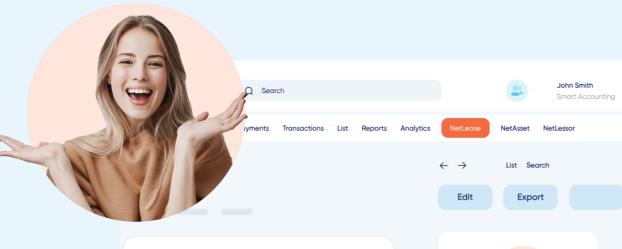
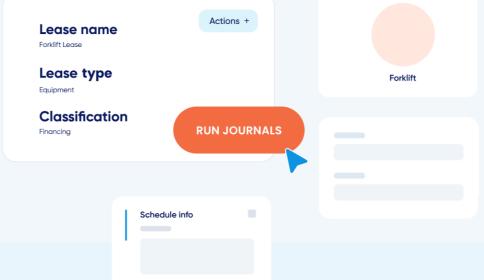
# Netgain for NetSuite









Andé Lampert, CPA
Partnership Manager

alampert@netgain.tech

## Introduction

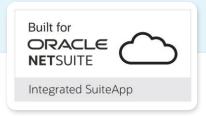


**Tanner Larsen, CPA**Partnership Manager

tlarsen@netgain.tech



## Native SuiteApps have superior benefits



## Integrated

- The majority of the solution resides externally to the NetSuite platform.
- This is a separate solution with data integration to NetSuite, via a custom integration, or via a generic connector.
- The scope of BFN review is only upon the integration components of these solutions



## **Hybrid**

- These solutions are a mix of platform resident components and external components.
- These are separate solutions integrated with NetSuite via custom UI and/or internal and external data.
- The scope of BFN review is only upon the native components and integration components of these solutions



## **Native**

- The entire solution resides on the NetSuite SuiteCloud platform.
- SuiteApp is deployed to customers' accounts via SDF or the SuiteBundler within NetSuite
- All components are within the scope of BFN review.
- Maximize the benefits of your NetSuite investment



