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# NOT ALL CLOUDS ARE CREATED EQUAL

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Saran Sankar  
Technology CoE  
Thursday, February 15

# CPE Credits

**Today's webinar is worth 1 Continuing Professional Education (CPE) credit.**

To be eligible for CPE credit, you must:

- Answer **at least 3 of the 4** polling questions (during the webinar) and have a total viewing time of **at least 50** minutes.
- Participants will have the opportunity to download their CPE certificate immediately following the webinar if above requirements are met.
- In accordance with the standards for the National Registry of CPE Sponsors, CPE credit will be granted based on a 50-minute hour.
- We are unable to grant CPE credit in cases where technical difficulties preclude eligibility. CPE Program Sponsorship guidelines prohibit us from issuing credit to those not verified by the technology to have satisfied the minimum requirements listed above.

# Saran Sankar

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Manager, Technology CoE

5 Years with NetSuite

17+ Years Experience

- Software Development
- Solution Consulting
- Integration, Architecture
  
- Based in Austin, TX

# AGENDA

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1. Cloud Basics
2. Solid Foundation through Infrastructure
3. Flexibility through Platform
4. Open Application for Integration
5. Technology Value

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# Importance of the Technology

## Cloud Basics

# WHAT IS CLOUD?

## Key Attributes

- Shared Resources
- Broad Network Access
- Scalable and Elastic
- On-Demand service

# CLOUD VS. ON PREMISE VS. HOSTED/HYBRID

Requirements	Cloud (Multi Tenant)	On Premise (Single Tenant)	Hosted/Hybrid (Single Tenant)
Scalability	Economies of scale	IT resource dependent	IT/VAR resource dependent
Flexibility	Built in Configuration Tools	Lack of Built-in tools	Separate Configuration Tools
Versioning	Upgrades included	Expensive upgrades	Expensive upgrades

# REAL CLOUD VS. FAKE CLOUD

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## REAL CLOUD

- ✓ Multi-tenant
- ✓ Versionless
- ✓ Designed for Internet
- ✓ Flexible
- ✓ Scalable

## FAKE CLOUD

aka "Private Cloud" or "Hosted/Hybrid"

- ✗ Single Tenant
- ✗ Version Locked
- ✗ Pre-internet
- ✗ Inflexible
- ✗ Not scalable

“Enterprises run the risk of getting nasty shocks when the thing they thought they were buying turns out to be something altogether different. **Hosting and application management are not synonymous with SaaS.**”



# SCALABLE AND ELASTIC

- Resources dynamically-allocated between users
- Additional resources dynamically-released when needed



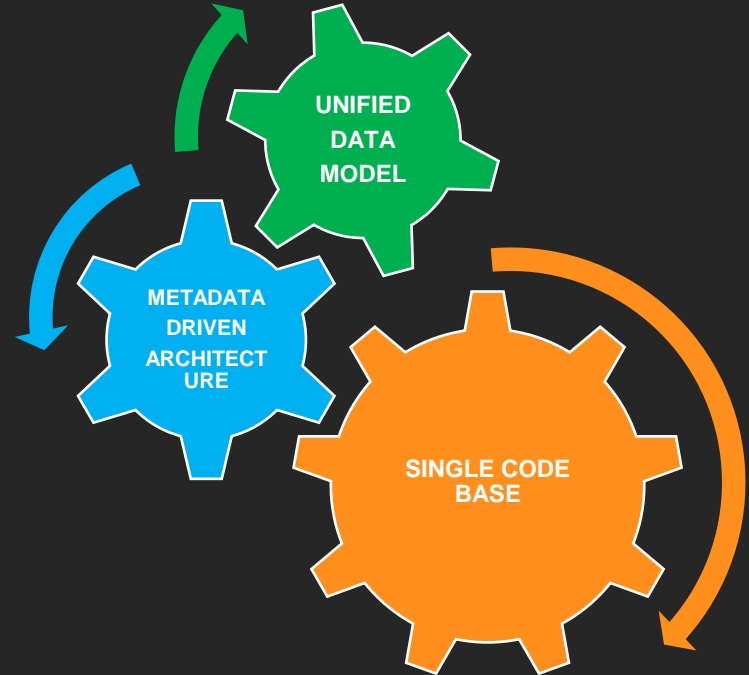
# CLOUD EFFICIENCIES AND IMPROVEMENTS

- Cost efficiencies
- Time efficiencies
- Improved process control
- Improved security

