Here we show you why working with a partner like **PointStar Consulting** can bring you a comprehensive set of benefits.

1. Solutions for Different Pain Points	ORACLE NetSuite	POINTSTAR CONSULTING
Cloud ERP	✓	✓
Financial Planning & Budgeting	✓	✓
LCNC* Integration & Automation	✗	✓
End-to-End* Accounting Automation	✗	✓

**LCNC stands for low-code, no code.
**End-to-end encompasses the complete automation of the entire financial close process, including the automation of the financial reconciliation process.

2. Regional Presence	ORACLE NetSuite	POINTSTAR CONSULTING
Presence in Your Country	✗	✓

**Locally based Oracle NetSuite implementation team for rollout, and support in Singapore, Malaysia, Indonesia, Thailand, Vietnam, Japan, South Korea, China, and Taiwan.

ORACLE
NetSuite

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3. Bundled Solutions	ORACLE NetSuite	POINTSTAR CONSULTING
Ready Bundle* Solution	❌	✅

**Solutions for different pain points covering niche areas such as construction bundle, peppol-ready e-invoicing, retail bundle and much more

4. Implementation & Delivery	ORACLE NetSuite	POINTSTAR CONSULTING
Covering Various Industry Verticles in Multiple Locations	✅	✅
Certified NetSuite Consultants in Asia | 14+ Years of Experience	❌	✅
Deep Understanding of Software, Strong Business Expertise	❌	✅
Customised Solutions to Suit Your Business Needs	❌	✅

ORACLE
NetSuite

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ORACLE NetSuite VS Microsoft Dynamics® NAV

Key Features

Oracle NetSuite
- Cloud-native SaaS ERP platform
- Unified suite covering ERP, CRM, and E-commerce
- Intuitive interface and workflows
- Built-in business intelligence (BI) and reporting
- Industry-specific editions available
- Application programming interfaces (APIs) enable integration with other apps
- Regular updates and new features
- Global reach with support worldwide

Microsoft Dynamics NAV
- On-premise ERP, but cloud option available
- Basic reporting and needs add-on BI tools
- Mostly generic functionality
- APIs and Microsoft Power BI integration
- Release updates every two to three years
- Strong in North America/Europe

Industries

Oracle NetSuite
- Retail and E-commerce • Software and technology
- Professional services • Manufacturing
- Wholesale distribution • Advertising and media

Microsoft Dynamics NAV
- Manufacturing • Distribution
- Professional services • Retail
- Government contracting • Higher education

Key Considerations

Oracle NetSuite

| Pricing model
- Transparent per-user pricing.

| Ease of Use
- Has an intuitive interface.

| Customisation
- Point-and-click configurability.

| Integration
- Robust prebuilt integrations.

| Reporting
- Built-in reporting capabilities.

| Industry Focus
- Vertical-specific solutions for different industries.

| Mobility
- Optimised for mobile devices.

Microsoft Dynamics NAV

| Pricing model
- Priced based on complex licensing costs.

| Ease of Use
- Requires users to undergo significant training.

| Customisation
- Reliant on developers.

| Integration
- Requires custom coding.

| Reporting
- Needs add-on BI tools.

| Industry Focus
- Out of the box solution lacking customisation for specific industries.

| Mobility
- Basic mobile access.

ORACLE NetSuite

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ORACLE NetSuite

VS

Microsoft Dynamics® NAV

Key Considerations

Upgrade Process
- True-cloud software which delivers automatic updates.

Time to Value
- Can be implemented in weeks or a couple of months.

Upgrade Process
- Relies on manual upgrades.

Time to Value
- Takes significantly longer to implement because it was initially an on-premise product.

Training & Support

Education Services
- Online self-paced training courses covering foundation, administrator, CRM, SuiteCommerce, implementation, configuration, and development.

Training and Certifications
- In-person and virtual classroom training covering implementation, configuration, and development.

SuiteAnswers
- Online knowledgebase, how-to guides, documentation, and videos.

SuiteSupport
- 24/7 online/phone support, case management, and access to resources.