# Netgain makes native applications that reside within and improve the value of NetSuite



## NetLease & NetLessor

Comprehensive Lease Accounting Solution

**ASC 842** 

IFRS 16



### **NetAsset**

Advanced Fixed Asset Management and Accounting

ASC 360

IAS-16



### NetLoan

Advanced Accounting and tracking of Loan/Debt
Obligations

ASC 470

IFRS 9



### **NetClose**

Streamline the close with automated task management and reconciliations



## **Shared Transaction Tool –**

Dynamically allocate transactions to different subsidiaries and/or segments



# **Question 1**





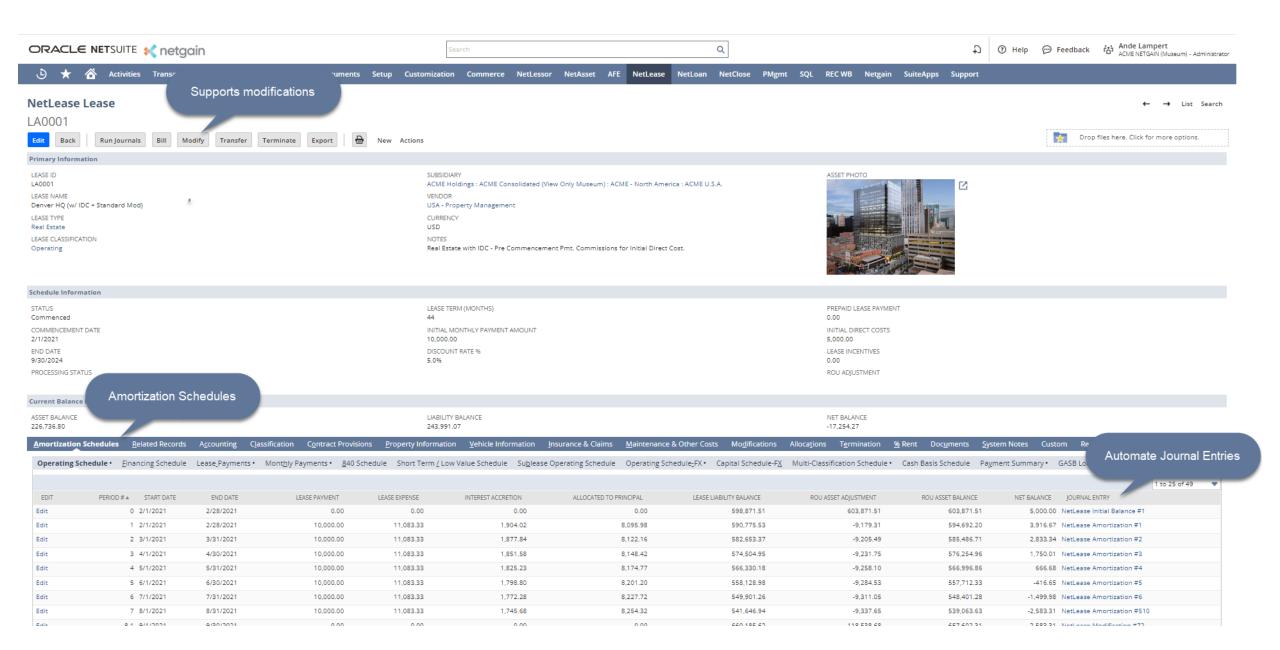
# NetLease & NetLessor for NetSuite



Comprehensive Lease Accounting Solution

ASC 842 | IFRS 16 | GASB 87









#### Lease Balance G/L Roll Forward Report

Preview Reset Export Expand Collapse Cancel

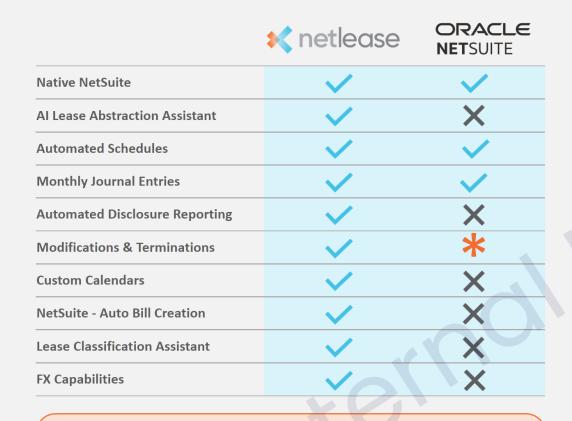
Schedule Export

Hide Filters

	ACCOUNT#	BEGINNING BALANCE	ADDITIONS	TERMINATIONS	OTHER	ENDING BALANC
ROU ASSETS						
🖸 - None -	1910	\$-7,824,488.96	\$0.00	\$0.00	\$0.00	\$-7,824,488.9
☐ Financing	1850	\$78,684,890.93	\$60,984.42	\$0.00	\$60,237.05	\$78,806,112.
■ Operating	1850	\$57,260,738.57	\$966,868.07	\$0.00	\$0.00	\$58,227,606.
Sublease - Operating	1910	\$417,084.20	\$0.00	\$0.00	\$0.00	\$417,084.
Total	1910	\$128,538,224.74	\$1,027,852.49	\$0.00	\$60,237.05	\$129,626,314.2
ACCUMULATED AMORTIZATION						
🖫 - None -	4600	\$58,440,336.40	\$0.00	\$0.00	\$432,082.21	\$58,872,418.
☐ Financing	1855	\$-6,643,394.80	\$-35,073.55	\$0.00	\$272.70	\$-6,678,195.6
☐ Operating	1855	\$-16,724,567.09	\$-82,045.07	\$0.00	\$0.00	\$-16,806,612.
Total	4600	\$35,072,374.51	\$-117,118.62	\$0.00	\$432,354.91	\$35,387,610.8
LEASE LIABILITY						
🖸 - None -	1885	\$526,364.93	\$0.00	\$0.00	\$0.00	\$526,364.9
☐ Financing	2700	\$26,266,997.07	\$29,241.08	\$0.00	\$60,837.37	\$26,357,075.
□ Operating	2700	\$41,752,567.83	\$887,846.03	\$0.00	\$0.00	\$42,640,413.
Total	2700	\$68,545,929.83	\$917,087.11	\$0.00	\$60,837.37	\$69,523,854.3

SUBSIDIARY		DEPARTMENT		LOCATION		ACCOUNTING PERIOD	
- All -	▼	1830	_	AA Germany Office	_	FY 2024	•
CONSOLIDATION SUBSIDIARY		Administration		AA Houston		FROM DATE	
ACME Holdings (USD)	▼	Aftersales Care	▼	AA Portland			
CURRENCY		CLASS		AA Salt Lake City Office		TO DATE	
USD	▼	Amazon	•	,	•		
CONSOLIDATED EXCHANGE RATE		Channel Sales		LEASE		HIDE CURRENCY SYMBOL	
Per-Account	▼	Channel Sales : New Rusiness	▼		<b>▼</b> + 🖸	TAGGED IMPACTS ONLY	
EXPORT LEVEL						SHOW REVERSING TRANSACTIONS	
Level 4 (Transaction Detail)	-						





#### **Footnotes**

\*FAM modification functionality is limited to extensions of the lease term. It does not support modifications such as changes in payments, rent holidays or lease terminations

#### **Summary**

- NetSuite's Fixed Asset Module (FAM) is still fundamentally a fixed asset tool retrofitted for lease accounting
- The lease accounting solution was designed with only the initial setup and operations of a lease accounting schedule in mind
- The current functionality has significant holes when changes to the schedule (or add-on features) are needed

#### **Questions To Ask**

#### **Error Correction**

- How would the system handle prior-period errors?
  - NetLease enables historic error correction to be made without reopening prior periods

#### Day 2 Accounting

- How are modifications and terminations treated in the system?
  - NetLease fully automates all forms of modifications and terminations

#### **Disclosure Reporting**

- What disclosure reports, specific to lease accounting, are available?
  - NetLease includes automated disclosure reports out-of-the box



# Client Case Study

## **Retail Sports Apparel Company**

- Over 100 locations
- Lease payments based on a percentage of sales
- Performed lease accounting in Excel
- Overwhelmed with new lease standard (ASC 842), particularly disclosure requirements
- Accounting team was drawn to NetLease being native in NetSuite
- Automating the percent rent payments was a pain point solved by NetLease



