Top 5 NetSuite Differentiators vs SAP Business By Design (ByD)

1   **NetSuite is the leader in true cloud implementations.** SAP is just now making the transformation to a Multi tenant cloud. While also a multi-tenant solution, SAP ByD has minimal ERP customers on the cloud, likely less that 7,000. NetSuite has >18,000 organizations running on multi tenant cloud.

2   **NetSuite provides subsidiary and separate legal entity consolidation natively.** SAP ByD is not designed for subsidiary or separate legal entity consolidation. The SAP best practices for this capability require S/4 HANA at the HQ level and ByD at the subsidiary level, plus both need to run on SAP HANA DB. A very expensive and complex solution to implement with few references. .

3   **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 easily provide drill down / drill though capabilities (hyperlinks are manually added).

4   **NetSuite can provide a fixed price implementation.** Each SAP implantation is actually a custom build, and as such the costs can vary and often run over budget. SAP ByD is the easier of all SAP ERP products to implement, but there are few ByD certified partners, and the methodology is inconsistent across the ecosphere.

5   **NetSuite supports the lifetime of a customer through SuiteSuccess and the AMO .** SAP has no equivalent program and often must rely on partners for implementation. The technical and industry capabilities of these partners varies wildly, and many are product generalist. NetSuite is with you as a customer every step of the way. From the initial purchase, to implementation, through renewal you will have a dedicated NetSuite Account Manager who is responsible for your success.