



NetSuite vs. Sage Intacct: Choosing the Right Solution for PE-Backed Companies

When companies receive private equity funding, they are often forced to migrate from Excel spreadsheets and simple accounting software—such as QuickBooks—to an ERP system that can manage the dramatic growth and change that lies ahead. In the case of more complex transactions, such as carve-outs, businesses may need to quickly move on from systems at the parent company that no longer fit their needs and may be costly to access until an alternative is found.

Solutions like NetSuite and Sage Intacct often top evaluation lists for growing companies—not least for sponsor-backed businesses. PE-funded companies are often navigating accelerated growth timelines, restructuring and global expansion that cannot be managed with solutions they will eventually outgrow. When evaluating NetSuite and Sage Intacct for PE and VC-funded businesses, there is only one solution that can deliver value at every stage. Consider the following criteria when evaluating these two solutions:

1. NetSuite's time to value is unrivaled.

NetSuite's implementation methodology, SuiteSuccess, is the compilation of over 20 years of leading practices, a unified solution and business optimization methods designed to get companies from zero to cloud in 100 days. Intacct offers no industry leading

practices, instead relying heavily on partners to tailor its one-size-fits-all industries solution and typically only delivers value in three to six months. With NetSuite and SuiteSuccess, PE-backed companies are equipped with built-in leading practices including workflows, KPI reports, dashboards and metrics, with the flexibility to personalize the application from the initial sales contact.

2. NetSuite is built for multi-subsidiary companies.

Intacct subsidiaries do not appear to share the same data environment. NetSuite users have easy access to detailed subsidiary data throughout the shared system—and onboarding new subsidiaries takes seconds, allowing companies to standardize business processes and deploy them across divisions with a click of a button. NetSuite provides easy tools out of the box to manage intercompany closing and onboarding. As organizations expand globally, NetSuite OneWorld can manage global operations with multi-currency and multi-language support that Intacct can't offer.

3. NetSuite is an ERP system. Intacct is not.

NetSuite can manage and automate the processes of many business functions outside of accounting and finance. This includes

human resources, supply chain, warehouse management, inventory and order management, some parts of the manufacturing process, ecommerce, CRM, procurement and professional services automation. That means the mission critical data that informs all of these departments is available and accessible in real time from anywhere in the world. Intacct is simply a robust accounting platform with additional functionality leveraged as needed.

4. **NetSuite is a solution designed to grow at any pace.** Whether you're just starting out or reaching new levels of growth, NetSuite is designed for companies at every stage. Start-ups can begin with an integrated financial platform that provides a dynamic general ledger, accelerates financial close and ensures compliance. As companies grow and become more complex, NetSuite allows businesses to deploy suite capabilities like SuitePeople/SuiteBilling/ARM, select from an extensive partner network or choose between leading integrations to match their speed of growth. Intacct is highly modular and provides the bare basics from a functionality perspective. NetSuite provides a truly interconnected solution that scales as an organization grows.

5. **NetSuite has a dedicated private equity services practice.** Unlike Intacct and many other software vendors, NetSuite understands the unique characteristics of private equity-backed companies and their investors. While Intacct does have an Private Equity Alliances program, NetSuite's dedicated Private Equity Services Practice currently partners over 450 firms globally to drive value creation across their portfolios. Its committed team of private equity professionals works with firms and their portfolio companies from the very beginning to focus on reducing the time to value within their hold period, create a hands-on support environment and ensure built-in integration is instituted for any new portfolio companies onboarded to the NetSuite platform. Throughout the sales and customer lifecycle, the team acts as the firm's and portfolio company's internal NetSuite liason to ensure all sales, implementation and account management teams execute with an emphasis on TSA deadlines and operational value creation. Partnering with the practice also makes firms and their portfolios eligible for preferred licensing and commercial terms to help maximize ROI.