# **Question 2**



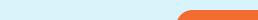


# NetAsset for NetSuite

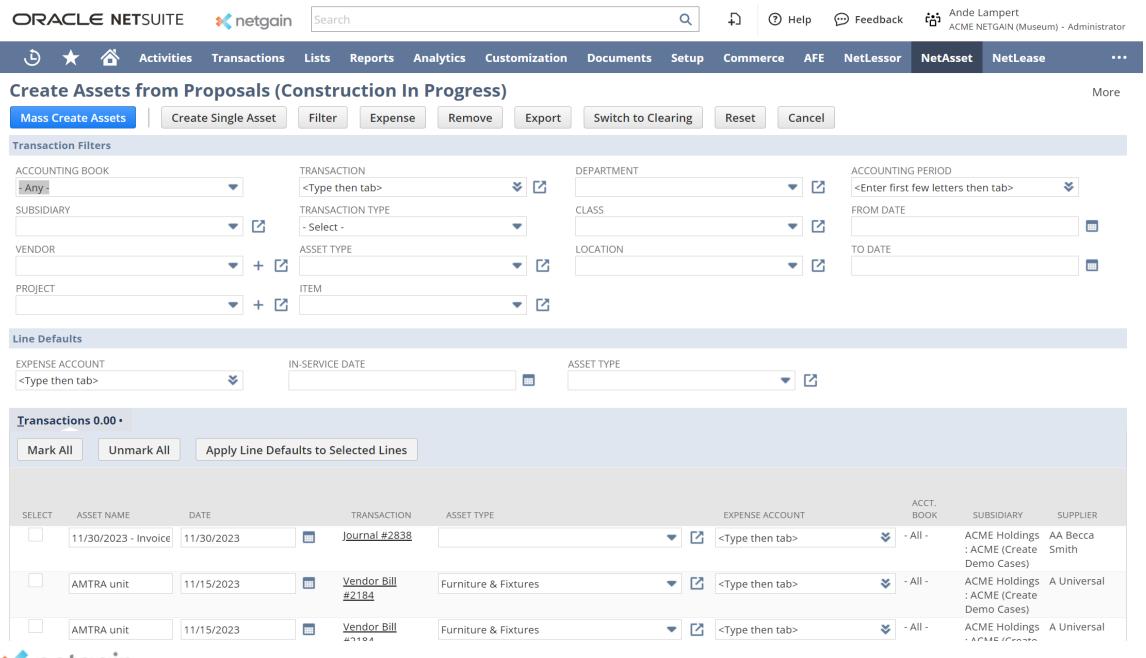


Advanced Fixed Asset Management and Accounting

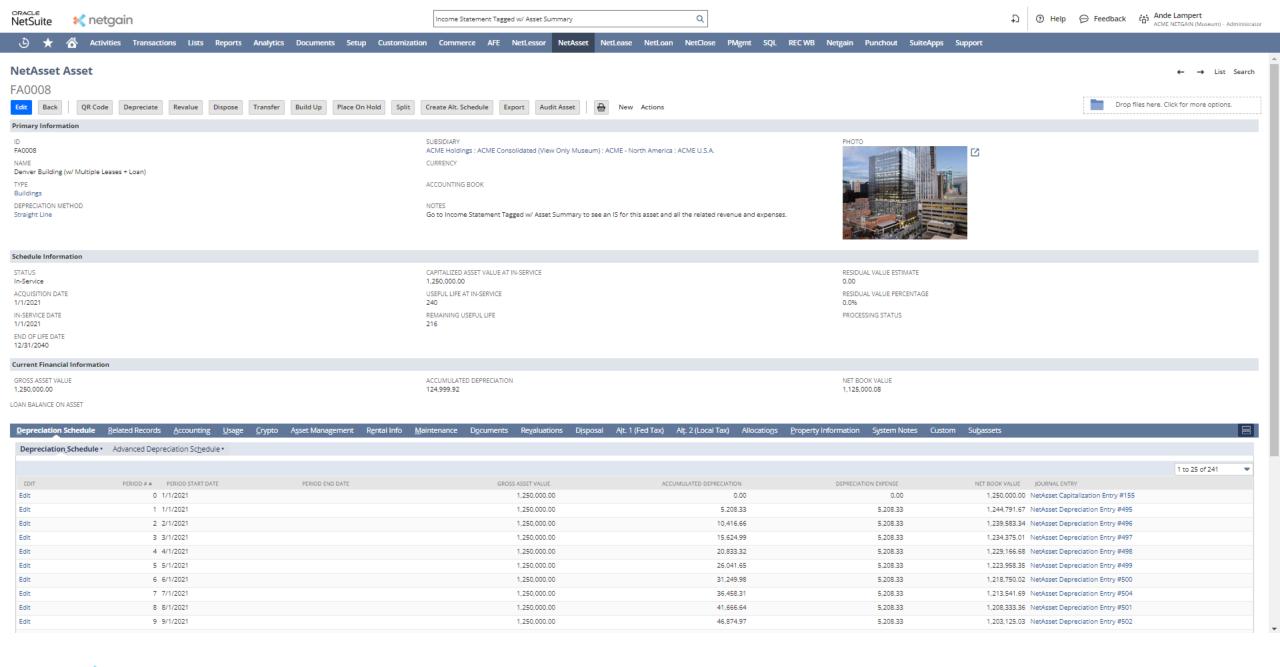
ASC 360 | IAS-16



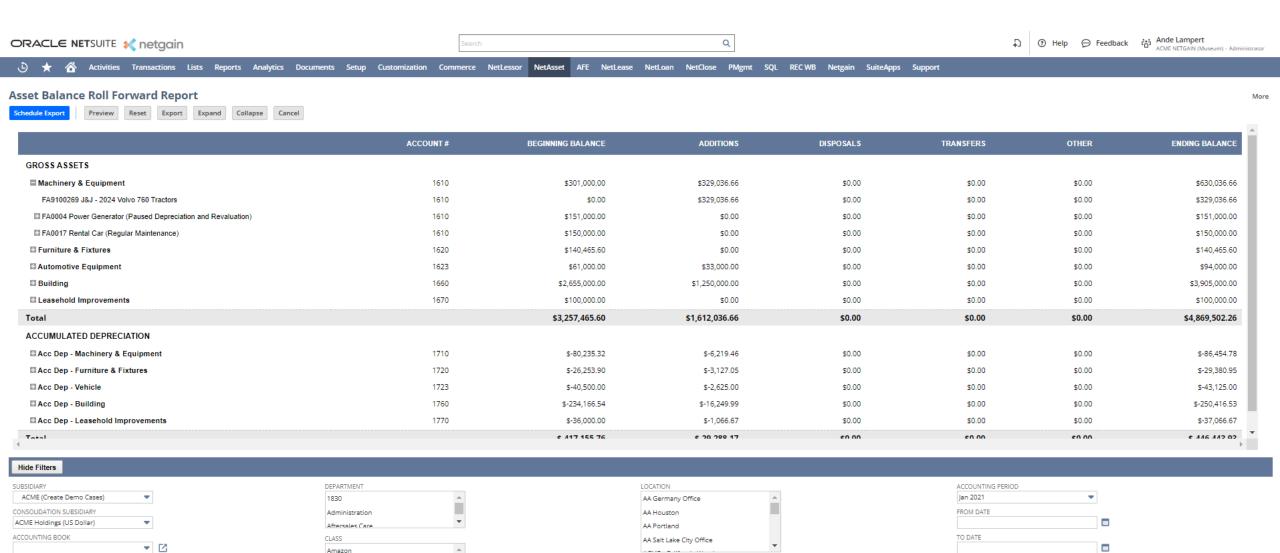
CONFIDENTIAL











ASSET

▼ + [2]

HIDE CURRENCY SYMBOL

TAGGED IMPACTS ONLY

Channel Sales

Channel Sales : New Business



CURRENCY

Per-Account

REPORT LEVEL

Level 2 (Asset Summary)

CONSOLIDATED EXCHANGE RATE

NetAsset	Legacy Solutions
Ability to create assets directly from CIP	Legacy does not have native functionality to handle
transactions; creates journal entries to capitalize expenses from CIP to an asset.	CIP, workaround must be used to track CIP.
Ability to build up asset both before and after the asset is placed in service.	Not available.
Advanced reporting functions with over 35 out-of-the-box reports that can be customized to fit client needs. Results can be drilled down to see individual assets and transactions. Reports supported: G/L & Recon, Roll Forward, Waterfall, Activity, etc.	Limited number of reports and summarization options.
Allows for mass asset revaluations.	Not available.
Depreciation entries can either be booked by individual asset or summarized by subsidiary.	Depreciation entries can be grouped by type or parent/child. No ability to run individual assets unless they are the only child under a parent.
Ability to set up allocations based on segments (class, department, location, or custom).	Not available.
Entire depreciation schedule generated on asset creation. Allows for easier forecasting and budgeting.	Can be done, but limitation to current open period exists if accounting period dates are something other than calendar months.
Ability to split assets both before and after the asset is placed in service. Split can be 1:Many.	Only able to spit 1:1.
User-friendly and easy to learn interface, especially after becoming familiar with NetLease.	Outdated interface.
Customizable numbering of assets based on subsidiary, type, etc.	Not available.
Rental management functionalities.	Not available.



# Client Case Study

## **Artificial Intelligence Company**

- Large quantity of high-dollar super computers in fixed asset register
- Company is frequently adding components to the computer (CIP buildup)
  - Previous solution couldn't handle CIP buildup, so asset tracking was moved back into Excel
- Buildups and disposals, key functionalities of NetAsset, were important to track closely
- Reporting, including the fixed asset rollforward, was a valuable piece of NetAsset for them
- The rapid growth at the company also demanded robust asset modifications not available in other solutions