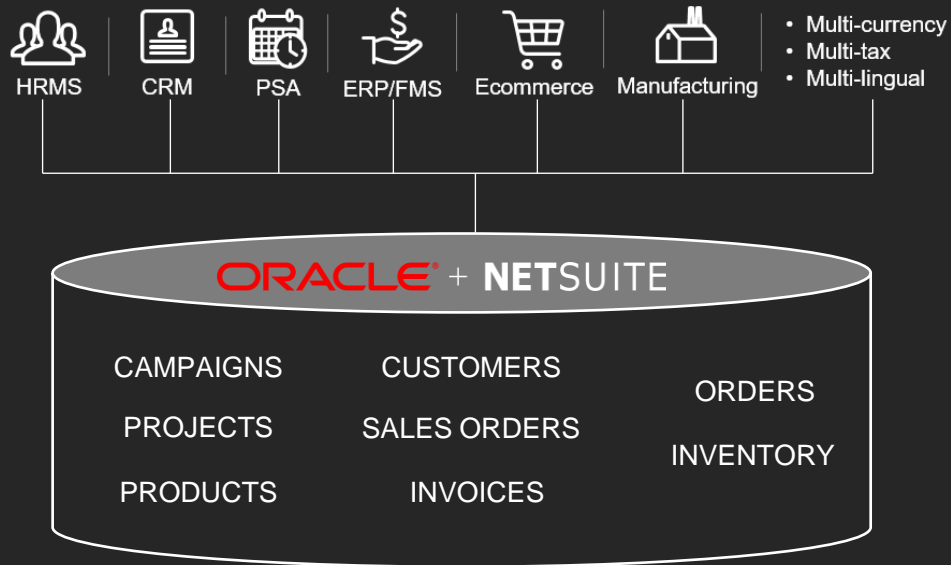


# CLOUD BUILDING BLOCKS

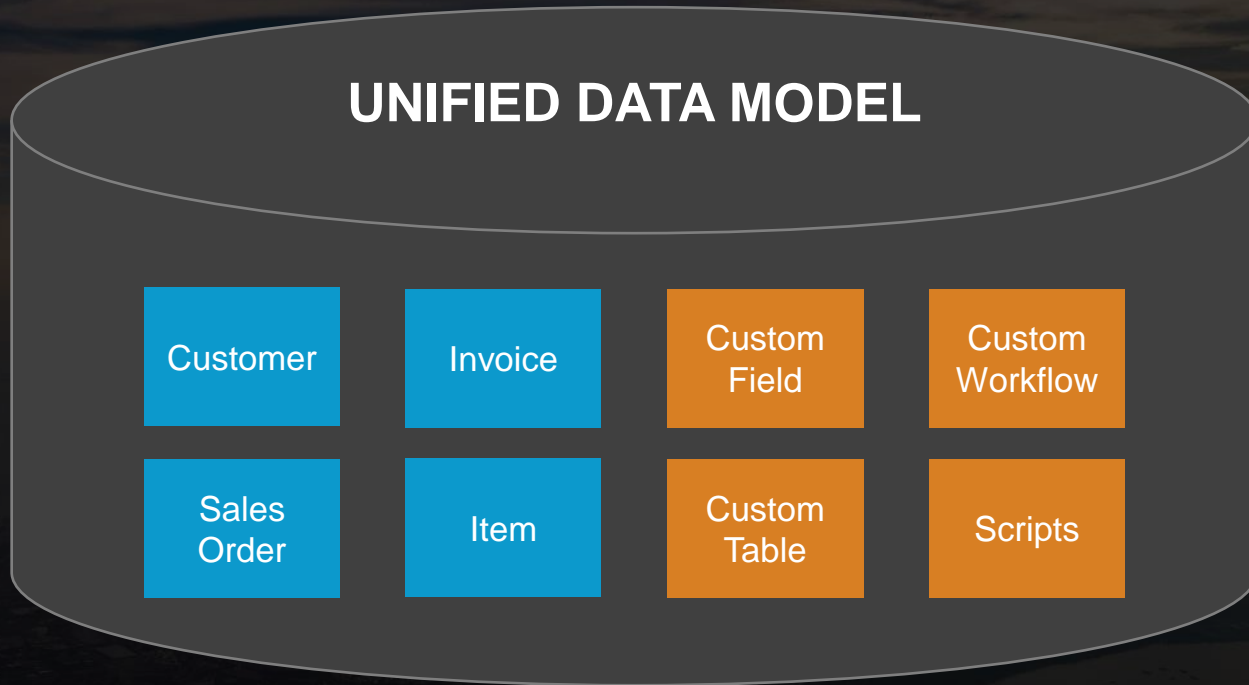
- This is the DNA of NetSuite, something we possessed from Day 1
- Everything that differentiates us from competition stems from these key foundation blocks



