

Top 5 Benefits of Moving to NetSuite: A Guide to Unleashing Your Business's Full Potential

JULY 2025

Success Stories with
NETSUITE

For Companies from
MID-MARKET TO ENTERPRISE-LEVEL

Presented by
TRAJECTORY GROUP

An abstract graphic featuring several thick, flowing ribbons in shades of blue and white, creating a sense of movement and depth against a light blue background.

trajectory

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Introduction

The Future of Business is Integrated, Scalable, and Intelligent

In today's fast-paced and ever-evolving business landscape, growth is essential, but sustainable growth requires a solid foundation. For many businesses, that foundation is their technology stack. Disparate systems, manual processes, and a lack of real-time data can create bottlenecks, inefficiencies, and ultimately, a barrier to success.

This is where NetSuite comes in. As the world's leading cloud-based business management suite, NetSuite offers a unified platform to run your entire business, from accounting and inventory management to CRM and e-commerce. But moving to NetSuite is more than just a technology upgrade; it's a strategic business decision that can unleash your company's full potential.

At Trajectory, we've helped hundreds of companies navigate their digital transformation journey. We've seen firsthand the power of NetSuite to revolutionize businesses, and we've guided them through the process of implementation, optimization, and continuous improvement. This eBook is a culmination of our experience and insights, designed to help you understand the key benefits of moving to NetSuite and how to leverage them for your own success.

We'll explore the top five benefits of moving to NetSuite, using real-world examples from our clients to illustrate the transformative impact of this powerful platform. We'll also provide actionable advice on how to approach your own NetSuite implementation to ensure a smooth and successful transition.

If you're ready to break down silos, embrace scalability, and future-proof your business, read on. Your journey to a more integrated, scalable, and intelligent future starts here.

Benefit #1

Unified Business Management: A Single Source of Truth

One of the biggest challenges facing growing businesses is the proliferation of disparate systems. You might have one system for accounting, another for CRM, a third for inventory management, and so on. Each of these systems operates in its own silo, making it difficult to get a holistic view of your business. This can lead to data inconsistencies, manual data entry, and a lack of visibility into key business metrics.

NetSuite solves this problem by providing a single, unified platform to manage all of your core business processes. With NetSuite, you have one source of truth for all of your data, from financial and customer information to inventory levels and sales orders. This has a number of significant benefits:

- **Improved data accuracy:** When all of your data is in one place, you eliminate the risk of inconsistencies and errors that can arise from manual data entry and data reconciliation between different systems.
- **Enhanced visibility:** With a single source of truth, you can get a real-time, 360-degree view of your business. This allows you to make more informed decisions and to identify and address issues before they become major problems.
- **Increased efficiency:** A unified platform eliminates the need for employees to switch between different systems and to manually transfer data between them. This frees up their time to focus on more strategic tasks.

Case Study

The Knox Company



The Knox Company, a leading manufacturer of high-security products, was struggling with a collection of disparate systems that were hindering its growth. The company's finance and accounting, order-to-cash, customer service, manufacturing, and supply chain processes were all managed on separate platforms, leading to inefficiencies, data silos, and a lack of visibility.

Trajectory partnered with West Monroe to help The Knox Company transform its business by implementing NetSuite. By moving to a single, unified platform, The Knox Company was able to:

- **Streamline its order-to-cash process:** With NetSuite, The Knox Company was able to automate many of the manual tasks involved in its order-to-cash process, from order entry to invoicing and payment processing. This resulted in a significant reduction in order processing times and a corresponding improvement in cash flow.
- **Improve its inventory management:** NetSuite's inventory management capabilities gave The Knox Company real-time visibility into its inventory levels, allowing it to optimize its stock levels, reduce carrying costs, and avoid stockouts.
- **Enhance its customer service:** With a unified view of each customer, The Knox Company's customer service team was able to provide a more personalized and efficient service. This led to a significant improvement in customer satisfaction and retention.

The Knox Company's story is a powerful example of how a unified business management platform like NetSuite can transform a business. By breaking down silos and creating a single source of truth, The Knox Company was able to unleash new levels of efficiency, visibility, and growth.

Benefit #2

Scalability for Growth: A Platform That Evolves with Your Business

For growing businesses, scalability is key. You need a platform that can support your business today and in the future. Many entry-level accounting systems are simply not designed to handle the complexities of a growing business. As you add new products, services, and locations, you'll quickly outgrow their capabilities.

NetSuite is designed for scalability. It's a modular platform that can be customized and configured to meet the unique needs of your business. As your business grows, you can easily add new modules and functionality to support your changing requirements. This means you'll never have to worry about outgrowing your ERP system.