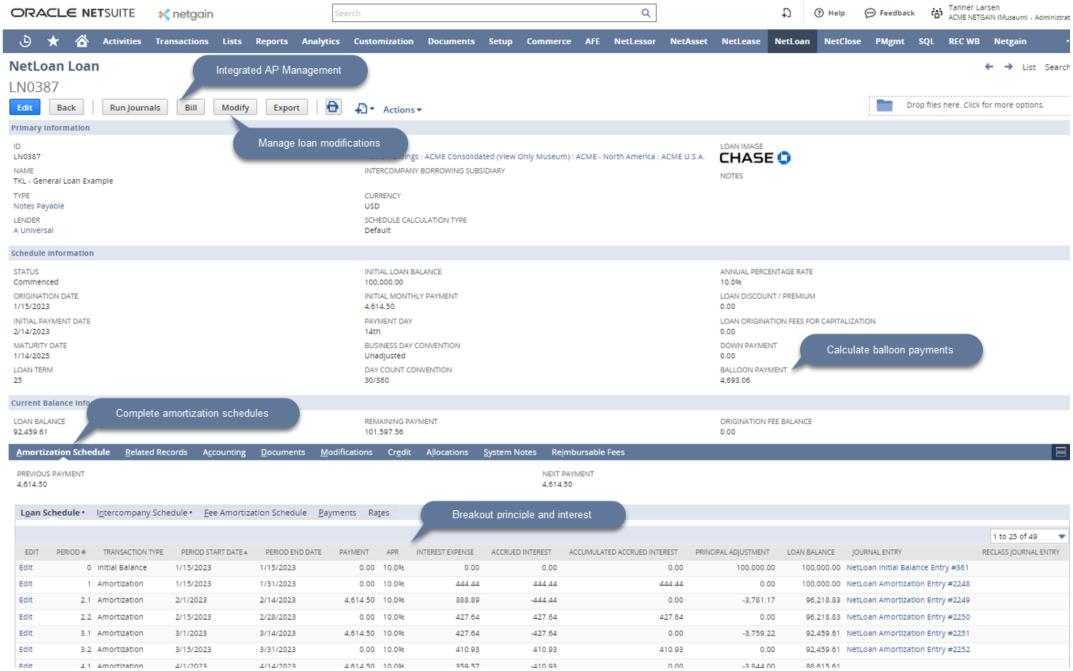
# NetLoan for NetSuite



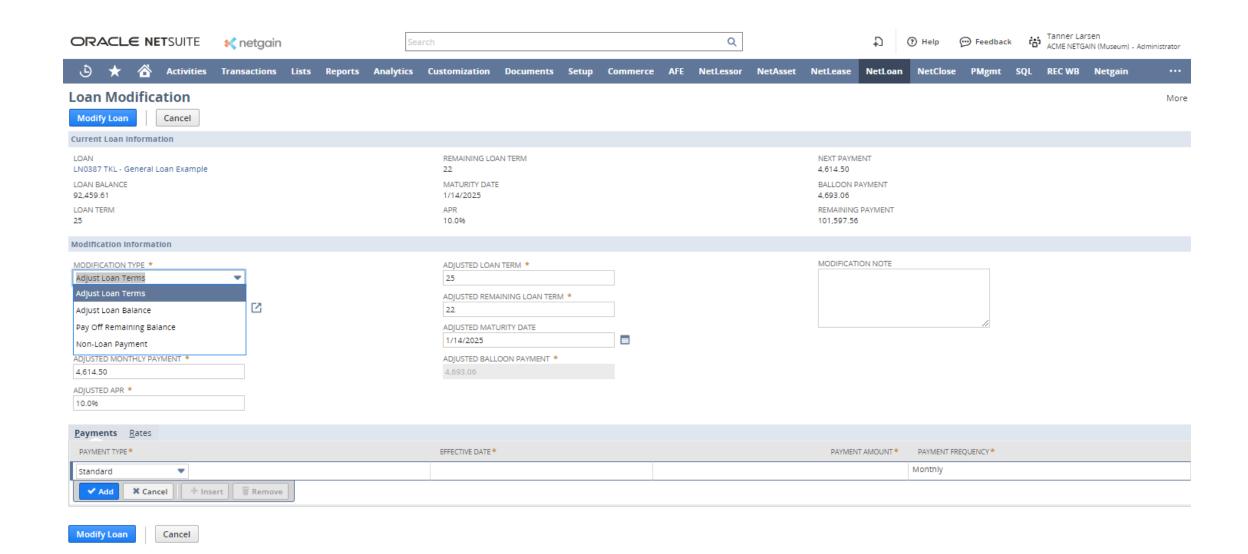
Advanced Accounting and tracking of Loan/Debt Obligations

ASC 470 | IFRS 9











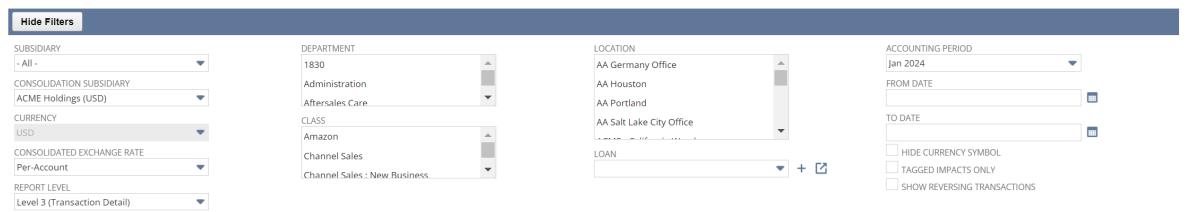


#### **Loan Balance Roll Forward Report**

More

Schedule Export	Preview	Reset	Export	Expand	Collapse	Cancel
-----------------	---------	-------	--------	--------	----------	--------

	ACCOUNT#	BEGINNING BALANCE	ORIGINATIONS	INTEREST	PRINCIPAL	OTHER	ENDING BALANCE
LOANS PAYABLE							
□ - None -	1910	\$-7,753,269.82	\$0.00	\$0.00	\$0.00	\$0.00	\$-7,753,269.82
□ Intercompany Loan	2720	\$12,351,886.20	\$350,000.00	\$0.00	\$-6,069.10	\$0.00	\$12,695,817.10
■ Notes Payable		\$373,329,831.54	\$500,000.00	\$9,770.78	\$-24,561.87	\$0.00	\$373,805,269.67
<b>⊞</b> Employee Loans	2720	\$0.00	\$0.00	\$0.00	\$635.25	\$0.00	\$635.25
□ Notes Payable (Simple)	2720	\$260,710.70	\$0.00	\$0.00	\$0.00	\$0.00	\$260,710.70
Total		\$378,189,158.62	\$850,000.00	\$9,770.78	\$-29,995.72	\$0.00	\$379,009,162.90
LOANS RECEIVABLE							
■ Notes Receivable		\$7,506,477.91	\$110,800.00	\$7,330.49	\$-30,691.15	\$0.00	\$7,586,586.76
		·					·





# Client Case Study

## **Furniture Company**

- Company provided in-house financing to customers for furniture purchases
- Volume of loans quickly became too large to track in Excel
- NetLoan provided visibility with waterfall reports
- Monthly processing went from manual process to click of a button



