



ERP Systems Specialists

xperitus are experts in ERP for the manufacturing industry, distributors, wholesalers, field service companies, and project-based operations.



xperitus creates customer value through the efficient use of ERP systems.

xperitus is a consultancy firm operating in the Nordic region, with its headquarters in Jönköping and a local presence in Gothenburg, Stockholm, and Copenhagen. The company was founded in 2008 by five experienced consultants who saw the need for a company genuinely committed to understanding the customer's needs and comprehending the complexity of their operations; logistically, economically, and in terms of follow-up. Since the inception, xperitus has grown at approximately 17% per year and currently has over 30 consultants.

xperitus helps companies in the manufacturing industry, distributors, wholesalers, field service companies, and project-based businesses to find the perfect ERP system. With our deep understanding of the unique challenges and needs our customers face, we can tailor solutions that are specifically optimized for the company and the industry.

The experts at xperitus have extensive process and business experience, which means we can help your company increase efficiency, improve control, and maximize profitability.

xperitus has long experience in implementing ERP systems where we deploy, configure, optimize, and support the system, as well as further develop solutions for the customer's unique needs and create integrations with other systems.

"Choosing an ERP system will raise many questions. Together with one of our experts, we analyze your current situation, identify challenges, and map out possible solutions from our service portfolio related to Oracle NetSuite."



Why xperitus?

- + Experience
- + Business expertise
- + Counselling
- + Credibility



Our Areas of Expertise

- | | | |
|------------------------|-------------------------|-----------------|
| + Business Development | + Digitalization | + Logistics |
| + Business Processes | + Solution Architecture | + Manufacturing |
| + Process Mapping | + Implementation | + Finance |
| + Project Management | + System Configuration | + Procurement |

Our Industry Experience

- + Manufacturing Industry
- + Distributors and Wholesalers
- + Field Service Companies
- + Project-Based Operations



Services

xperitus has extensive experience in requirements specification, project management, implementation, delivery, further development, upgrading, and support of ERP systems.

Products

xperitus has been an Oracle Partner since 2008 and offers the ERP systems Oracle NetSuite and Oracle JD Edwards EnterpriseOne.

Industries

xperitus are experts in ERP for the manufacturing industry, distributors, wholesalers, field service companies, and project-based operations.

Expertise

xperitus specializes in business processes, business development, and ERP systems across various business areas and industries.

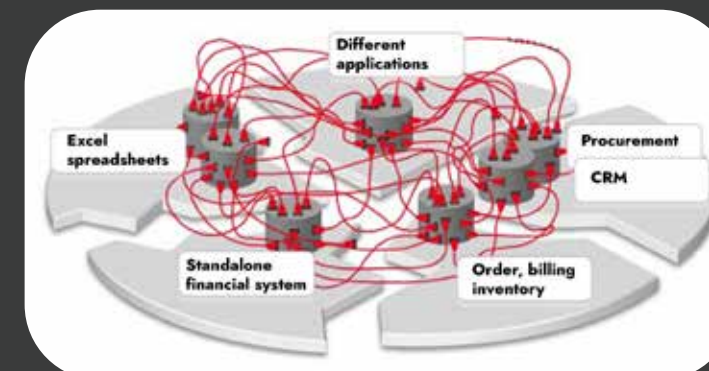
Can 40,000 companies be wrong? Why you should also choose NetSuite!



This is NetSuite

- More than 40,000 implementations in over 215 countries
- SaaS solution (Software as a Service)
- Subscription-based = predictable ownership cost
- Module based – pay only for the modules you use
- 2 automatic upgrades per year included in the license fee
- Fully integrated ERP system
- Real time reporting and accounting with built in BI components
- User-friendly interface
- Automate and streamline your business processes
- Always available and accessible via a web browser – and web browser independent.









One platform for all business processes



"Does your system solution look like this? Then it might be time to consider a cloud-based ERP system."



