

A group of business professionals are gathered around a conference table in a modern office. A man in a checkered shirt and glasses is shaking hands with a woman in a grey sweater. Other people are seated around the table, some looking at laptops and documents. The scene is dimly lit with modern pendant lights hanging from the ceiling.

NetSuite Implementation: Direct or Partner?

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NetSuite the most-used cloud business software on the market, as you probably have heard if you are here.

If you've made the decision to look at NetSuite, you know the platform offers cost-effective streamlined business processes and real-time access to key information anytime anywhere. If you've been doing due diligence, you know there are countless ways to purchase and implementing NetSuite for your business. How do you get it all working for you?

In this post, we'll highlight the true benefits of working with an experienced NetSuite partner to shape the outcome of your initiative and create a solution that perfectly fits your business for long-term success. We will also explore the various ways to use a NetSuite partner for enhanced services when working with NetSuite directly.



Where Can I Purchase a NetSuite License?

You have two different options when it comes to purchasing your software, **NetSuite direct** or through a **NetSuite Solution Provider**.

Solution Providers are business application experts who deliver complete NetSuite cloud computing solutions and have the ability to sell, license, implement, service and provide support all things NetSuite related.

The license and subscription contract is with NetSuite but negotiated by the partner and they represent you.

What Are My Implementation Options?

1. Self-Implementation:

To ensure a successful self-implementation, a person in your organization will need to be well-versed with NetSuite's technology and provide a temporary full-time commitment to the implementation process. In many ways, a self-implementation may take longer than expected, cost your company more money, as project timelines and commitments tend to run long without a team.

Many companies will also need customizations to the software, help, support, and training to ensure your NetSuite implementation reflects your company's business processes.workflow template.



2. NetSuite (Direct) Implementation:

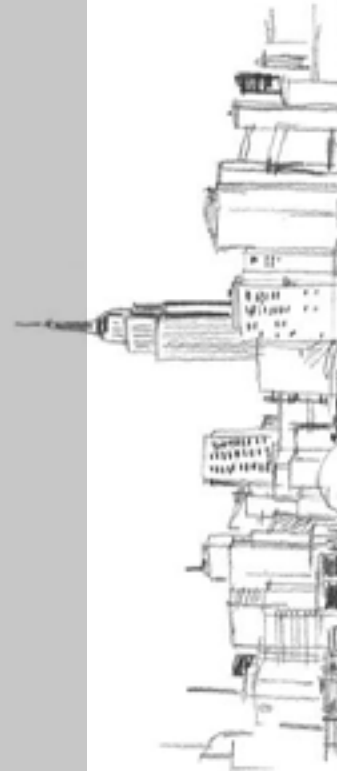
When you purchase with NetSuite direct, you're speaking to a NetSuite+Oracle salesperson with specific sales interests, such as selling the SuiteSuccess package. Go-live is really a beginning point in this process. NetSuite generally will implement a basic instance of NetSuite, and any customizations or training are an out-of-scope cost.

NetSuite has great customer service, but because NetSuite is a massive company, it may be difficult or cost money to get an instant answer from their customer service team. When you run into an issue or need help, many are directed to online user guides, user groups, forums or a waitlist support ticket.

3. NetSuite Partner:

Quality NetSuite partners have your long-term plan and business strategy in mind from the get-go. Partners don't just sell software, they are passionate about understanding your company's processes, committed to your success, and reputation long after the go-live date. You will receive a direct line to skilled IT consultants for NetSuite support, with the ability to discuss best practices, ask for help, buying options, pricing, products and more.

NetSuite Partners are leading industry experts with a deep understanding of the software and understand how to best tailor the NetSuite implementation to your individual needs.



Why Partners make a NetSuite Implementation a Success

CUSTOMER RELATIONSHIPS:

Customers who buy from NetSuite partners are in it for the long haul. **Why?** Because provide strength in relationships, knowing your business, and provide the highest level of customer service and support in the industry.

NETSUITE EXPERTISE & SUPPORT

Partners are extremely knowledgeable on the NetSuite platform and can provide unbiased answers to questions, demos, and any information you need throughout the process. Once you have engaged with a partner the entire team is accessible to you on an on-demand basis. Take advantage of all that NetSuite has to offer with no disruption in your day-to-day business.

From implementation to services and beyond, partners ensure a streamlined and direct path to fulfilling your NetSuite needs.

COST SAVINGS

Partners have the ability to match NetSuite's direct sales team with pricing, discounts, fixed price quotations, and financing options that are not available when buying from NetSuite directly. Partners offer competitive pricing on both software and services. Bundle your licensing and implementation services for better savings on a successfully delivered solution.

TAILORED IMPLEMENTATIONS

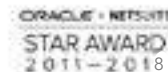
Partners have the ability to match NetSuite's direct sales team with pricing, Partners will provide the tools necessary for you to make well-educated choices rather than rushed decisions. Consultants adapt the NetSuite product to meet your specific business requirements. Working with a NetSuite partner offers key advantages over going directly to NetSuite alone.

Why Buy NetSuite from the Experts at Protelo:

Protelo is an award-winning software and business consultancy firm that provides extensive services to ensure clients get the most out of their software.

We are a licensed reseller of NetSuite and a one-stop shop assisting in the evaluation, implementation, configuration, customization and services of NetSuite solutions.

We provide support, administration and process optimization to ensure organizations get a return on their investment. Whether you are looking for assistance with implementation, customization, or simply need answers to your questions, our NetSuite consultants are experts on adapting the product to meet your specific business needs.





Contact Our NetSuite Experts

Whether you're looking for full implementation, optimization, or on-demand projects or troubleshooting, we're here to go above and beyond. Have a question?

Ready to get Started? Contact us.

www.proteloinc.com | 916-943-4428