Customer Success Managers
- Dedicated support representatives for strategic guidance.

Partner Network
- Third-party Oracle NetSuite partners provide additional training tailored to verticals.

Support Ended ❌
- Microsoft Dynamics NAV has been discontinued, and mainstream support ended on January 10, 2023

ORACLE NetSuite

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ORACLE NetSuite

VS

SAP S/4 HANA

Key Features

Oracle NetSuite
- Cloud-based ERP system designed for fast-growing businesses
- Simple and intuitive user interface
- Built-in BI and reporting capabilities
- Real-time visibility into key business metrics
- Automated workflows and process management
- Integrated CRM, and E-commerce capabilities
- Flexible customisation options

SAP S/4 HANA
- Steep learning curve because of complex interface
- Requires add-ons for BI and reporting
- Batch processing of transactions
- Manual workflows and fragmented processes
- Limited CRM and e-commerce features
- Costly custom development
- Lengthy implementation times

Industries

Oracle NetSuite
- Retail and E-commerce • Software and technology
- Professional services • Manufacturing
- Wholesale distribution • Advertising and media

SAP S/4 HANA
- Oil and gas • Utilities • Higher education
- Pharmaceuticals • Automotive
- Government • Defence contracting

Key Considerations

Cost
- Cloud-based solution with lower upfront costs and a simpler pricing model based on the number of users.

Ease of Use
- Provides an intuitive user interface and workflows. It is quicker to implement and adopt across organisation.

Flexibility
- Oracle NetSuite allows for easy customisation and configurations to adapt to business needs.

Integration
- Provides out-of-the-box integration between CRM e-commerce, HR, inventory and much more.

Reporting
- Oracle NetSuite has built-in real-time reporting capabilities and dashboards.

Industry Solutions
- Offers tailored solutions for services, retail, nonprofits, manufacturing, and other industries and verticals.

Cost
- Requires on-premise infrastructure and hardware investments.

Ease of Use
- SAP S/4HANA's complexity means that users require extensive training.

Flexibility
- Rigid framework that requires custom development.

Integration
- Fragmented modules.

Reporting
- Relies on third-party BI tools.

Industry Solutins
- SAP S/4HANA may provide vertical solutions that require extra customisation.

ORACLE NetSuite

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ORACLE NetSuite | VS | SAP S/4 HANA

Key Considerations

Oracle NetSuite

| Scalability
- A highly-scalable system for high-growth businesses.

| Customer Support
- Oracle NetSuite is known for its responsive customer support.

SAP S/4 HANA

| Scalability
- SAP S/4HANA's architecture doesn't scale with the same agility as Oracle NetSuite.

| Customer Support
- SAP S/4HANA has a complex support process.

Training & Support

Oracle NetSuite

| Education Services
- Online self-paced training courses covering foundation, administrator, CRM, SuiteCommerce, implementation, configuration, and development.

| Training and Certifications
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| SuiteAnswers
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| SuiteSupport
- 24/7 online/phone support, case management, and access to resources.

| Customer Success Managers
- Dedicated support representatives for strategic guidance.

| Partner Network
- Third-parties Oracle Netsuite partners provide additional training tailored to verticals.

SAP S/4 HANA

| Education
- Classroom and virtual classroom training programmes are offered globally.

| Training Shop
- Online courses for self-paced learning on administration, implementation, and system configuration.

| Learning Hub
- Digital learning platform with courses, simulations, and certification preparation.

| Enterprise Support
- 24/7 mission-critical support with designated resources.

| Preferred Success
- Strategic advisory services for planning and adoption.

| PartnerEdge
- SAP partners provide localised end-user and technical training.