Comprehensive Functionality

- | | |
|--|--|
|  Finance and Reporting |  WMS, Warehouse and Logistics |
|  Procurement |  QMS Quality Management |
|  MRP Material and Production Planning |  CRM and Order Management |
|  Manufacturing |  Installation, Maintenance, Service |



An Integrated ERP System

- + Fully integrated
- + A common and unified data model
- + ERP
- + CRM
- + Real-time Business Intelligence
- + Multi-company



SaaS Solution (Software as a Service)

Which includes the following:

- + Software
- + Hardware/Servers
- + Operating System
- + Storage
- + Backup
- + Redundancy
- + Security



Automatic Upgrades

- + 2 automatic upgrades per year included in the license.
- + No expensive and time-consuming upgrade projects.
- + Version less ERP – you always have the latest version.
- + Continuous development and improvements.



Predictable TCO (Total Cost of Ownership)

- + Subscription model.
- + Defined contract period.
- + 'Pay as you go' – pay only for the modules you use.
- + Additional functionality when needed – scale up quickly.



Always available and accessible

- + Accessible on all devices with a browser (desktop, tablet, or mobile).
- + 100% browser-independent.
- + Available everywhere at www.netsuite.com
- + SLA (Service Level Agreement) with 99.7% guaranteed availability.
- + Complete transparency regarding system status at <http://status.netsuite.com>



Customizable

- + Customizable in standard to meet your company's requirements.
- + Fields, Forms, Workflows, etc.
- + 'Point and Click' / 'Drag and Drop' tools.
- + No-code/Low code solution.
- + Your customizations are automatically upgraded.

NetSuite for Manufacturing Companies

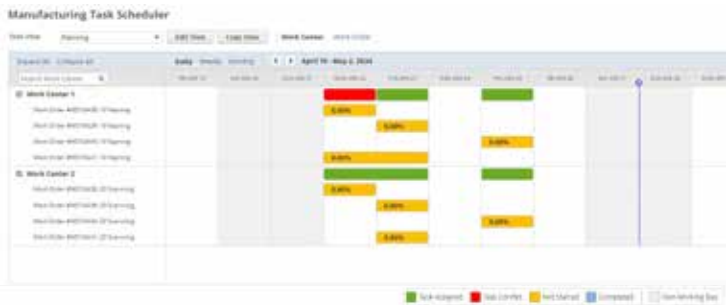
NetSuite’s manufacturing module helps production operations develop, manufacture, and distribute products cost-effectively. The manufacturing module is an integrated part of the entire supply chain planning.

ERP for Manufacturing

NetSuite eliminates the need for multiple separate systems by offering a fully integrated platform that supports all the main processes for a manufacturing and distributing company.

The manufacturing module provides full insight to the availability of manufacturing capacity, planned and confirmed production, and which components are needed when. In the event of supply disruptions, the system automatically alerts so that actions can be taken in time.

All production reporting occurs in real-time, providing full control and traceability in inventory, the supply chain, and accounting, as all transactions are automatically recorded in real-time.



Manufacturing Task Scheduler
A graphical capacity tool with ‘drag and drop’ functionality for rescheduling.

Industry-Specific Functionality

NetSuite offers industry-specific functionality for various manufacturing processes and suits companies of all sizes.

The manufacturing module contributes to increased productivity in processes while optimizing resource utilization to ensure customer satisfaction and meet expectations regarding price, quality, and delivery.

Manufacturing Mobile
Left: Clock in at the workstation and job, view work instructions on the screen, and then start the job.
Right: Report material usage and production in real-time directly in production.



Key Benefits

- **Seamless Production:** Simplifies and streamlines manufacturing processes through an integrated platform that supports everything from planning and purchasing to final production, including real-time tracking, enabling immediate updates and continuous improvement based on data on waste and downtime.
- **Real-Time Reporting:** All production reporting occurs in real-time, and through NetSuite’s Manufacturing Mobile, reporting can be done where production takes place. The operator can clock in to a job for accurate recording of operation time. You can also convey and display work instructions to the operator directly in Manufacturing Mobile.
- **Automated and Optimized Key Processes:** Optimize inventory levels via net requirements calculation (MRP), reduce shipping costs, and improve customer satisfaction through NetSuite’s Supply Allocation engine.
- **Global Scalability and Adaptability:** Support for multiple languages and currencies allows companies to effectively manage and scale their international operations while handling complex global supply chains.

Preconfigured Roles and Reporting

NetSuite has many preconfigured key roles with reports, KPIs, and dashboards within manufacturing. The system can also be easily customized to the specific needs of each customer. The result is a complete, purpose-built system adapted to today’s needs.