# Question 3





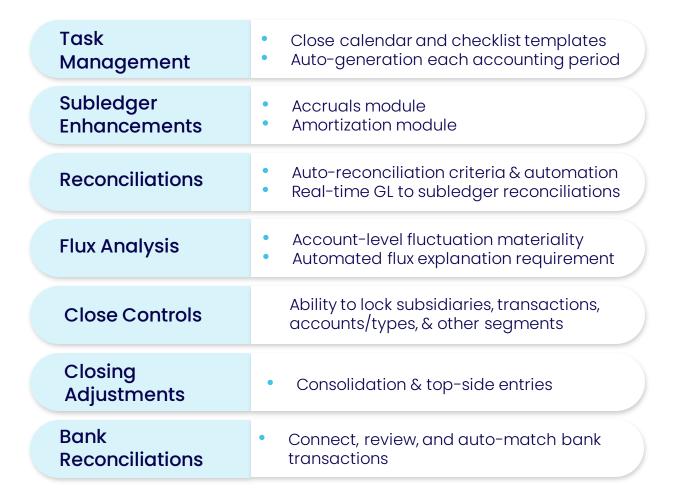
# NetClose for NetSuite

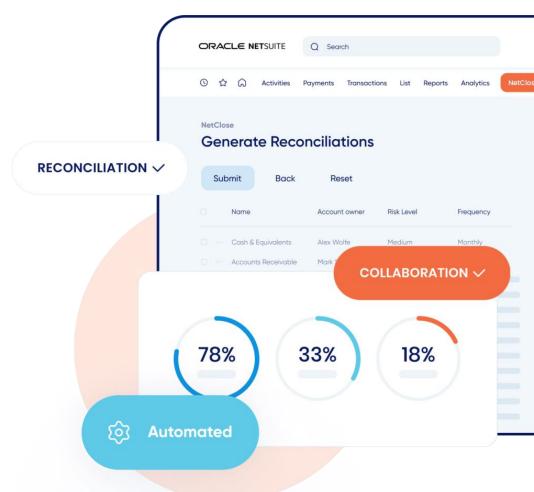


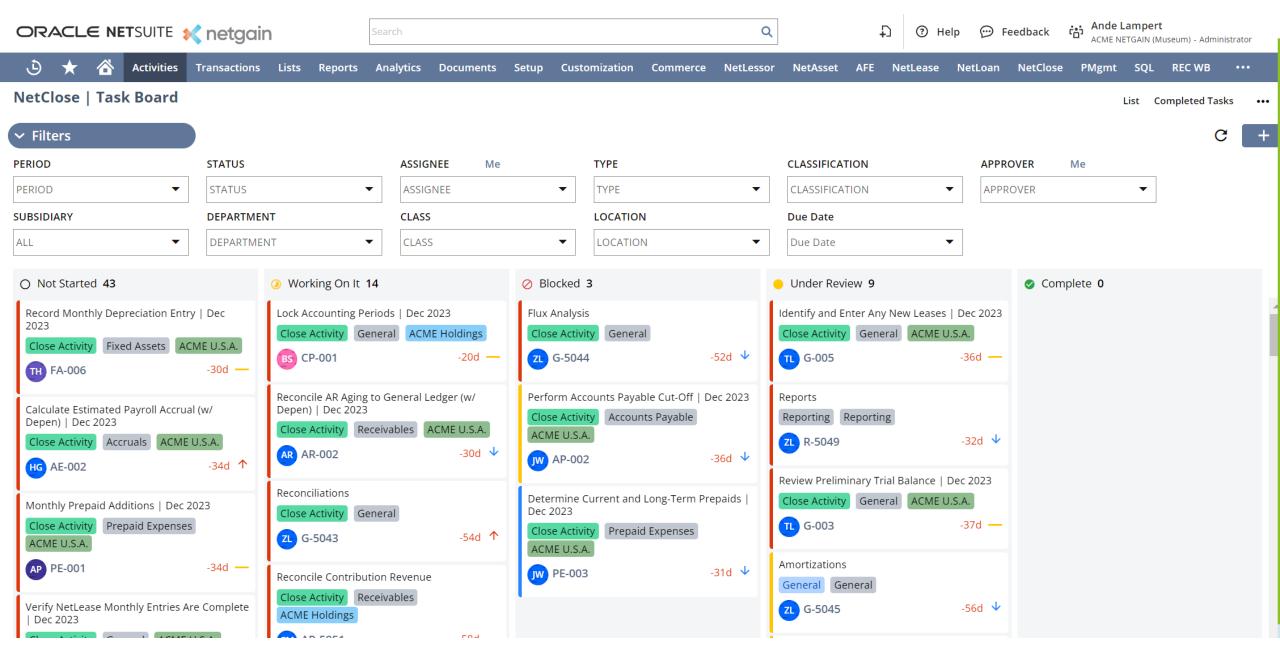
Streamline the close with automated task management and reconciliations