Here are some of the key ways that NetSuite supports scalability:

- **Modular architecture:** NetSuite's modular architecture allows you to start with the functionality you need today and to add new modules as your business grows. This means you only pay for what you use, and you can easily adapt the system to your changing needs.
- **Customization and configuration:** NetSuite is a highly customizable platform that can be configured to meet the unique needs of your business. This allows you to tailor the system to your specific processes and workflows, ensuring a perfect fit for your business.
- **Global capabilities:** NetSuite supports multiple languages, currencies, and tax jurisdictions, making it the ideal platform for businesses with global aspirations.

Corsearch, a leading provider of trademark and brand protection solutions, was facing a number of challenges with its existing NetSuite implementation. The system had not been configured to meet the company's specific business needs, and as a result, Corsearch was not realizing the full benefits of the platform. Trajectory was brought in to assess and optimize Corsearch's NetSuite implementation. Our team worked closely with Corsearch to understand its unique business requirements and to reconfigure the system to meet those needs. We also provided a number of custom integrations to automate manual processes and to improve data flow between NetSuite and other systems.

The results were transformative. By optimizing its NetSuite implementation, Corsearch was able to:

- **Automate manual invoicing:** Trajectory created robust integrations that automated the daily manual process of importing data for invoicing. This freed up valuable time for key business team members and eliminated the risk of errors.
- **Streamline advanced configuration:** We optimized NetSuite's configuration for Corsearch's specific business needs, allowing the company to realize the operational benefits of a best-of-breed ERP.
- **Improve analytics and reporting:** Trajectory created an automated process to integrate NetSuite reporting with a third-party analytics system, delivering critical A/R and A/P information to the right people at the right time.

The Corsearch case study demonstrates the importance of optimizing NetSuite for your specific business needs. With the right partner, you can ensure that your NetSuite implementation is scalable, efficient, and aligned with your long-term growth strategy.

Benefit #3

Data-Driven Decisions: Real-time Visibility and Business Intelligence

The ability to make informed decisions based on real-time data is a key competitive advantage. However, for many businesses, this is a major challenge. Data is often spread across multiple systems, making it difficult to get a single, unified view of the business. And even when the data is available, it's often out of date, making it impossible to make decisions in real time.

NetSuite provides a single, unified platform for all of your business data, giving you real-time visibility into every aspect of your operations. With NetSuite, you can:

- **Access real-time dashboards and reports:** NetSuite's customizable dashboards and reports give you a real-time view of your key business metrics, from financial performance and sales to inventory levels and customer satisfaction.
- **Drill down into the details:** With NetSuite, you can easily drill down from high-level summaries to the underlying transactions, giving you the ability to identify and address issues before they become major problems.
- **Leverage powerful business intelligence tools:** NetSuite's built-in business intelligence tools allow you to analyze your data in a variety of ways, helping you to identify trends, spot opportunities, and make more informed decisions.

Case Study

Sovos Compliance, LLC

SOVOS

Sovos Compliance, a leading provider of tax compliance and reporting software, was struggling with a complex and inefficient billing process. The company's sales and finance teams were using separate systems, which led to data inconsistencies, manual reconciliation, and a lack of visibility into the billing process.

Trajectory worked with Sovos to design and implement an integrated Salesforce to NetSuite Order to Revenue Recognition solution. This solution automated the entire order-to-cash process, from order entry in Salesforce to revenue recognition in NetSuite.

The results were dramatic. By integrating its sales and finance systems and automating its billing process, Sovos was able to:

- **Make billing a "non-event":** The new solution streamlined the billing process to the point where it became a "non-event" for the company. This freed up the finance team to focus on more strategic tasks and eliminated the stress and inefficiency of the old process.
- **Improve data accuracy and visibility:** With a single, integrated system, Sovos was able to eliminate data inconsistencies and to get a real-time view of its billing process. This allowed the company to make more informed decisions and to improve its cash flow management.
- **Enhance operational efficiency:** The new solution automated many of the manual tasks involved in the billing process, resulting in a significant improvement in operational efficiency.

The Sovos case study is a powerful illustration of how NetSuite can be used to drive data-driven decision-making and to improve operational efficiency. By providing a single source of truth for all of your business data, NetSuite gives you the visibility and insights you need to make smarter, faster decisions.

Benefit #4

Enhanced Operational Efficiency: Streamlining and Automating Key Processes

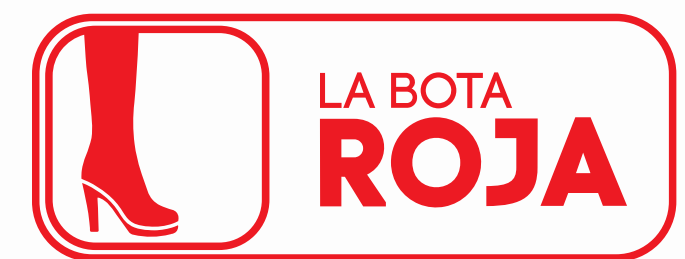
Manual processes are a major drain on business productivity. They're time-consuming, error-prone, and they take your employees away from more strategic tasks. As your business grows, manual processes can quickly become a major bottleneck, hindering your ability to scale.