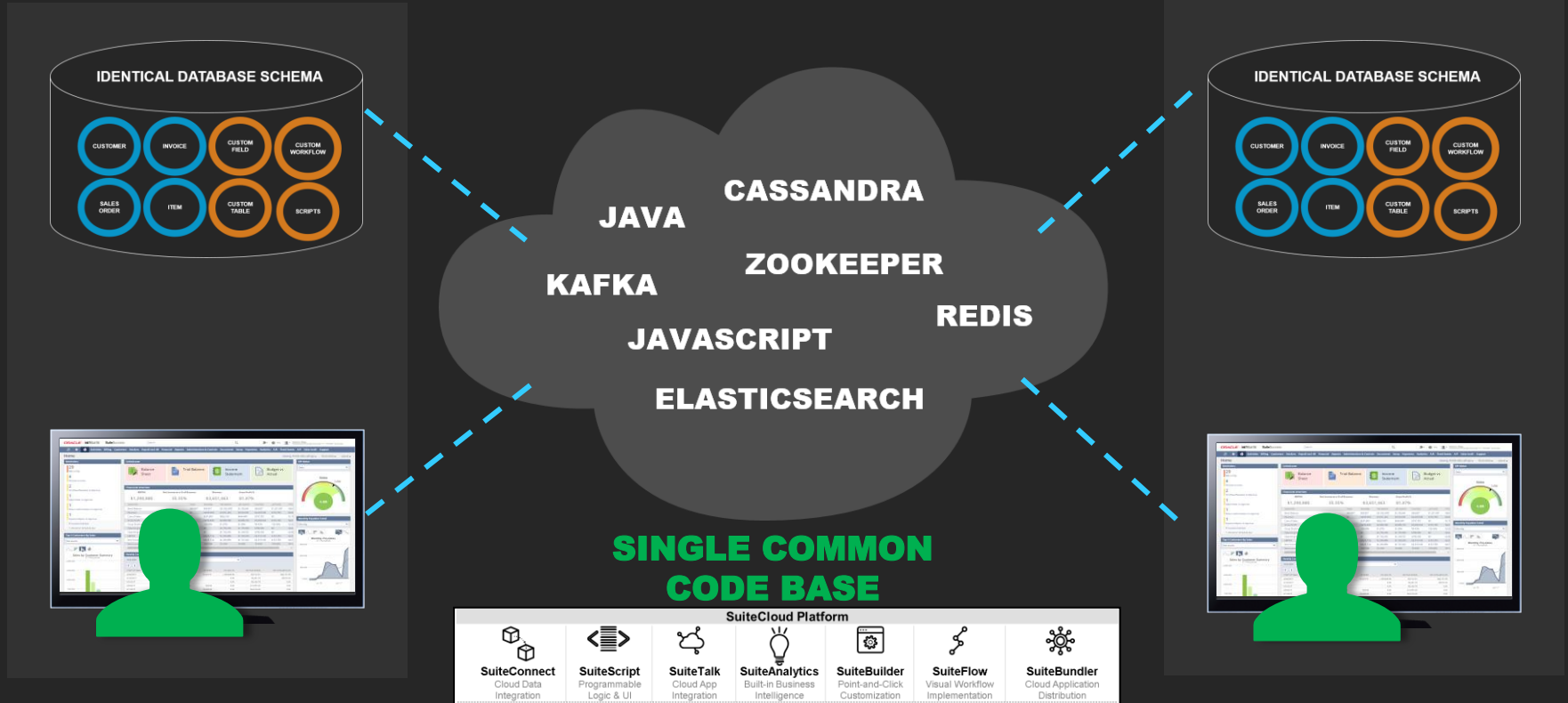
# SINGLE SOURCE OF TRUTH



# DATA AND METADATA



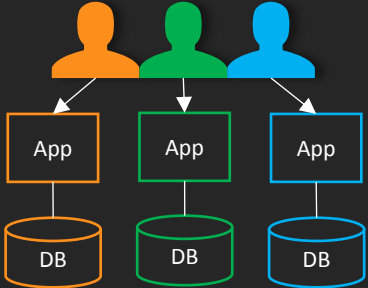
# PERSONALIZED AND UNIQUE EXPERIENCE



# MULTI-TENANCY

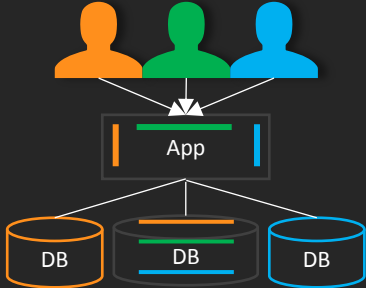
## Single Tenant Hosted/Hybrid

Separate Application,  
Separate Database



