before Last	\$71,739	\$32,743	↑ 119.1%
Total Bank Balance	This Period vs. Last Period	\$654,299	\$653,299	↑ 0.2%
Inventory	Today vs. Same Day Last Month	\$48,695	\$51,224	↓ 4.9%
New Constituents	This Year vs. Last Fiscal Year	25	32	↓ 21.9%
Expenses	This Fiscal Quarter	\$3,737		

Revenue By Period Trend

By Period: Jan '15, May '15, Sep '15

Revenue By Period (In Thousands)

Jan '15, May '15, Sep '15

Grants New Opportunity List by Agency

- Herpetofauna and riparian habitat work at the confluence of the Gila and San Pedro Rivers
- Media Outreach Channel Islands, CA
- National Park Service-Integration and Synthesis of the Scientific and Professional Literature on Soundscapes and Night Skies and their relationship to outdoor recreation
- Novel Nucleic Acid Sequencing Technology Development (R21)
- NOTICE OF INTENT TO AWARD - Commemorate the Boston Massacre through "Blood on the Snow," a museum theater piece at Old State House with related educational programs

NYT > Home Page

Bloomberg Took Secret Path to a New Schools Chief

The secrecy around Mayor Michael R. Bloomberg's selection of Cathleen P. Black to run the city's schools highlighted his faith in business leaders and dislike of public debate.

Tentative Deal in Iraq Keeps Maliki in Power

Iraq's leaders reached a tentative agreement to end an

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The Challenge

- ❖ Manual reconciliation processes
- ❖ Lack of real-time data access
- ❖ Security concerns with disparate systems
- ❖ The “two screen problem”



The Solution

NetSuite's commitment to bring the worlds of ERP and Fintech together

- ❖ Bank Feeds: Real-time data access, automatic reconciliation
- ❖ NetSuite Electronic Bank Payments and Positive Pay: Secure transactions, fraud prevention
- ❖ Embedded Banking: two-way connectivity between Bank and ERP



Bank Feeds

- ❖ Plug and play automation of banking information imports from over 9000 financial institutions
- ❖ Eliminate manual effort of importing and matching bank data in your ERP
- ❖ Save time and reduce errors during the reconciliation process with automatic matching of imported bank data to NetSuite transactions



Search bar containing 'bank' and a close button 'x'.

- Chase**
www.chase.com
- Bank of America**
www.bankofamerica.com
- U.S. Bank**
www.usbank.com/index.html
- Charles Schwab**
www.schwab.com
- BMO Harris Bank**
www.bmoharris.com/main/personal
- PNC Bank**
www.pnc.com/en/personal-banking.html
- TD Bank**
www.td.com/us/en/personal-banking
- Hancock Whitney Bank**
www.hancockwhitney.com
- Bank of the West**
www.bankofthewest.com
- Alpine Bank**
www.alpinebank.com



User Name

User Name input field

Password

Password input field

By continuing, you agree to [Yodlee's Terms of Use](#) for account linking. Your application provider's privacy notice applies to our handling of your data.

Continue

On behalf of Oracle NetSuite data access provided by ENVESTNET Yodlee

[Redirect to IQ Bank to Reset Password](#)



Your profile will include these accounts

Cash Accounts

Joint Savings - x1470 Savings x-1470 USD 93,508.72	<input checked="" type="checkbox"/>
------------------------------------------------------------	-------------------------------------

Iq Bank Core Checking - x3571 Checking x-3571 -USD 61,650.00	<input checked="" type="checkbox"/>
----------------------------------------------------------------------	-------------------------------------

Card Accounts

PLATINUM CARD - x5303 Credit x-5303 USD 283.45	<input checked="" type="checkbox"/>
--------------------------------------------------------	-------------------------------------

Save and Finish

Save and Connect More Accounts

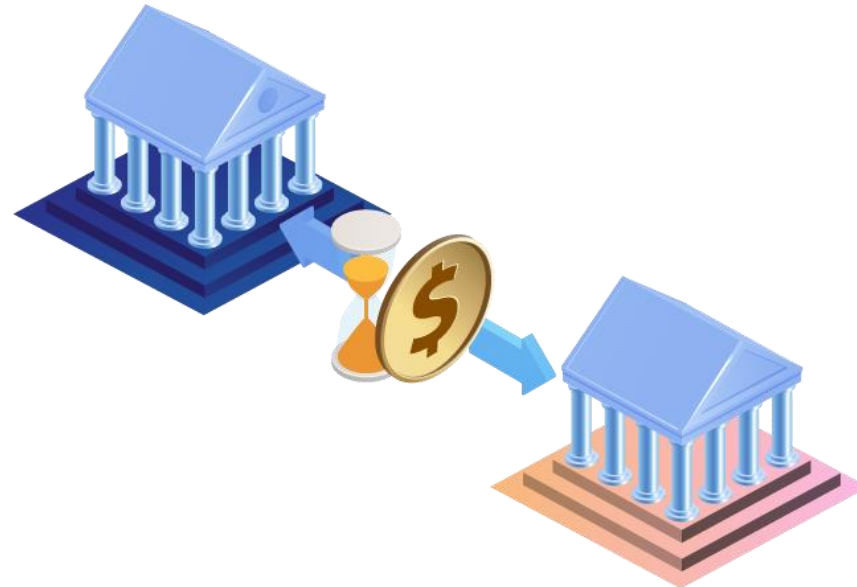
Cancel

Any future accounts opened with IQ Bank are automatically added to the list of accounts you can connect to Oracle NetSuite.



