



# **NETSUITE FOR LIFE SCIENCES COMPANIES**

**Best-In-Class Financials to Manage Your  
Life Sciences Business**

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Best-In-Class Financials to Manage Your Life Sciences Business

As the world becomes more connected, modernizing a business's software systems is no longer a way to get ahead—it's a requirement to keep pace. Modern life sciences companies seeking to capitalize on new opportunities and grow their businesses need a financial management system that can support them. Life sciences companies are on the cutting edge of innovation and need an agile tech environment to match.

Today's business world is constantly evolving; for life sciences companies, growing their business requires adapting and pivoting to capture new opportunities. Outdated technology and mismanaged processes are major inhibitors in capturing those new opportunities and expanding the business.

## How do mismanaged business processes impact the success of life sciences companies?

Growing life sciences companies tell us that unwieldy back-office processes and outdated technology can create a number of issues that can impact long term success, including:

- **High operational costs and inefficiencies** – Time and money spent manually managing business processes instead of on meeting buyer needs.
- **Inhibited business growth** – Growth goals blocked by outdated business technologies and manual practices.
- **Manual information exchange** – Separated systems and spreadsheets that do not communicate in real-time and require manual updates.
- **Lack of visibility into key business metrics** – No ability to report on profitability by customer or products due to disparate systems and spreadsheets.

Should they fall into this trap of disparate systems and spreadsheets, life sciences companies risk wasting valuable time and energy. In today's highly competitive business environment, life sciences companies need to focus more on research, sales and business strategy, and less on managing their financials with cumbersome manual processes.

With NetSuite's unified, cloud-based financial management platform, life sciences companies can stop wasting time and resources managing multiple points of data entry and leverage real-time visibility into the financial health of their business.

## NetSuite for Life Sciences offerings:

- Role-based, customizable dashboards
- Multiple entity management and consolidation
- Real-time, industry specific KPIs
- Integrated ERP, HCM and CRM

Successful life sciences companies recognize that modernizing their back-office technology is essential to capitalizing on new opportunities. Executives realize that streamlining financial operations is crucial to success for new product development and data-driven business decisions. In today's fast-paced business environment, having this insight can be the difference between thriving and barely surviving.

NetSuite ERP supplies a modern, complete and transparent financial management platform for companies to streamline back-office operations and eliminate siloed data.

### Comprehensive financial management:

NetSuite Financials provide end-to-end visibility into receivables and payables. Businesses are able to automate the entire order-to-cash process and streamline the procure-to-pay and record-to-report processes. As a cloud-powered platform, NetSuite also enables real-time views of

“NetSuite is the frontrunner in cloud-based ERP. It is the only cloud-based ERP that is really proven. What I need is always at my fingertips.”

GenomeDx Biosciences

key, pre-built, easily customized financial reports plus insights into budgeting, expense allocations and amortization. This, in addition to flexible revenue analysis, allows businesses to make informed business decisions. Finally, NetSuite provides tracking for the complete fixed asset lifecycle and reporting from acquisition to depreciation to retirement of those assets.

#### Multiple entity management and consolidation:

NetSuite OneWorld helps life sciences companies with multiple locations and subsidiaries streamline operations and provides real-time visibility at the local, regional and headquarter levels within a single system. With OneWorld, life sciences companies can develop standard business processes and deploy them across their divisions and subsidiaries at the click of a button.

With support for over 190 currencies, 20 languages and customer deployments in over 160 countries, country-specific accounting standards across North America, Europe and Asia, NetSuite OneWorld enables organizations to seamlessly meet the individual needs of local operations and easily adapt to the latest accounting standards and regulations.

**Human Capital Management (HCM):** In such a high churn industry, having the right HR system in place is critical. NetSuite SuitePeople empowers managers and HR professionals to streamline employee information, new hires, employee onboarding, payroll, promotions and compensation changes, all from a single Suite. Key features include:

- Core HR Capabilities
- Payroll
- Employee Center
- HR Analytics

**Customer Relationship Management (CRM):** As you grow and acquire customers, NetSuite CRM provides a seamless flow of information across the entire customer lifecycle—from lead all the way through opportunity, sales order, fulfillment, renewal, upsell, cross-sell and support. In addition to delivering a real-time, 360-degree view of your customers, NetSuite CRM mobility extends collaboration and productivity beyond the workplace. With intuitive tools that provide your mobile workforce with the ability to easily access and upload important data they need outside the office, they're empowered with information at their fingertips.

## **A Pathway to Success**

With NetSuite, life sciences companies are getting more than just a financial management software package—they are getting a lifelong business partner that is committed to their success. Built with industry-based leading practices derived from nearly 20 years of collective implementation experience, NetSuite is designed to deliver value on

day one. Moreover, we take a consultative approach—from sales to implementation to support—to ensure continuity across your lifecycle as a customer. We have a deep understanding of the challenges life sciences companies are facing in today's market. As the pace of change accelerates, NetSuite is here to keep you on a pathway to financial success.

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