

Expert NetSuite Consulting

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Trust Trajectory with your NetSuite System

Companies look to NetSuite for the power to run their entire business without the cost and personnel typically required to support it. However, after the implementation they're left without the resources and expertise to fully support the company's technology investment. This makes it difficult for a growing and dynamic business to ensure their NetSuite solution is optimized to deliver the most business value. Hiring skilled and dedicated personnel is expensive, and re-tasking current employees is counterproductive. Too often, the NetSuite implementation delivers only a fraction of what's possible.

NetSuite Solutions Done Right

After helping over 200 NetSuite clients, Trajectory knew there was a better way. So we developed NetSuite Expertise On-Demand; the easiest way to partner with a team of NetSuite experts to ensure your solution delivers the return on investment you expect. Our service programs are flexible, and designed to scale and grow with your business. Our approach to a 'dedicated resource' ensures you have the access to your consultant, just like an internal resource.

Deep NetSuite Experience

Trajectory's NetSuite consulting team has an average of 10+ years enterprise software consulting, and 5+ years NetSuite experience. This makes Trajectory one of the most experienced and capable teams around.

Real Industry Knowledge

Trajectory consultants have delivered NetSuite solutions to over 200 companies across seven different industries. Chances are that we understand the challenges and opportunities your industry faces, because we've successfully addressed them before.

All the Skill Sets You Need

Our teams are fully integrated and provide business analysts, NetSuite consultants, NetSuite developers and technical consultants based on your needs. Our Project Managers ensure top-notch, on-time and on-budget delivery.

Expertise On-Demand Service Features

- One point of contact for all NetSuite support, maintenance and optimization needs, across your organization
- A dedicated level of service (no queuing for support, same-day turnaround)
- Flexible, monthly, quarterly and annual service options (unused service hours roll forward)
- Trajectory's time and materials + caps estimating approach: fastest to utility, overages restricted
- One transparent flat-rate for all of our work — best price in the NetSuite ecosystem
- The best integration and customization specialists
- The most experienced, knowledgeable and capable consultants you will find anywhere

What can NetSuite Expertise On-Demand do for your organization?

NetSuite Health Check

- Evaluate your NetSuite deployment compared to business goals
- Onsite or web-based meeting with management and department heads to define new strategies
- Create customized optimization blueprint for leveraging NetSuite

Sales Rep Automation

- Automated 'Sales Day' with daily follow-up reminders, tasks and searches
- Track and manage opportunities, forecasts and projected commissions
- Configure rep generated email blasts

Customized Training

- Onsite and web-based training, tailored to your company and personnel
- Recorded 'leave behinds' ensure reuse of training materials for brush-ups, and new hires
- Advanced training for administrators, and SuiteFlex coding

Sales Force Automation and CRM

- Design and build CRM workflows
- Customer lifecycle management
- Sales forecasting and opportunity management
- Territory management and lead routing

Dashboards and Reporting

- Design and build reports and saved searches
- Powerful dashboard reporting
- Advanced reporting for true business intelligence in NetSuite

Marketing Automation

- Contact segmentation / strategic grouping and organization
- Campaign management - campaign planning, email campaigns

Website and Web Store

- Design, build and launch NetSuite websites and web stores
- NetSuite templated web stores or custom design
- Shopping cart and checkout customization
- Integrate NetSuite with external site

Financial and Accounting

- Setup and configuration of accounting functions
- Customized and advanced financial statements and reports
- Customized billing (subscription automation)
- Revenue recognition and VSOE expertise

Reporting and Business Intelligence

- Configuration and customization of NetSuite reports
- Create custom reports based on any information in the system
- Transform customer / partner / vendor center into a reporting portal

Hands-On Support

- 'Real-time' support from your dedicated consultant
- Hands-on means we fix it
- Full email support and help desk

Integration and Data Migration

- Salesforce.com to NetSuite
- NetSuite integrated with any application or system
- Complex data migration and cleansing

Set a course for **success.**

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