Modules in NetSuite tailored for manufacturing companies:

Financial Management	Real-time accounting Real-time reporting (income statement, balance sheet, inventory valuation, etc.) Reporting with ‘as-of’ functionality Bank payments via file Account reconciliation via file Invoice scanning Fixed Assets Global accounting, consolidation, foreign subsidiaries with different currencies
Procurement	Reorder point Purchase to order (PTO) Inbound (incoming) container management (consolidation of purchase orders) Quote management Contract management Blanket (call-off) orders Return to supplier Global supplier Master (multi-subsiadiary) Intercompany transactions
MRP – Material and Production Planning	Forecast management Net material requirements planning (MRP, DRP) Production planning (MPS) Creation of purchase orders, production orders, internal transfer orders Order suggestions considering lead times, batch rules, ordering criteria, etc.
Manufacturing	Make to stock, Make to Order, Outsourced, or order less manufacturing Material reservation Real-time and historical (as-of) reporting of work in progress (WIP) Actual manufacturing cost reporting Mobile app for real-time production reporting Graphical production planning Work instructions Bill of Materials (BOM) change management (ECO) Serial number/lot number traceability
Inventory & WMS	Global Item Master Warehouse locations Serial number/lot number traceability Inventory Count with mobile app and barcode scanning Warehouse optimization (zones, many storage locations, logical/physical locations) Mobile handheld solution to support paperless processing and with barcode scanning capability one simplifies, automates, and increase warehouse process accuracy Optimized goods receipt, pick-pack-ship and pick to production processes Automated wave release of customer orders for picking
QMS – Quality Management	Supports quality control in receiving, shipment, manufacturing, and warehouse processes Mobile tablet interface with camera functionality Printing of CoA – Certificate of Analysis
Order Management	Flexible pricing with discount and campaign management Allocate against stock or supply order (purchase, manufacturing, transfer) Allocate part of stock for sales channel/customer group, or with margin optimization Automatic invoicing Service and warranty management Return management Global customer Master (multi-subsiadiary) Intercompany transactions
CRM and Marketing	Always included in NetSuite – no separate license needed. Sales: Lead to customer, quote management, activities (to-do’s, meetings, calls), calendar Marketing: Campaign, subscription management, newsletters, online forms Support: Cases via email or online forms, automatic assignment, escalation functionality, time tracking

NetSuite for Distributors and Wholesalers

NetSuite is specifically designed for distributors and wholesalers. The solution is fully integrated and helps companies manage and streamline their business processes throughout the entire distribution chain.

ERP for Distributors and Wholesalers

NetSuite is a fully integrated, module based, and customizable platform that replaces the need for multiple systems. NetSuite is particularly suitable for companies with multiple warehouses and subsidiaries in multiple countries where the need for common business processes is significant for optimizing global processes.

With NetSuite, you get a 360-degree view of your entire company and customers, as well as real-time visibility over your entire supply chain. NetSuite allows you to allocate future orders against future inventory, freeing up current inventory for customers with near-term delivery needs.

The CRM module is always included in NetSuite, providing a complete overview of your customer interactions, from marketing and sales to service and support.

Optimized for Users

With built-in business intelligence (BI) tools, NetSuite enables distributors and wholesalers to analyze, report, and act on data in real-time. Customizable KPIs and reports provide key metrics and insights in real-time, driving informed decision-making.

To optimize the supply chain, NetSuite offers portals for suppliers, customers, and sales partners. This maximizes efficiency throughout the distribution process.