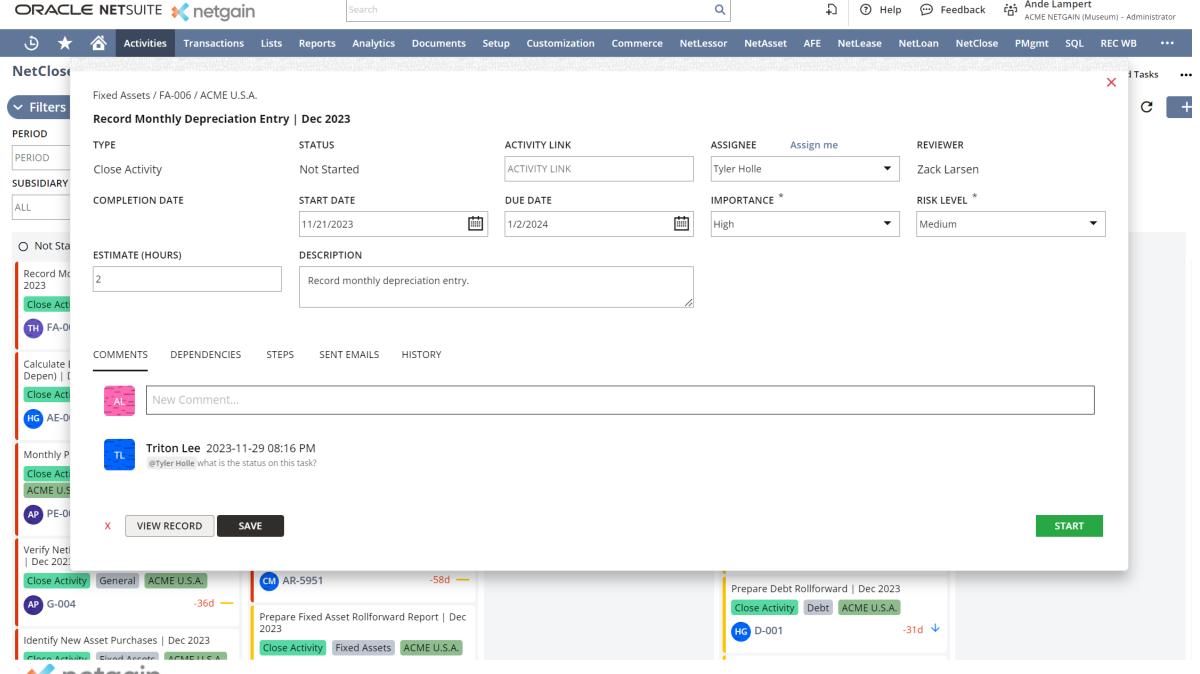
# NetClose: Key features

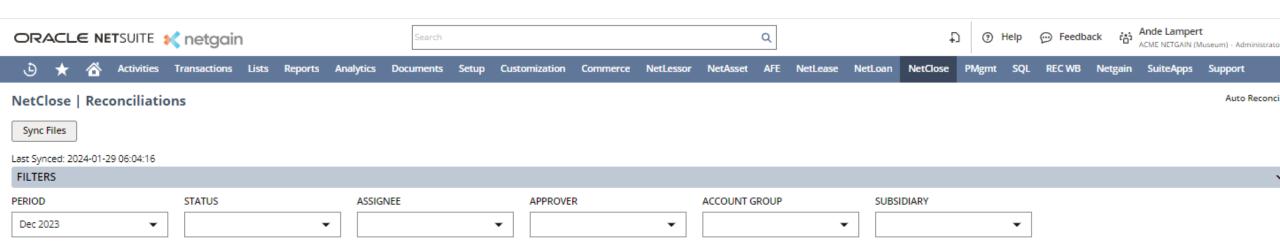








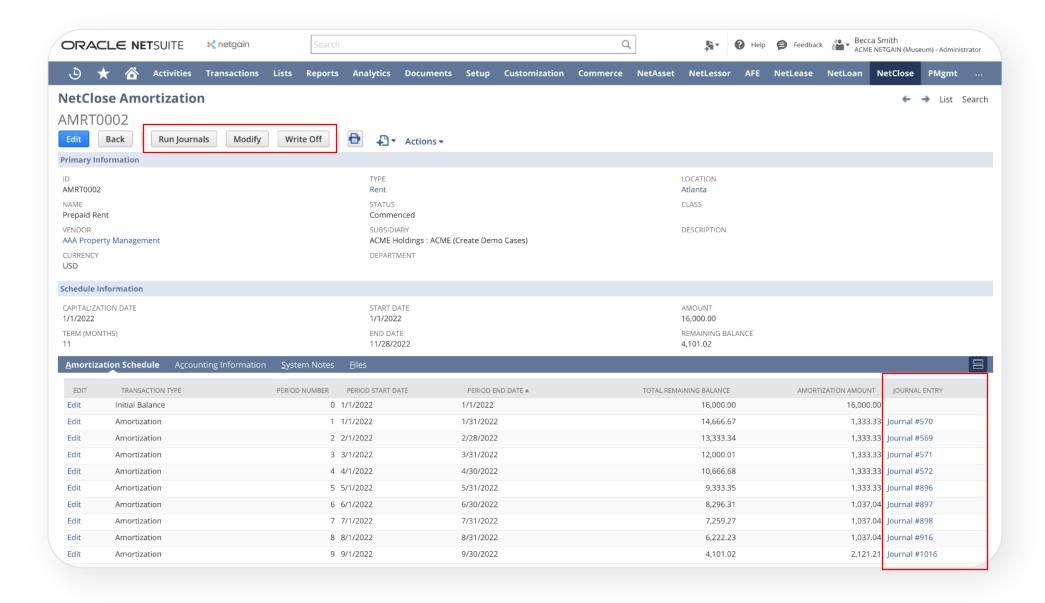




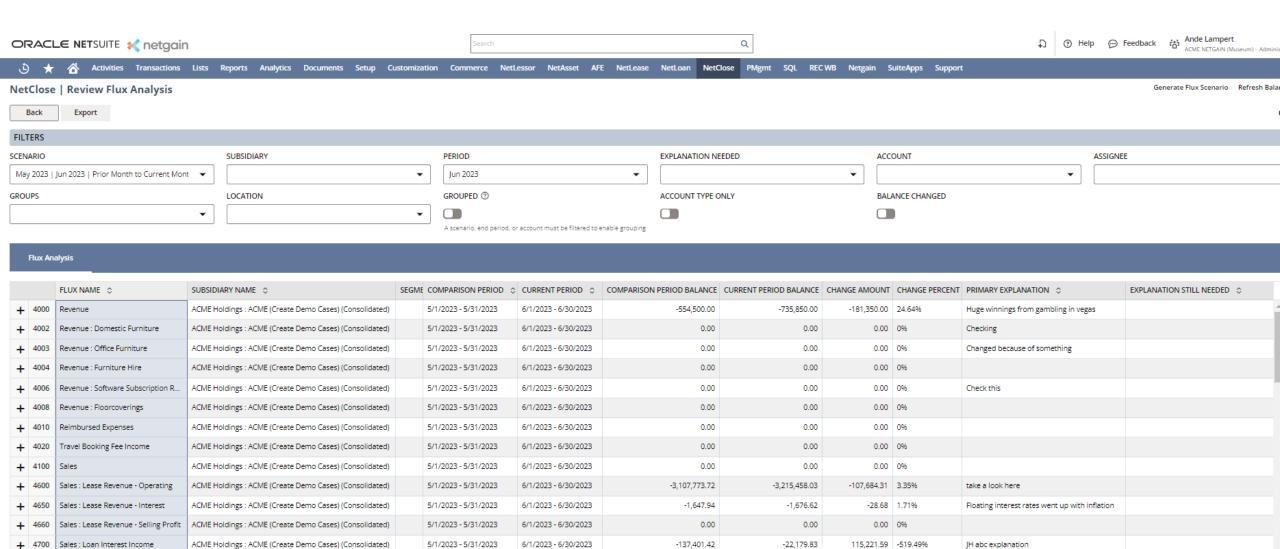
#### RECONCILIATIONS

	NAME	PERIOD ♦	STATUS \$	ASSIGNEE	DUE DATE 💠	EXPLAINED BALANCE 💠	UNEXPLAINED BALANCE \$
+	1009 Checking Account - Acme USA   Dec 2023   Bank	Dec 2023	Not Started	Jace Chambers	1/9/2024	500.00	-595,492.06
+	1013 Checking Account - Demo   Dec 2023   Bank	Dec 2023	Not Started	Jace Chambers	1/9/2024	-3,970,595.16	-3,801,921.37
+	1014 Demolition Bank   Dec 2023   Bank	Dec 2023	Not Started	Jace Chambers	1/9/2024	0.00	0.00
+	1692 Inventory Asset Proposal (Clearing)   Dec 2023   Asset Clearing Accounts (Open Items)	Dec 2023	Completed	Becca Smith	1/3/2024	553,000.00	553,000.00
+	1693 Inventory Asset Proposal (CIP)   Dec 2023   Asset Clearing Accounts (Open Items)	Dec 2023	Balance Changed	Becca Smith	1/3/2024	10.00	10.00
+	Accounts Payable - Trade   Dec 2023   ACME (Create Demo Cases)	Dec 2023	In Progress	Becca Smith	1/2/2024	57,012,456.91	-10,540,070.43
+	Accounts Payable - Trade   Dec 2023   ACME Holdings	Dec 2023	Submitted for Review	Becca Smith	1/2/2024	1,488,431.28	0.00
+	Accounts Payable - Trade   Dec 2023   ACME U.K.	Dec 2023	Auto-Reconciled	Becca Smith	1/2/2024	28,402.80	0.00
+	Accrued Wages (Accrual Rec)   Dec 2023   ACME (Create Demo Cases)	Dec 2023	Auto-Reconciled	Brayden Miller	1/3/2024	132,480.00	0.00