## Multi Tenant NETSUITE

Shared Application,  
Shared Database &  
Separate Database



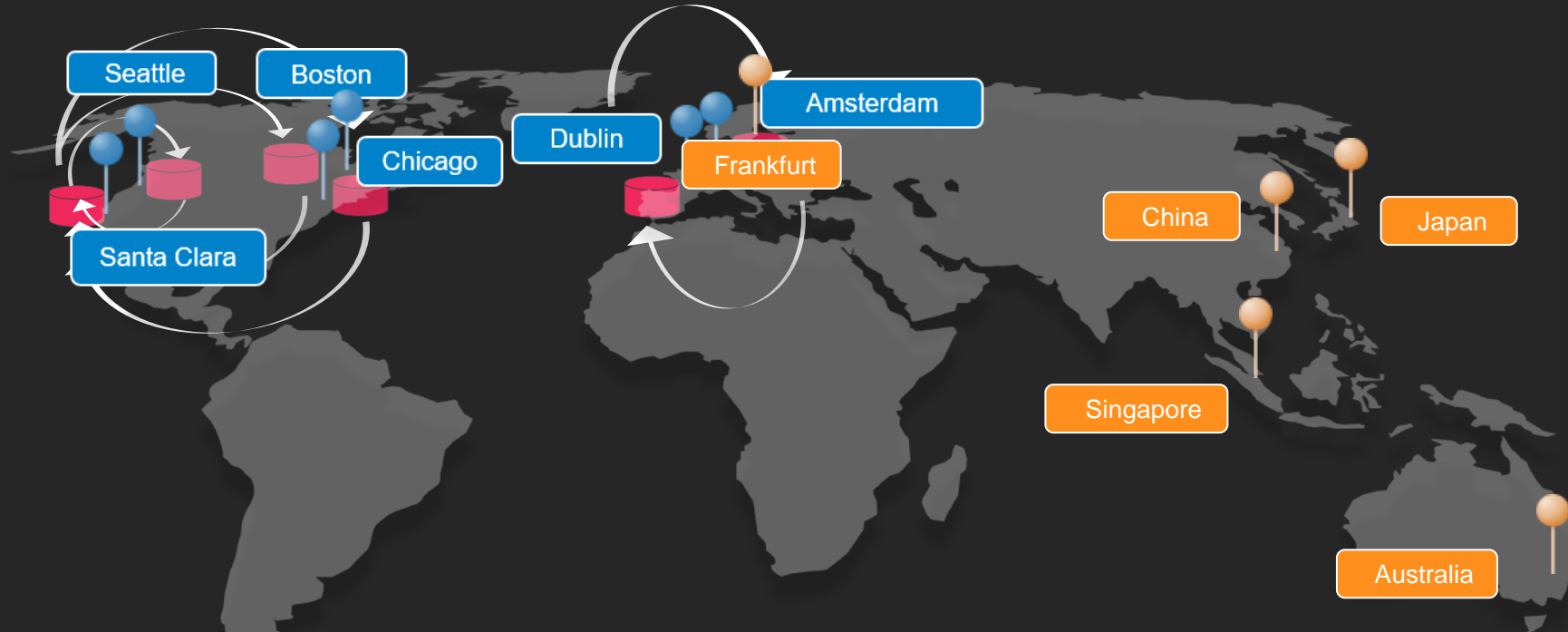
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# Infrastructure

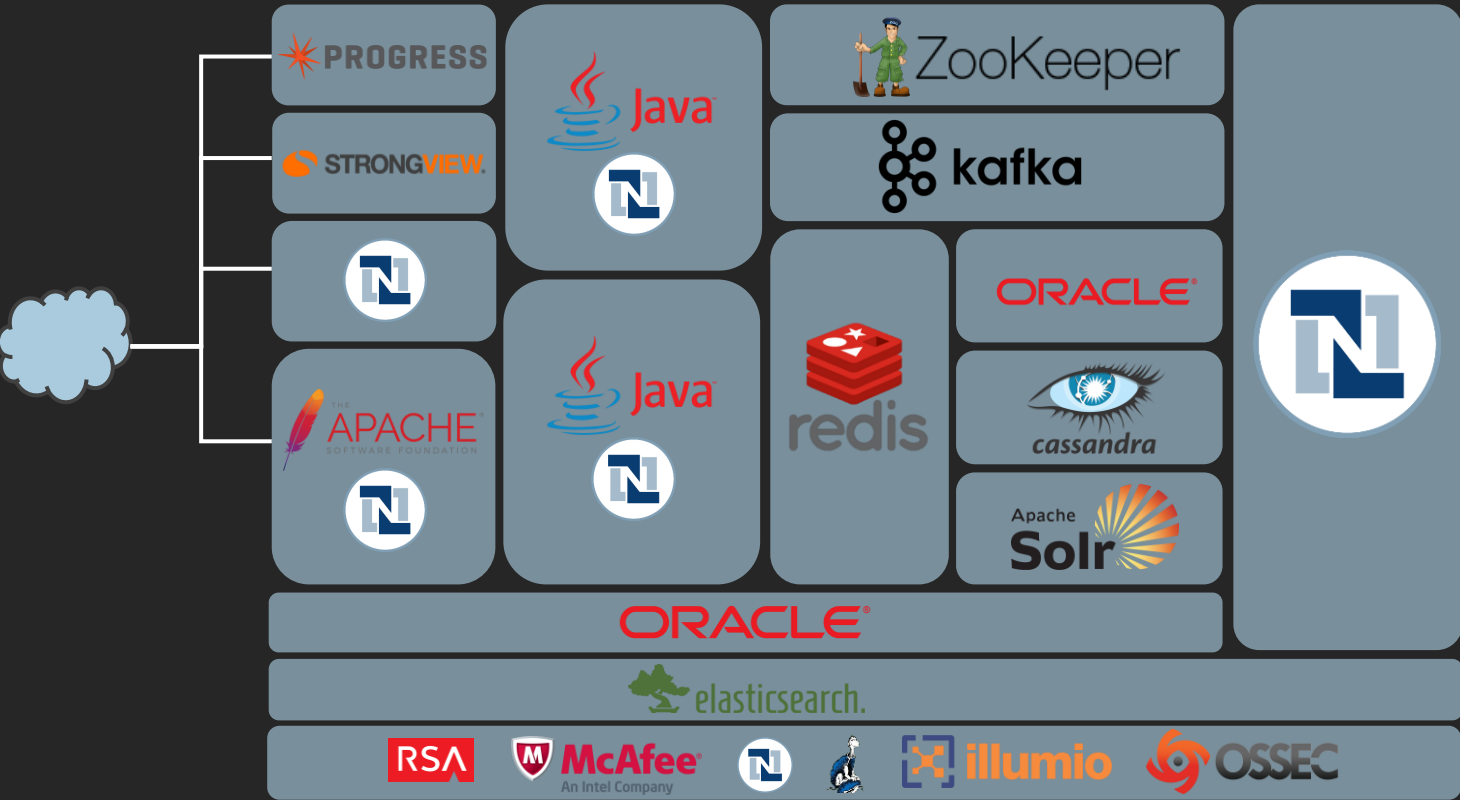
Data Centers  
Security  
Upgrades  
Scalability