Industry-Specific Functionality

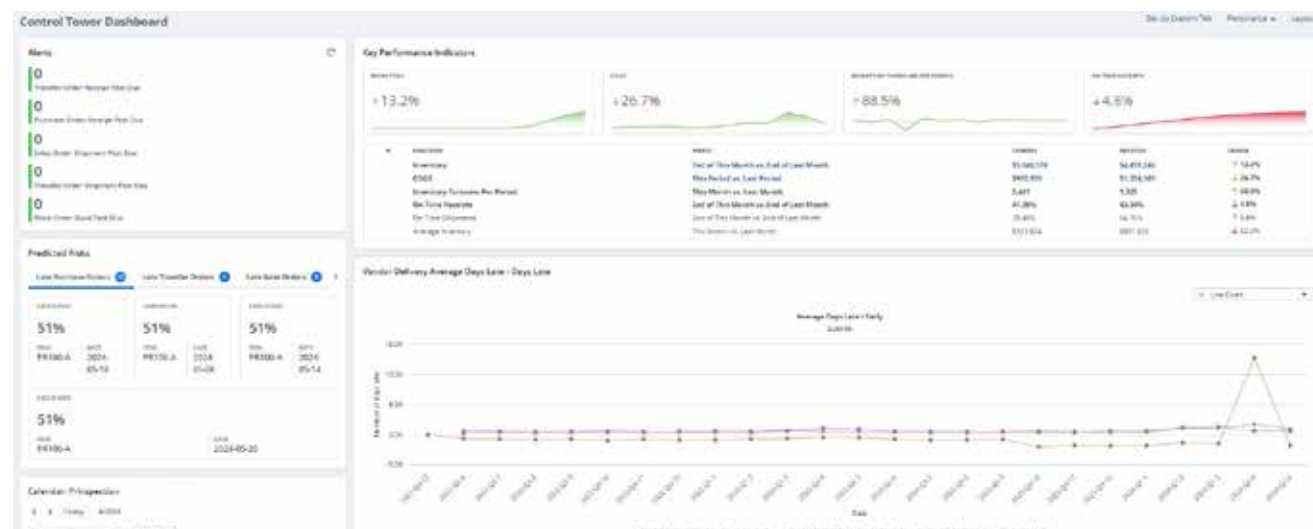
NetSuite offers industry-specific functionality for distributors and wholesalers and suits companies of all sizes, including those with operations in multiple locations and/or countries.

Key Benefits

- **Improved Supply Chain Visibility:** Real-time insights into inventory, reservations, and deliveries to avoid stock shortages and ensure quick and accurate deliveries.
- **Streamlined Order Management:** Automates the entire order process from start to finish, improving efficiency, reducing errors, and increasing customer satisfaction.
- **Demand and Inventory Planning and Optimization:** Adjust inventory levels, allocate appropriately in time, reduce costs, avoid stock shortages, and maximize profitability.
- **Efficient Warehouse Management:** Optimized picking process in the warehouse, focusing on accurate and quick order handling. Automatic release of order lines with items in stock.
- **Integration with Commerce Platforms:** Integrates online sales with well-known commerce platforms, expanding market reach and offering a seamless shopping experience.

Modules in NetSuite tailored for warehousing and distribution:

Financial Management	Real-time accounting Real-time reporting (income statement, balance sheet, inventory valuation, etc.) Reporting with 'as-of' functionality Bank payments via file Account reconciliation via file Invoice scanning Fixed Assets Global accounting, consolidation, foreign subsidiaries with different currencies
Procurement	Reorder point Purchase to order (PTO) Inbound (incoming) container management (consolidation of purchase orders) Quote management Contract management Blanket (call-off) orders Return to supplier Global supplier Master (multi-subsiary) Intercompany transactions
MRP – Material and Production Planning	Forecast management Net material requirements planning (MRP, DRP) Creation of purchase orders, production orders, internal transfer orders Order suggestions considering lead times, batch rules, ordering criteria, etc.
Inventory & WMS	Global item Master Warehouse locations Serial number/lot number traceability Inventory Count with mobile app and barcode scanning Warehouse optimization (zones, many storage locations, logical/physical locations) Mobile handheld solution to support paperless processing and with barcode scanning capability one simplifies, automates, and increase warehouse process accuracy Optimized goods receipt, pick-pack-ship and pick to production processes Automated wave release of customer orders for picking
QMS – Quality Management	Supports quality control in receiving, shipment, manufacturing, and warehouse processes Mobile tablet interface with camera functionality Printing of CoA – Certificate of Analysis
Order Management	Flexible pricing with discount and campaign management Allocate against stock or supply order (purchase, manufacturing, transfer) Allocate part of stock for sales channel/customer group, or with margin optimization Automatic allocation of delivering warehouse per order line Automatic invoicing Service and warranty management Return management Global customer Master (multi-subsiary) Intercompany transactions
CRM and Marketing	Always included in NetSuite – no separate license needed. Sales: Lead to customer, quote management, activities (to-do's, meetings, calls), calendar Marketing: Campaign, subscription management, newsletters, online forms Support: Cases via email or online forms, automatic assignment, escalation functionality, time tracking
Integration with 3PL Platforms	Standard integration with Ecommerce and Marketplaces like Amazon, Shopify, eBay, Magento 2, Adobe Commerce, WooCommerce and Point of Sale system Shopify POS as well as with Amazon Supply Chain and ShipStation