NetSuite is designed to help you streamline and automate your key business processes, from order management and fulfillment to invoicing and payment processing. By automating these processes, you can:

- **Reduce errors and improve accuracy:** Automation eliminates the risk of human error, ensuring that your data is accurate and reliable.
- **Increase efficiency and productivity:** By automating manual tasks, you can free up your employees to focus on more value-added activities.
- **Improve scalability:** Automated processes are inherently more scalable than manual processes, allowing you to handle a growing volume of transactions without adding more staff.

Case Study

La Bota Roja



La Bota Roja, an iconic 80-year-old shoe store, was facing a major challenge with its inventory loading process. The process was manual and time-consuming, and it was creating a bottleneck that was hindering the company's ability to grow its online retail business.

Trajectory leveraged machine learning AI technology to address La Bota Roja's inventory loading efficiency bottleneck. We developed a custom solution that automated the process of loading new inventory into the company's ERP system.

The results were transformative. By automating its inventory loading process, La Bota Roja was able to:

- **Dramatically reduce processing time:** The new solution reduced the time it took to load new inventory from hours to minutes.
- **Improve data accuracy:** Automation eliminated the risk of errors in the inventory loading process, ensuring that the company's inventory data was accurate and reliable.
- **Increase scalability:** The new solution allowed La Bota Roja to easily handle a growing volume of inventory, supporting the growth of its online retail business.

The La Bota Roja case study demonstrates the power of automation to drive operational efficiency and to support business growth. By automating its key processes, La Bota Roja was able to remove a major bottleneck and to position itself for future success.

Benefit #5

Future-Proofing Your Operations: Embracing the Cloud and AI

The business world is constantly changing, and the pace of change is only accelerating. To succeed in this environment, you need to be able to adapt quickly to new technologies and new ways of working. This means embracing the cloud and artificial intelligence (AI).

NetSuite is a cloud-native platform, which means it's accessible from anywhere, on any device. This gives you the flexibility to work from anywhere, and it makes it easy to collaborate with team members, partners, and customers around the world.

NetSuite is also at the forefront of the AI revolution. The platform includes a number of built-in AI capabilities, such as intelligent order management and predictive analytics. These capabilities can help you to automate tasks, make smarter decisions, and gain a competitive advantage.

At Trajectory, we are experts in helping businesses leverage the power of AI. Our AI enablement services can help you to:

- **Identify opportunities for AI:** We can help you to identify the areas of your business where AI can have the greatest impact.
- **Build intelligent solutions:** We can help you to build and deploy AI-powered solutions that are tailored to your specific business needs.
- **Leverage AI for a competitive advantage:** We can help you to use AI to automate tasks, make smarter decisions, and gain a competitive advantage in the marketplace.

By moving to NetSuite and embracing the cloud and AI, you can future-proof your business and position yourself for long-term success.

Trajectory as Your Partner in Digital Transformation

Moving to NetSuite is a major decision, but it's one that can pay huge dividends in the long run. By unifying your business on a single platform, you can break down silos, improve efficiency, and gain the visibility you need to make smarter, faster decisions. With NetSuite, you can build a scalable, data-driven, and future-proof business that is ready for growth.

A successful NetSuite implementation is about more than just technology. It's about having the right partner to guide you through the process. At Trajectory, we have a proven track record of helping businesses of all sizes to successfully implement and optimize NetSuite. Our team of certified NetSuite business consultants, developers, integration specialists and project managers, has the experience and expertise to ensure that your implementation is a success.

We take a "business-first" approach to every engagement, which means we start by understanding your unique business needs and goals. We then work with you to design and implement a NetSuite solution that is tailored to your specific requirements. And our engagement doesn't end at go-live. We provide ongoing support and optimization services to ensure that you continue to get the most out of your NetSuite investment.

If you're ready to take the next step in your digital transformation journey, we invite you to contact us today. Let's start a conversation about how we can help you to unleash the full potential of your business with NetSuite.



For growth-focused teams and Private Equity sponsors, Trajectory delivers client-centric enterprise application solutions across Salesforce, NetSuite, Integrations, and AI, bridging pre-acquisition due diligence with scalable post-acquisition execution. We blend strategic clarity with hands-on delivery, ensuring operational value from day one. With a global presence, we bring 18 years of experience and have completed over 450 successful implementations.

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