

# Top 5 NetSuite Differentiators vs S/4HANA

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- 1 NetSuite is the leader in true cloud implementations.** NetSuite has >16,000 customers 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 its cloud versions. The dedicated cloud version S/4HANA Cloud only has ~400 customers, of which only <200 are live.
- 2 NetSuite is a full robust suite which includes ERP, CRM and eCommerce.** S/4HANA relies on SAP's sister products to add key functions such as CRM (C/4HANA) and eCommerce (also C/4HANA). Core S/4HANA is updated to take advantage of HANA architecture, but others are not. Ariba & Concur are, SuccessFactors & Hybris are in process.
- 3 NetSuite implementations are conducted primarily through a prescribed, fixed bid methodology.** S/4 implementations are via discovery. SAP or the partner drafts a blueprint based on customer wants & needs, then picks & chooses functionality from the SAP portfolio. This takes on average 2 weeks of "Discovery" post sales and leads to much customization and re-scoping. This is how SAP Partners make money – and why 50% of SAP implementations fail.
- 4 NetSuite is easy for organizations to customize.** S/4HANA is not a rules-driven system. Rules are hardcoded into the modules which leads to a large degree of customization. Making changes within S/4HANA requires deep product knowledge that few partners yet possess, reducing the chances of successfully mapping the solution to the company's business needs.
- 5 NetSuite provides world-class subsidiary management & real-time financial consolidation.** Core S/4HANA is primarily an HQ-centric offering with S/4HANA Cloud or Business ByDesign positioned as subsidiary pieces. Ensuring smooth consolidation between the different pieces requires careful set-up and the same chart of accounts for both the parent and subsidiary. S/4 Cloud requires S/4HANA on Premise for financial consolidation.













