

NetSuite vs. SMB Suite

SMB Quick Reference Series

SMB Suite Brings Superior Benefits to Businesses.

NetSuite offers a web-based solution for midsize businesses that integrates Accounting/ERP, CRM, and collaboration tools, but there are several areas where NetSuite falls short compared to SMB Suite.

- **Total Cost of Ownership:** The upfront cost of NetSuite's software does not include the services component. Service thresholds and per-module pricing can escalate the overall cost.
- **Customer Experience:** Net Suite usability, add on costs, deployment, customer support and features limitations can rise potential customer concerns.
- **User Interface:** NetSuite's interface lacks the guided, step-by-step nurturing found in SMB Suite, which could increase initial training time.
- **Customer Management:** NetSuite's contract management, telephony integration, and comprehensive workflow are very weak compared to the SMB Suite.
- **Marketing Support:** NetSuite's CRM solution has a fairly easy to use marketing campaign function as does SMB CRM, but NetSuite's progress metrics lack luster and detail.
- **Data Protection & Failover:** NetSuite stores their customer's data in only one data center which is located in a seismic area, and has no back up facility.
- **Extensibility:** Few ISV (Independent Software Vendor) applications, to extend the NetSuite capability, are available
- **Core Human Resources Capability:** Missing many functional capabilities, such as extended HR (e.g. recruiting and performance management), materials management, supply chain, etc.
- **Product Support:** NetSuite's local accounting support limited to the U.K. and USA.

Take a look at SMB Suite and see why so many companies are choosing it for their Accounting and Financial Reporting solutions. The SMB Suite delivers to your business superior functionality, ease of use - and in a budget friendly way!

Discover how you can start benefitting from collaboration with the SMB Suite by simply visiting www.getsmb.com or by calling 1-800-525-NEXT.

NetSuite is a registered trademark of NetSuite, Inc., San Mateo, California

1-888-525-6398

©2008 NextCorp, LTD.

www.smbsuite.com