ORACLE NetSuite

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ORACLE NetSuite **VS** **SAP** Business One

Key Features

ORACLE NetSuite
- Cloud-native SaaS ERP platform
- Unified suite covering ERP, CRM, and E-commerce
- Intuitive user interface and workflows
- Built-in business intelligence (BI) and reporting
- Industry-specific editions available
- Application programming interface (API) enables integration with other apps
- Regular updates and new features
- Global reach with support worldwide

SAP Business One
- On-premise ERP, but cloud option available
- Primary finance and operations focus
- Additional modules available
- Basic reporting capabilities
- Industry solutions available
- Third-party add-ons required
- Major version updates every 2-3 years

Industries

ORACLE NetSuite
- Retail and E-commerce • Software and technology
- Professional services • Manufacturing
- Wholesale distribution • Advertising and media

SAP Business One
- Manufacturing • Healthcare • Construction
- Professional services • Retail and wholesale
- Food and beverages • Third-party logistics

Key Considerations

ORACLE NetSuite	SAP Business One
Technology	**Technology**
• Cloud-native SaaS.	• Built on-premise and subsequently made available on the cloud.
Scalability	**Scalability**
• A highly-scalable system for high-growth businesses.	• Focuses on smaller businesses.
Customisation	**Customisation**
• Has point-and-click configurability.	• Needs developer assistance.
Integration	**Integration**
• Robust prebuilt integrations.	• Requires middleware.
User Experience	**User Experience**
• Has a more intuitive interface.	• Has a less intuitive interface.
Globalisation	**Globalisation**
• Supports 190+ countries.	• Has a much smaller footprint.
Mobility	**Mobility**
• Optimised for mobile devices.	• Basic mobile access.

ORACLE NetSuite

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ORACLE NetSuite

VS

SAP Business One

Key Considerations

Oracle NetSuite

Payroll
- Built-in payroll processing.

BI
- Real-time dashboards to help you unlock critical BIs.

Release Cycle
- Oracle NetSuite has quarterly updates.

SAP Business One

Payroll
- Needs third-party payroll tools.

BI
- Has basic reporting functions.

Release Cycle
- Updates come every year, or two.

Training & Support

Oracle NetSuite

Education Services
- Online self-paced training courses covering foundation, administrator, CRM, SuiteCommerce, implementation, configuration, and development.

Training and Certifications
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SuiteAnswers
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SuiteSupport
- 24/7 online/phone support, case management, and access to resources.

Customer Success Managers
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Partner Network
- Third-parties Oracle Netsuite partners provide additional training tailored to verticals.

SAP Business One

Training Shop
- Online self-paced learning for administration, configuration, and implementation.

Business One Academy
- Classroom and virtual classroom training options globally.

PartnerEdge
- SAP partners provide localised end-user, technical and industry-specific training.

Authorised Training Center
- Classroom courses from certified third-party providers.

Learning Hub
- Digital learning platform with B1 training materials and simulations.

Business One Service Plans
- Different support levels from Standard to Premium.

Partners
- Channel partners provide consulting, enhancements and support services.

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ORACLE NetSuite

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ORACLE NetSuite

VS

SAP

ERP ECC 6.0

Key Features

NetSuite:
- Cloud-based ERP with regular updates
- Unified suite covering ERP, CRM, and E-commerce
- Intuitive interface and workflows
- Flexible customisation
- Rapid implementation
- Built-in business intelligence (BI) and reporting capabilities
- Play-as-you-go pricing

SAP:
- On-premise ERP legacy sytem
- Complex interface
- Separate modules for ERP, CRM, BI
- Limited working capabillities
- Rigid and manual processes
- Lengthy implementation of 12+ months
- Discontinued by SAP, with end of support scheduled for 2027

Industries

NetSuite:
- Retail and E-commerce • Software and technology
- Professional services • Manufacturing
- Wholesale distribution • Advertising and media

SAP:
- Manufacturing • Automotive • Chemicals
- Oil and gas • Consumer products • Utilities
- Government contracting • Pharmaceuticals
- Higher education

Key Considerations

Cost and Licensing	Cost and Licensing
• Lower overall costs with simple per-using pricing.	• Complex licensing model and significant instructure costs.

Technology	Technology
• Cloud-native SaaS platform.	• On-premise system, that requires hardware and maintenance.

User Experience	User Experience
• Simple and intuitive interface.	• Requires extensive training.