# MULTITENANT DNA CONSISTENT ACROSS DCs



# MODERN AND EVOLVING



### MAJOR EXTERNAL COMPONENTS

This section lists major external components with their respective logos:

- CyberSource
- worldpay
- amazon web services
- Apple
- twilio
- Akamai
- VeriSign
- THOMSON REUTERS
- Android

# SECURE AT EVERY LEVEL

## DATA CENTER

- Physical Security

## NETWORK AND HOST

- IDS
- Scans
- DDOS

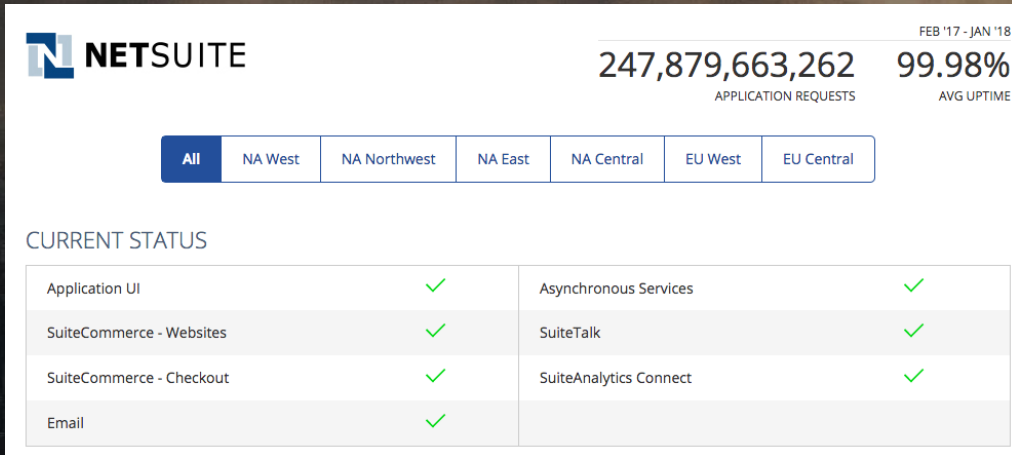
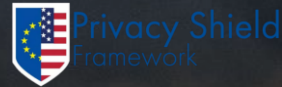
## DATABASE

- No Direct Access
- Replication
- Opt-in access

## APPLICATION

- RBAC
- Whitelist
- Password Policy
- 2FA
- SAML
- Audit Log

# SECURE AND RELIABLE



# 99.98%

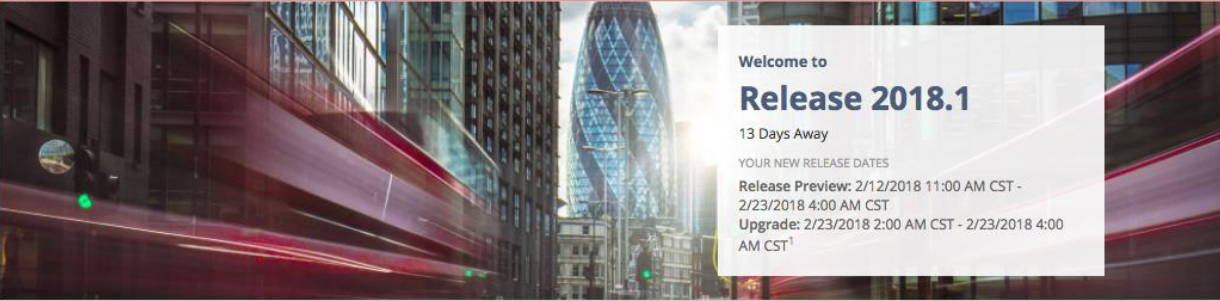
Actual Performance  
during the preceding 12 months

# AUTOMATIC UPGRADES

100

Ongoing

## New Release



Welcome to  
**Release 2018.1**

13 Days Away

YOUR NEW RELEASE DATES

**Release Preview:** 2/12/2018 11:00 AM CST - 2/23/2018 4:00 AM CST  
**Upgrade:** 2/23/2018 2:00 AM CST - 2/23/2018 4:00 AM CST<sup>1</sup>

### Global Financials

Use Multi-Subsidiary Customer for a single, clear view of customers across multiple subsidiaries eliminating duplication. Introduce more flexibility in the multi-book environment by activating each subsidiary separately. Reduce operational overhead with intelligent transaction matching rules. Fulfill additional local regulatory requirements for China, Japan, Malaysia, Thailand.