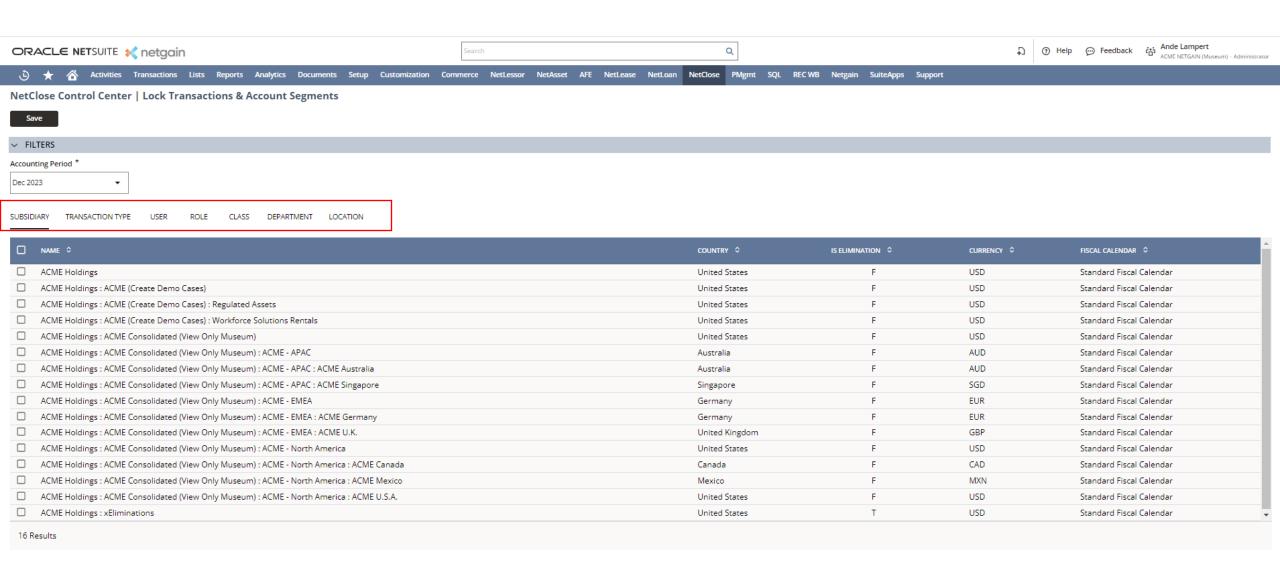






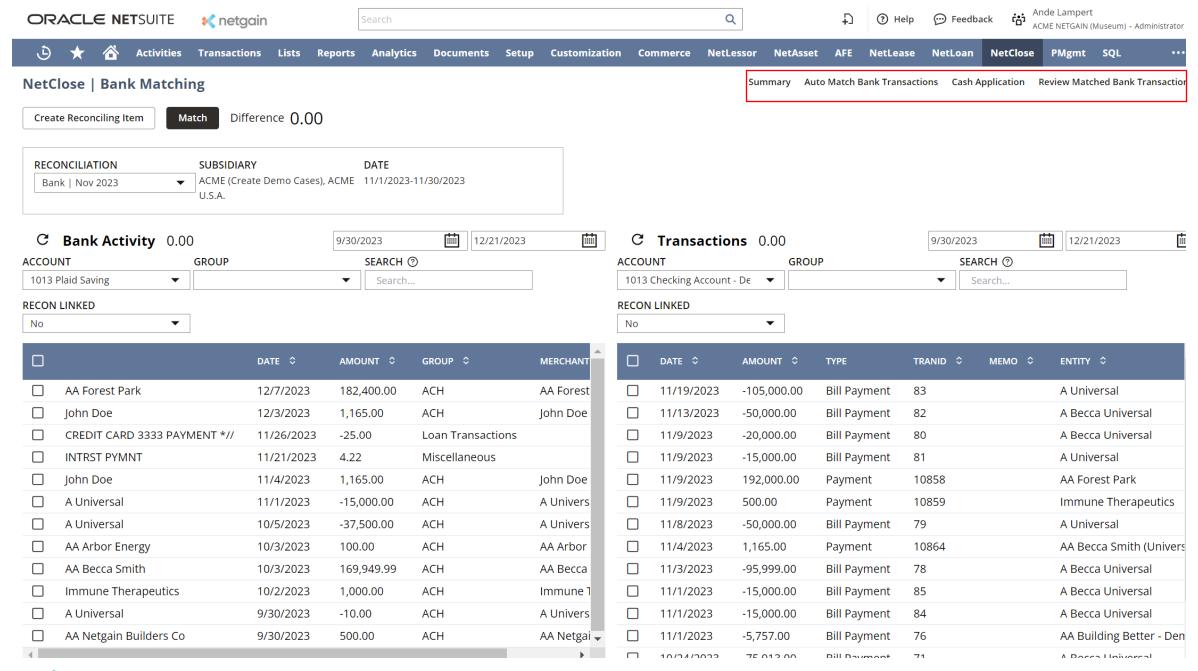






Netgain Solutions







# Client Case Study

## **IT Services Company**

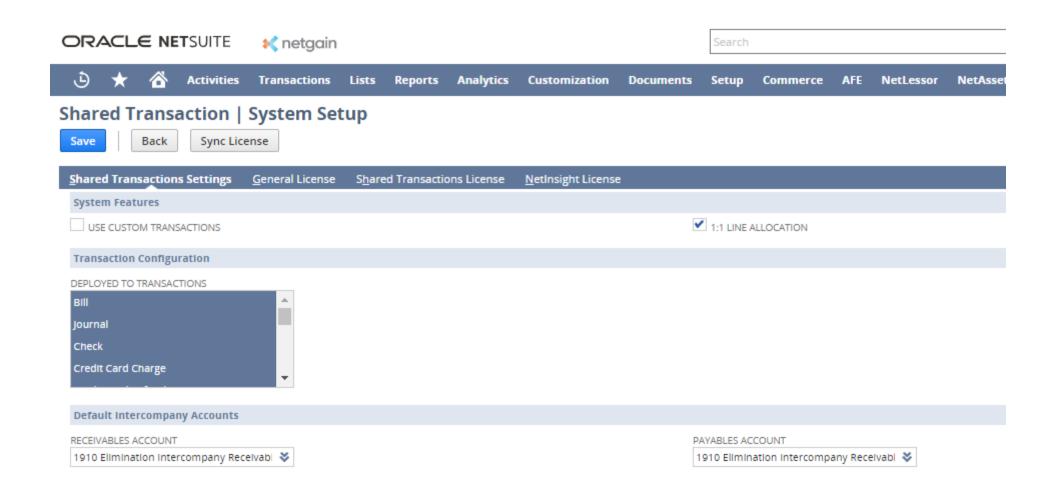
- Large accounting team (10+) spread across multiple entities
- Coordinating close status became cumbersome and time intensive with repetition of tasks
- NetClose provided visibility into the overall close progress in real time
- Tasks organized by reviewer instead of entity to add efficiency
- Increased user controls (soft close of subs or users) proved useful when posting adjusting entries
- Balance sheet auto reconciliations cut down monthly close process timing



