

Top 5 NetSuite Differentiators versus SAP B1

- 1 NetSuite is the leader in true cloud implementations.** NetSuite has >18,000 organizations running on the same version of our multi tenant cloud. SAP is just now making the transformation to a hosted cloud deployment, and has minimal ERP customers on any of it's cloud versions.
- 2 NetSuite supports drill down, drill through for custom reports.** NetSuite uses a single data source and database for all information, and this means that even as customers build out customized reports, they can still drill down/drill through from summary to detailed levels. SAP needs an additional SW package (SAP Crystal Reports) for any customized reporting, but Crystal can't provide drill down / drill though capabilities.
- 3 NetSuite provides a consistent UI through out the solution.** While SAP is moving toward a consistent UI (Fiori), it has not yet leveraged this in a consistent basis. SAP needs to leverage other products in it's portfolio to provide the same level of feature/functionality that NetSuite does, and each of these products is at a different stage of UI development.
- 4 NetSuite can provide a fixed price implementation.** Each SAP implementation is actually a custom build, and as such the costs can vary and often run over budget. SAP is notorious for under sizing HANA in order to keep the initial implementation costs lower, only to have customers run out of space and need to upgrade in the first year of actual use.
- 5 NetSuite is easily configured and customized.** NetSuite supports point-and-click, standards-based application customization and rapid configuration of processes, interfaces, roles, and reports that customers do themselves. Unlike SAP B1 which needs a separate tool for customization (MS Visual Studio), and often required professional services for minimal changes.