[LEARN MORE](#)

### Global Supply Chain

Gain a comprehensive view and granular control of global inventory demand and supply with Supply Chain Snapshot. Streamline order management with Cross Subsidiary Fulfillment to process orders efficiently in a global environment. Track inventory valuation accurately with the landed cost capability using Inbound Shipment Management.


[LEARN MORE](#)

### SuiteCommerce


Quickly launch new webstores with SuiteCommerce Standard. Deliver an engaging brand experience with Theme Customizer. Monitor your website with Domain Health Status Indicators. Generate a new sitemap regularly with Sitemap Generator Scheduler. Never miss a sale when the Point of Sale system is offline with the new Fallback solution.

[LEARN MORE](#)


[See more new features >>](#)




Sneak Peeks




Release Notes



Release Preview Login



Release Preview Test Plan



2018.1 Overview

<sup>1</sup>Average upgrade time is less than one hour. Your time may vary.

QA testing

# PROVEN SUCCESS AT SCALE



**500 Mn +**  
HTTP Requests

**9 TB +**  
Data Persisted



**2 Bn +**  
Health Checkpoints

**30 Bn +**  
Queries Processed



AGGREGATE

- Trillions of Business Records in total
- Billions of Custom Records
- Trillions of System Notes
- Petabytes of Data
- 40K+ Organizations Running

- **100B+** Transactions per year
- **500M+** email messages sent per year
- **60M+** packages shipped per year
- **2.4M** orders processed on Cyber Monday
- **\$187B** of sales orders



LARGE

- More than **5M** items
- More than **15M** entities
- More than **1B** transaction lines
- More than **350** subsidiaries

- More than **500K** financial transactions per day
- More than **70K** transactions per hour
- More than **\$17B** in revenue
- More than **6.2M** invoices per month