NetSuite for Field Service (installation, maintenance, and service)

NetSuite provides a powerful field service solution that can help companies in installation, maintenance, and service to improve productivity, reduce costs, and increase profitability while enhancing customer service.

ERP for Field Service

NetSuite Field Service Management enables organizations to increase the efficiency of their service delivery by integrating, automating, and digitizing all processes from start to finish, which contributes to lower operating costs.

Through improved scheduling and workforce management, resource utilization is optimized, which directly impacts and reduces costs.

NetSuite Field Service Management contributes to increased customer satisfaction by ensuring that companies can deliver more efficient and profitable field services, creating a positive customer experience.

Mobile App

Provide field technicians with access to all the information they need, anywhere, anytime, without having to call the office for missing information.

- Improve mobility and productivity
- View all job details for the technician in the field
- Access facility and equipment history
- Streamline data collection
- Manage spare parts inventory
- Take photos and obtain signatures
- Enter and approve expenses



Key Benefits

- **Streamline Scheduling and Dispatch:** Easily assign jobs, matching resources based on skills, availability, and location.
- **Improve Field Visit Outcomes:** Provide technicians with real-time access to customer data, asset history, and service records needed to complete the job efficiently.
- **Increase Customer Satisfaction:** Deliver timely services that solve the customer's problem on the first visit.
- **Reduce Costs:** Better utilization of technicians reduces the need for overtime. Centralized inventory management increases the success rate of first-visit repairs and reduces waste and write-downs of inventory.
- **Enhance Business Information Management:** Make informed decisions and gain insights by using data from a single system.

Scheduling

A drag-and-drop scheduling board increases efficiency by assigning jobs to the right technician based on their skills and location, or based on the equipment being serviced.

- Easy scheduling of technicians
- The right technician is assigned to the right job
- Flexible processes for creating work orders
- Dispatch work orders with complete detail overview
- Monitor job status and delays in real-time



Features in NetSuite Field Service Management:

	Challenges	Solution	Result
Scheduling	<ul style="list-style-type: none"> · Low resource utilization · Limited resource overview · Repeated calls and follow-ups 	GPS tracking and a dynamic scheduling board speed up response time and optimize resource utilization.	<ul style="list-style-type: none"> · Reduced scheduling time · Increased productivity
Field Inventory	<ul style="list-style-type: none"> · Inventory loss and waste · Low first-time fix rate (FTFR) · Expensive spare parts · Supply chain delays · Billing issues leading to missed/delayed revenue 	Management and tracking of field inventory directly in NetSuite reduce inventory losses, improve field inventory visibility, and increase the first-time fix rate (FTFR).	<ul style="list-style-type: none"> · Reduced inventory write-downs · Decreased waste · More successful first-time repairs · 100% inventory visibility
Manual Work	<ul style="list-style-type: none"> · Delays due to paperwork · Manual data processes · Handling customer disputes 	Fully digitized work instructions and reporting reduce administration and improve the customer experience.	<ul style="list-style-type: none"> · Reduction of unnecessary customer credits · Increased productivity · Enhanced efficiency · Fewer customer disputes
Asset Management and Customer Engagement	<ul style="list-style-type: none"> · No asset history in the field · Time spent calling for more information · Extra work 	Capturing and accessing asset history and customer information directly in NetSuite helps technicians diagnose and resolve problems faster, which in turn improves communication with customers.	<ul style="list-style-type: none"> · Improved customer experience and communication · Faster issue resolution · Reduced repair time · Increased efficiency
Compliance and Safety	<ul style="list-style-type: none"> · Non-digital record-keeping poses business risks · Inability to maintain compliance · Safety risks to technicians, customers, and the public 	Fully digitized compliance and safety forms combined with workflows and implementation guidelines enable compliance and can, in some cases, reduce insurance premiums.	<ul style="list-style-type: none"> · Improved compliance · Faster implementation of new work forms · Improved quality · Reduced insurance premiums
IT Operating Costs	<ul style="list-style-type: none"> · Incompatible systems · High cost of managing integrations/connections · Resource-intensive system management 	The Field Service Management module is fully integrated into NetSuite. No integrations or connections are required. One system for all business management eliminates additional costs.	<ul style="list-style-type: none"> · Reduced IT costs · A fully integrated and flexible platform that supports business growth
Reporting	<ul style="list-style-type: none"> · Slow decision-making · Poor resource planning · Lost revenue due to customer retention issues · Slow reporting due to inaccessible data in various systems 	NetSuite offers a fully integrated platform that enables insights and analysis via dashboards to drive and accelerate decision-making, planning, and reporting.	<ul style="list-style-type: none"> · Eliminated reporting gaps · Increased efficiency · Improved data integrity · Real-time reporting and decision-making