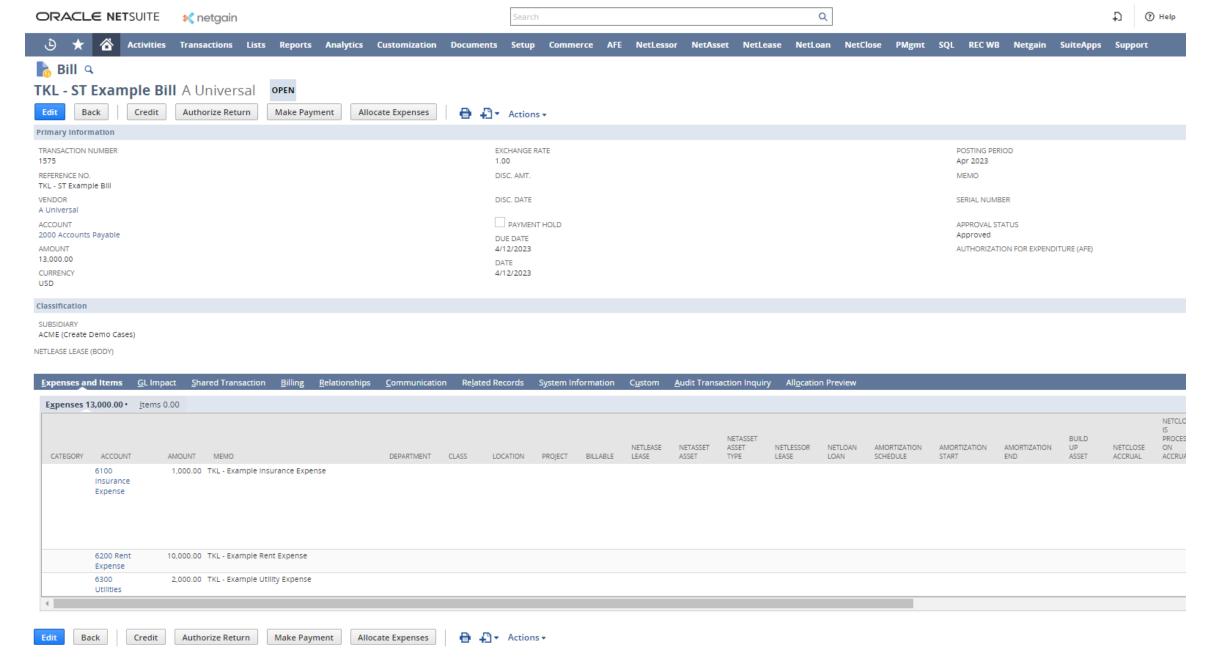


# Shared Transactions for NetSuite

Shared Transactions by Netgain lets you easily route the GL impact of a single transaction (i.e., vendor bill) to different subsidiaries and/or segments flexibly and dynamically.







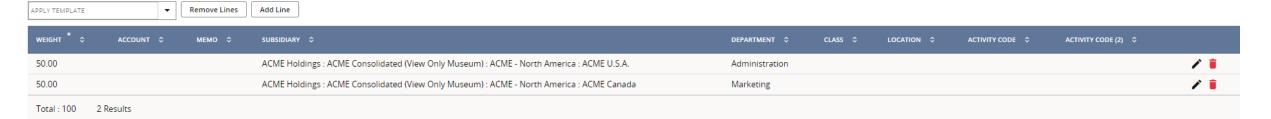




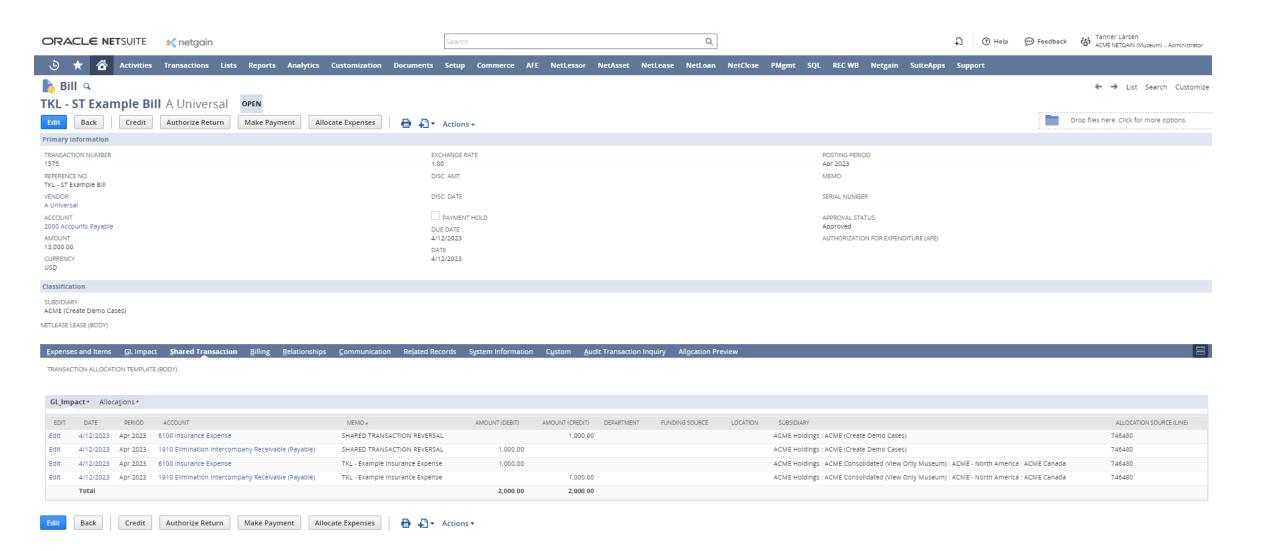
#### **Transaction Lines**

Apply Templates to Multiple Reset										
ALLOCATED \$	DEBIT ♦ CREDIT \$	ACCOUNT 💠	TEMPLATE ≎	мемо ≎	ENTITY \$	DEPARTMENT ≎	CLASS ≎	LOCATION \$	ACTIVITY CODE \$	ACTIVITY CODE 2      ≎
✓	1,000.00	6100 Insurance Expense		TKL - Example Insurance Expense						
<b>✓</b>	10,000.00	6200 Rent Expense		TKL - Example Rent Expense						
	2,000.00	6300 Utilities		TKL - Example Utility Expense						
3 Results										

#### Allocations









# Client Case Study

## **Hospitality Software Company**

- One parent company and 15 subsidiaries
- One sub received a bill for services applied to a sister company
- Current solution was manual journal and intercompany elimination
- Audit trail of allocation was a necessity for the company
- Use of multiple templates for routine allocations created massive efficiency
- Shared Transactions allowed them to pursue a segmentation initiative for cleaner data



# **Question 4**



# Pricing

## Volume based

- NetLease
- NetLessor
- NetAsset
- NetLoan
- Bank Recs

## **User based**

- NetClose
  - \$1,500/user

## **Fixed fee**

- Shared Transactions
  - \$4,800/year



## Partner Implementation

#### **Benefits of implementing**

- Limit the number of parties involved in software implementation
- Increase client retention as you become a trusted advisor for NetSuite bundles
- Include implementation hours as client-billable work
- Expand service offerings to boost utilization rates

#### The implementation model



#### Generate revenue

Our top partners are generating service revenue far in excess of Netgain referral fees.



#### Client satisfaction

Clients express more satisfaction with partners who implement. They are viewed as experts in technical accounting solutions and NetSuite.



#### More opportunity

Partners trained to implement quickly identify higher volume of client needs for Netgain products.

### **Consulting hours**

### Range of hours by product

Shared Transactions: 2-5

NetAsset: 40-70

NetLease: 40-80

NetLessor: 50-200

NetLoan: 20-200

NetClose: 30-200



## What's Next?

**Partnership Website** 

Netgain product overview partner website: Netgain Partner Site

Stay in Touch!

- Casey Stewart, Director of Partnerships <u>cstewart@netgain.tech</u>
- Andé Lampert, Manager, <u>alampert@netgain.tech</u>
- Tanner Larsen, Manager, <u>tlarsen@netgain.tech</u>