Integration	Integration
• Robust prebuilt integrations.	• Has challenges with system integration.

Reporting and Analytics	Reporting and Analytics
• Real-time dashboards and reporting.	• Relies on separate BI tools.

Industry Solutions	Industry Solutins
• Provides tailored vertical solutions.	• Out of the box solutions with little room for customisation.

Innovations	Innovations
• Laverages latest technologies like AI/ML.	• Discontinued.

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ORACLE NetSuite **VS** **SAP** ERP ECC 6.0

Key Features

ORACLE NetSuite
- Cloud-based ERP with regular updates
- Unified suite covering ERP, CRM, and E-commerce
- Intuitive interface and workflows
- Flexible customisation
- Rapid implementation
- Built-in business intelligence (BI) and reporting capabilities
- Play-as-you-go pricing

SAP ERP ECC 6.0
- On-premise ERP legacy sytem
- Complex interface
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Industries

ORACLE NetSuite
- Retail and E-commerce • Software and technology
- Professional services • Manufacturing
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SAP ERP ECC 6.0
- Manufacturing • Automotive • Chemicals
- Oil and gas • Consumer products • Utilities
- Government contracting • Pharmaceuticals
- Higher education

Key Considerations

ORACLE NetSuite

Cost and Licensing
- Lower overall costs with simple per-using pricing.

Technology
- Cloud-native SaaS platform.

User Experience
- Simple and intuitive interface.

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- Robust prebuilt integrations.

Reporting and Analytics
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Industry Solutions
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Innovations
- Leverages latest technologies like AI/ML.

SAP ERP ECC 6.0

Cost and Licensing
- Complex licensing model and significant instructure costs.

Technology
- On-premise system, that requires hardware and maintenance.

User Experience
- Requires extensive training.

Integration
- Has challenges with system integration.

Reporting and Analytics
- Relies on separate BI tools.

Industry Solutins
- Out of the box solutions with little room for customisation.

Innovations
- Discontinued.

ORACLE NetSuite

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Case Studies

CARSOME

> We like Oracle NetSuite for its robustness and scalability, which is critical for a fast-growing company. NetSuite also integrates with our existing operational systems. After speaking with many service providers, PointStar Consulting came up highly recommended. We decided they are well suited to implement the Oracle Netsuite project for us.
>
> **Aaron Kee - Chief Of Staff (Carsome)**

The Metrics

Reduced financial close time from a month to **8-10** Days	Gained real-time insight accross **16** Subsidiaries in **4** Countries	Increase our operational efficiency by **10%**

PropertyGuru

> Partnering with Oracle NetSuite and PointStar Consulting was a key factor in enabling our business growth and expansion into new territories. Rolling out Oracle NetSuite across all entities gives us real-time visibility into our subsidiaries, helping us consolidate our finances across four countries.
>
> **Darren Lim - Senior Automation Engineer (Property Guru)**

The Metrics

Increased Revenue by **3x**	Reduced financial close time from a month to **10** Days	Gained real-time insights across **5** Countries **10** Subsidiaries

ORACLE
NetSuite

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Case Studies

ninjavan

> Partnering with Workato and PointStar Consulting was a key factor in enabling our business growth and expansion into new territories. Rolling out Workato helped democratise process flow management by enabling end users to initiate integration and specify rules for automation.
>
> **Wayne Goh - Head of Financial Systems, NinjaVan**

The Metrics

Cut time to build custom integrations from 200+ hours to	Improved data transparency between	Report preparation can be done in
4 Hours	**2** Systems	**2** Days

VIMEDIMEX

> Partnering with SuiteCloud (PointStar Vietnam) was a key factor in the successful implementation of automation initiatives at Vimedimex, while Oracle NetSuite has helped us automate labour-intensive, manual tasks and helped streamline our business processes, reduce costs, and improve our bottom line.
>
> **Le Xuan Tung - General Director, Vimedimex**

The Metrics

30% reduction in inventory turnover time	**65** % reduction in financial close time	**60**% time reduction for sales order processing

ORACLE
NetSuite

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