NetSuite for Project-Based Operations

NetSuite’s SuiteProject solution helps increase project profitability through real-time tracking of finances and progress, and offers detailed analysis and reporting to proactively identify and manage potential issues.

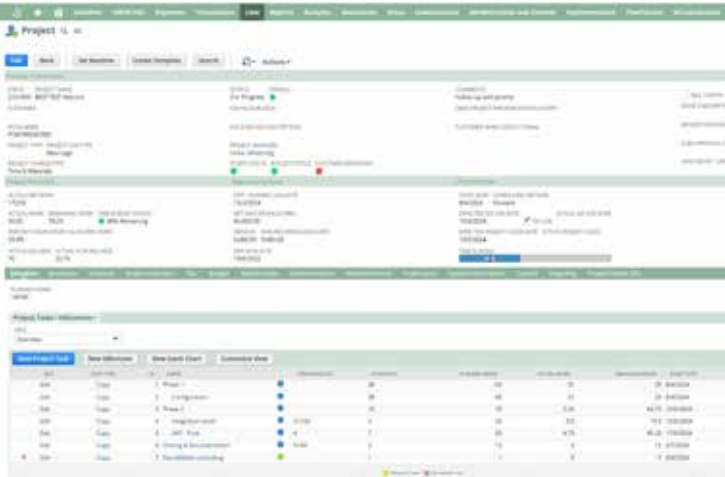
ERP for Project-Based Operations

NetSuite’s solution for project-based companies, SuiteProjects, is a fully integrated solution with all the functions a service-based business needs — all in a cloud-based solution. From project and resource management to time and expense management, project accounting with approval-based automatic billing, NetSuite SuiteProjects helps companies complete projects faster and more profitably, and create accurate invoices more quickly, effectively reducing accounts receivable cycles.

NetSuite’s SuiteProjects for project-based operations includes key features such as project management, project planning, forecasting, resource management, time and expense management, automated billing, and advanced project accounting. These features enable effective team coordination, optimization of resource utilization, easy recording of time and expenses, and management of complex billing and revenue scenarios.