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# Platform

Extensible, Flexible and  
Agile

# PLATFORM POWERS BUSINESS

Extend, Connect &  
Integrate to Anything

Build Your Own Apps

Certified Apps Developed  
by Partners

NetSuite Apps

Your Apps

Partner Apps

Platform

ERP

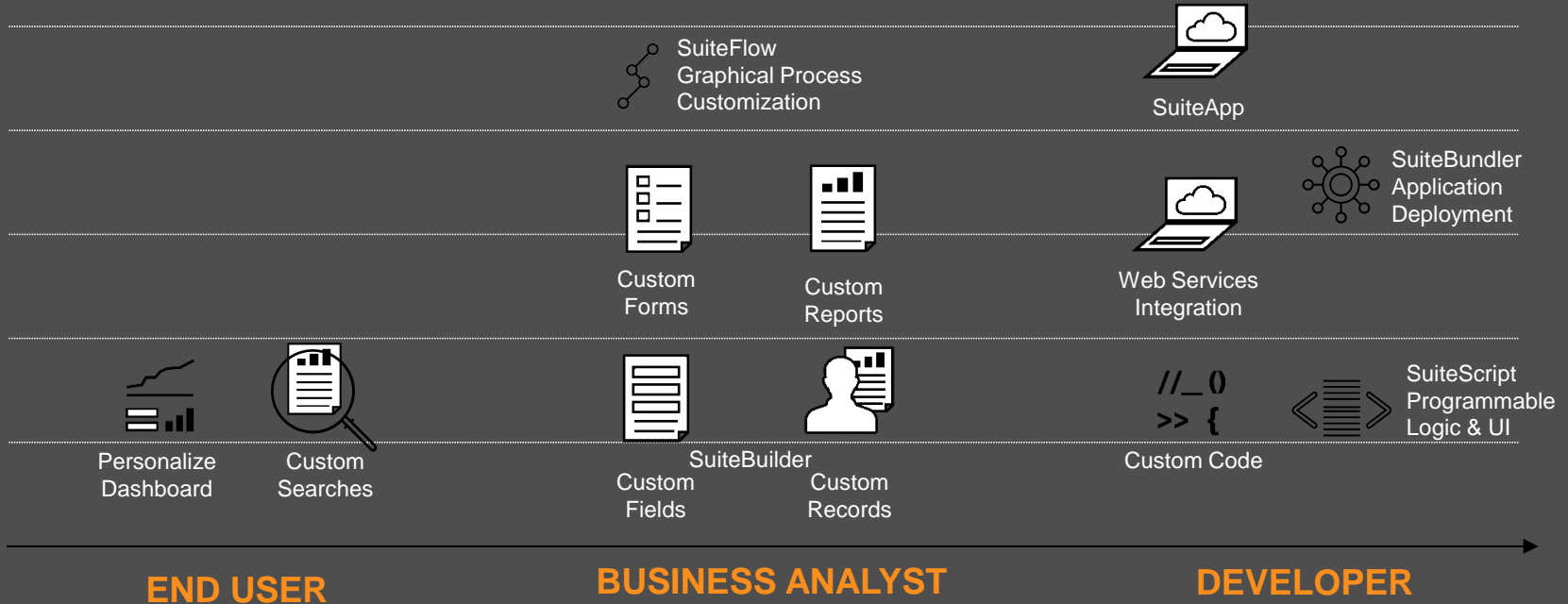
SRP

Ecommerce

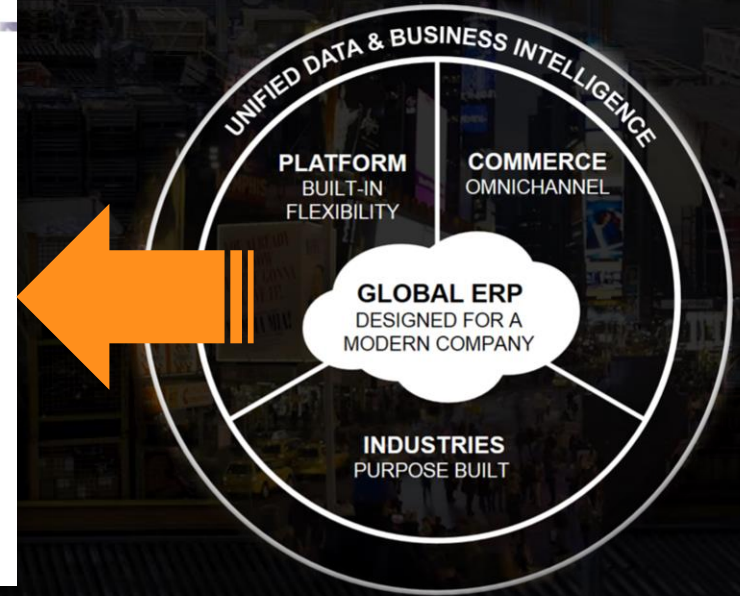
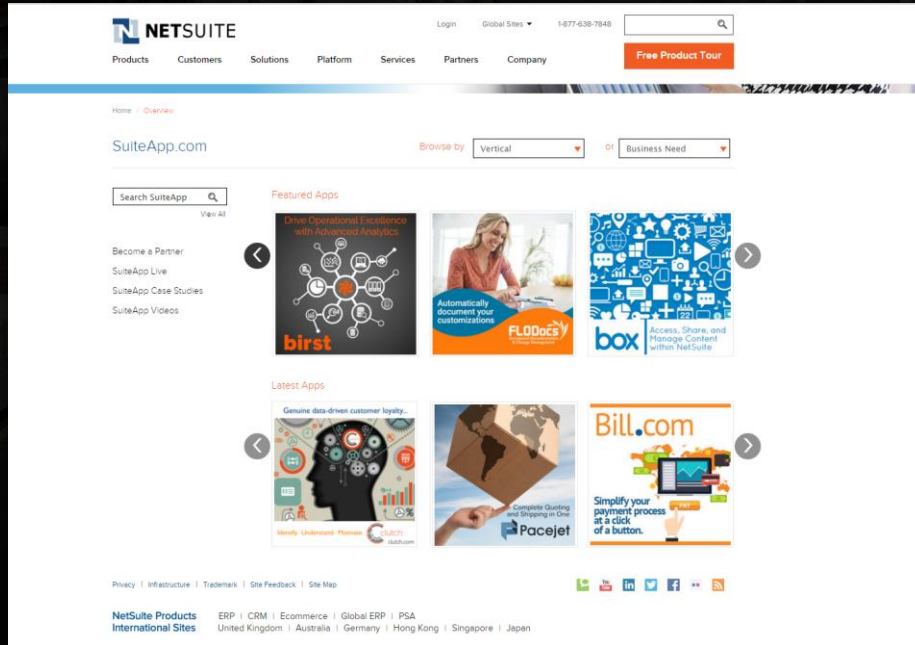
Industry Specific