Electronic Bank Payments

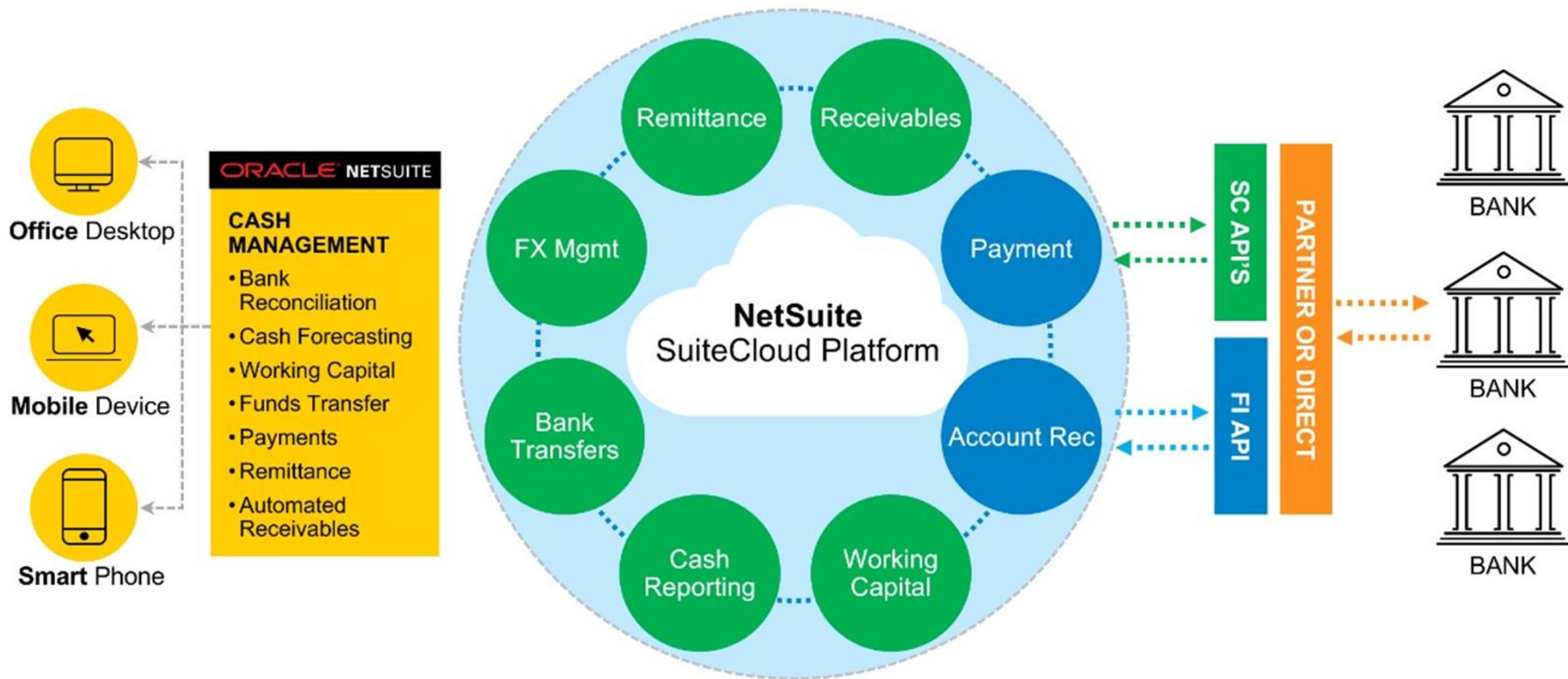
- ❖ Generate and Transmit payment files without leaving NetSuite
- ❖ Reduce manual effort and errors associated without toggling between systems
- ❖ Support for global and local bank formats
- ❖ Highly customizable



Embedded Banking - BaaS

- ❖ Manage payments and automate reconciliations at the point of need, without switching screens or multiple logins
- ❖ Embed banking services directly within NetSuite
- ❖ Real-time access to account balances
- ❖ AP Automation: automate invoice processing, payment workflows, and initiate transactions directly from NetSuite
- ❖ Streamlined Reconciliation: Automatic matching of bank transactions with corresponding entries in NetSuite

NETSUITE BaaS LOGICAL DIAGRAM







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