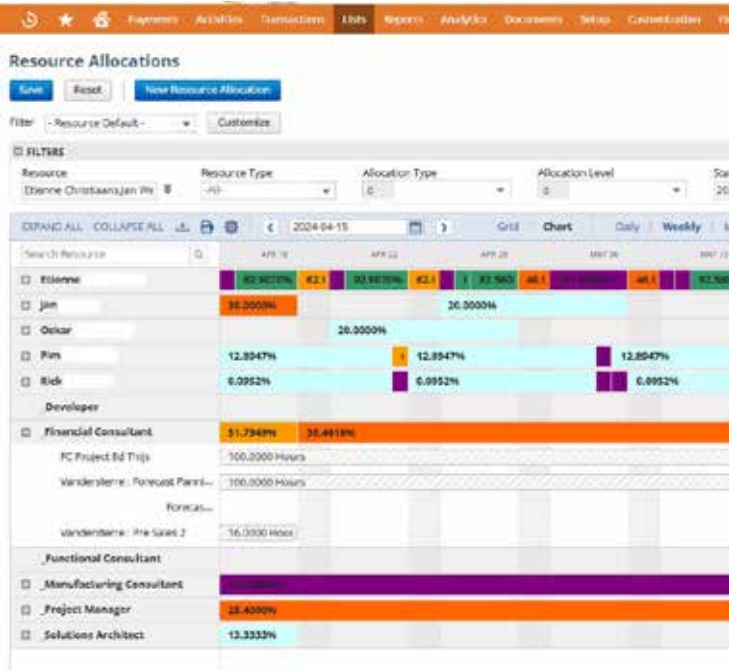
Industry-Specific Functionality

Project-based ERP is crucial for service organizations, which differ from product-based companies due to their reliance on people and intellectual capital. The key to profitability in these companies lies in delivering services efficiently. This requires financial and operational functionality tailored to effectively manage resources and staff projects.



Key Benefits of NetSuite SuiteProjects

- **An Integrated Solution:** NetSuite’s SuiteProjects features and capabilities combined with finance, CRM, and procurement provide a fully integrated solution for all service companies. Ensures that every stakeholder has access to the same data.
- **Resource Management:** Analyze resource needs based on required skills. Allocate the right resource to the right project at the right time for more efficient resource utilization.
- **Improved Productivity and Collaboration:** Collaborate within the project using real-time data to maintain accurate and up-to-date project status. Use the mobile app for quick and efficient time and expense reporting. Identify and act on discrepancies faster to ensure on-time project delivery.
- **Financial Tracking:** Approval-based billing enables automation of invoicing. Track profitability and compare forecasts with actual results in real-time.
- **Decision Support:** Dashboards with key KPIs and automated real-time reports enable faster decision-making.



Modules in NetSuite tailored for project-based operations:

Financial Management	<p>NetSuite offers a comprehensive financial module that is a central part of the ERP system. The financial module is designed to provide companies with an in-depth overview and control. All transactions and reporting occur in real-time in NetSuite.</p> <p>For companies operating internationally, the financial module offers support for multiple currencies, tax management, intercompany transactions, and accounting standards, simplifying global finance management.</p>
SuiteProjects	<p>Project Management: Enables project managers and team members to collaborate on projects and constantly keep project status current and accurate, allowing managers to proactively identify and resolve potential issues in each assignment.</p> <p>Resource Management: Project managers can optimize resource utilization and minimize idle time while ensuring that the right qualified resources are allocated to appropriate projects.</p> <p>Time and Expense Management: Intuitive time and expense reports enable users to quickly and easily record detailed time and costs, whether they are in the office or traveling.</p> <p>Billing: Automates simpler service invoices as well as more complex recurring time and material-based invoices and fixed contracts. Flexible billing options based on completed project, achieved milestones, or according to a predetermined schedule.</p> <p>Project Revenue: Companies with NetSuite Advanced Revenue Management can automate complex revenue calculations and allocations, supporting various revenue scenarios on an individual project basis.</p> <p>Project Accounting: Linking project activities to the company’s finances helps ensure accurate accounting and billing throughout the project’s lifecycle and streamlines time and expense management while providing comprehensive reporting on project profitability.</p> <p>Analysis: Powerful reporting and analysis tools, such as Project360, deliver requested data in real-time, allowing for a 360-degree overview of individual projects and project portfolio status. Monitor, report, and analyze overall project performance in real-time to quickly identify and act on projects requiring special attention.</p>
Customer Relationship Management (CRM)	<p>Improves customer engagement and business relationships. The application offers a range of features supporting customer management, including sales automation, marketing automation, customer service and support, and a detailed view of customer interactions.</p> <p>Advanced analysis and reporting help companies understand their customers’ behaviors and needs on a deeper level.</p> <p>Always included in NetSuite — no separate license needed.</p>





Welcome to contact us!



Oskar Madenteg
Operations Manager NetSuite
oskar.madenteg@xperitus.com
+46 73 540 16 79

- + 5+ years of experience with ERP systems
- + 10+ years of experience in distribution and service companies
- + Certified NetSuite consultant
- + Application specialist
- + Based in Jönköping



Martin Englert
Presales Consultant
martin.englert@xperitus.com
+46 70 693 88 60

- + 25+ years of experience with ERP systems
- + 25+ years of experience in manufacturing and distribution companies
- + Certified NetSuite consultant
- + Solution architect
- + Based in Jönköping