# RIGHT TOOLS FOR EVERY USER TYPE



# APP MARKET - ECOSYSTEM



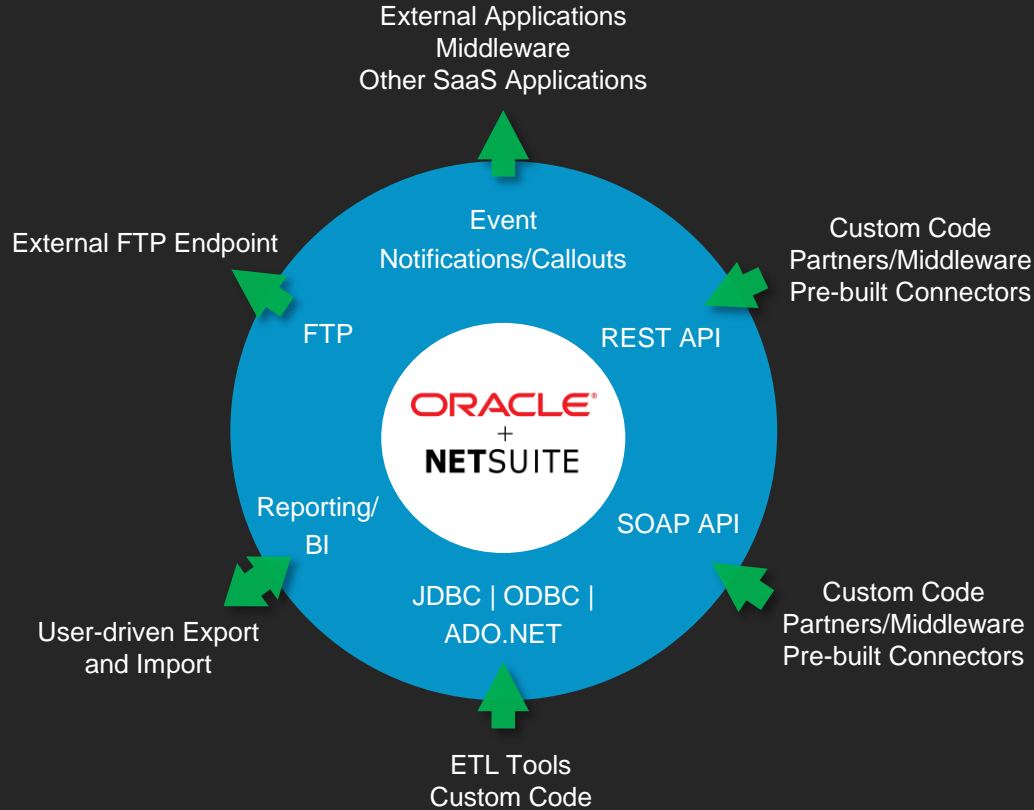
- ~400 Marketplace Partners on Suiteapp.com

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# Integration

## Open Systems

# EASE OF DATA EXCHANGE



- ✓ Open APIs
- ✓ Real Time and Batch Support
- ✓ Bi-Directional Support
- ✓ Single View of the truth
- ✓ Upgrade Safe
- ✓ Flexibility:
  - NetSuite Professional Services
  - NetSuite SuiteApp Partners
  - NetSuite System Integrators
  - Customer In-house Team

# INTEGRATION SUITEAPPS

**SUITEAPP.COM** Search SuiteApp View all

Narrow by: 58 Results Sort By: Reviews 48 Items

Clear all Filters x

Narrowed By: Integration x

**By Vertical**

- Advertising
- ERP
- IT Services
- Manufacturing
- Media and Publishing
- Professional Services
- Retail
- Software
- Wholesale Distribution

**By Business Needs** x

- Analytics
- Asset Management
- Business Intelligence
- Collaboration
- Communications
- CRM
- Customer Service and Support
- eCommerce
- EDI
- Electronic Signatures
- Finance and Accounting
- Financial Services
- Field Service Management
- HCM
- Infrastructure
- Integration x**

**Expensify**  
Automates and simplifies expense reports for all users  
Expensify: Receipt and Expense Management for NetSuite

**B2BGATEWAY**  
CLOUD BASED, FULLY INTEGRATED EDI & AUTOMATED SUPPLY CHAIN SOLUTIONS  
B2BGateway EDI

**celigo**  
The industry standard for connecting Magento with NetSuite  
Celigo Magento Connector

**FarApp**  
Extend NetSuite's Reach to your eCommerce Storefronts  
FarApp

**AtomSphere Integration**  
Extend the NetSuite Platform to automate business processes  
AtomSphere by Dell Boomi (Integration Platform as a Service)

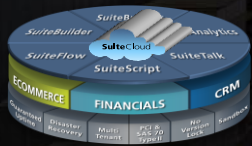
**celigo**  
Streamline lead-to-cash with prebuilt, out-of-the-box integration  
Celigo Salesforce Connector



**58 RESULTS**

# In Summary- TECHNOLOGY VALUE

Platform for Modern Business



## CHALLENGES

Data Integrity  
Operational Efficiency  
Integration  
Agility



## BEST PRACTICES

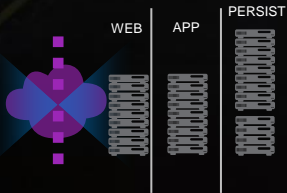
Unified Object Model  
Point & Click  
Open Standards  
Customization Tools



## VALUE

Quickly Get Accurate BI  
Improve UX  
Move Data Reliably  
Innovate Rapidly

Cloud Native Infrastructure



Growing  
Downtime Risk  
Version-Lock  
Security Compliance



Scalable  
Always Available  
Automatic Upgrades  
Highly Secure



Grow with Confidence  
Run Continuously  
Stay Current  
Keep Data Safe