



# ALTERNATIVE LENDERS RUN ON NETSUITE

The Scalable Foundation for Modern, High Growth Companies

Alternative financing platforms are disrupting the traditionally staid financial services industry. Through better data analytics and a frictionless user experience, alternative financing companies offer fast and flexible services to businesses and consumers—and the market is responding with explosive growth.

## NetSuite At a Glance

- First Cloud ERP – founded in 1998
- Acquired by Oracle in November 2016
- More than 5,000 employees
- \$741m revenue in FY15
- Grown by 25%+ over 17 consecutive quarters
- Used by 40,000+ organizations
- Used in 160+ countries
- 600+ new clients in the last quarter
- Accumulated best practice reduces time to value
- 40+ recent IPOs run NetSuite

“NetSuite gave us the agility to adapt to change and the scalability that we needed. It’s been critical to entering new markets quickly, efficiently and effectively.” **AI Goldstein, Avant, CEO**

With this growth comes complexity. Many alternative lending businesses quickly find their existing financial management systems stifling their growth as these entry-level or smaller cloud-based systems lack the sophisticated auditability and financial controls required for modern businesses preparing to scale.

NetSuite's cloud ERP/financial management solution is the top choice of high growth alternative lending finance companies who understand that the key to unlocking and managing growth is a system that can address today's challenges while providing the critical foundation needed for the future.

### **NetSuite provides alternative lending companies with:**

- **Robust global financial functionality** designed for modern businesses, enabling customers to streamline their mission-critical business processes. NetSuite's robust financial reporting capabilities help alternative financing companies execute through a smooth auditing process.
- **A highly scalable system for growth** with the ability to quickly and easily add functionality as a business grows and proven international capabilities to fuel global expansion.

### **Delivering Transformative Results**

Fast growing companies report stunning improvements in key performance metrics after switching to NetSuite:

- **45% – 70%** reduction in financial close time.
- **50% – 65%** reduction in general ledger consolidation time.
- **55% – 80%** increase in business visibility.
- **25% – 50%** increase in accounting staff productivity.
- **25% – 40%** reduction in audit completion and support time.
- **45% – 65%** IT cost savings.

- **A powerful development platform** with unprecedented flexibility that enables businesses to tailor the system to meet their unique requirements and industry-specific needs, and seamless third-party integrations.
- **Built-in business intelligence** that provides real-time insights into key business performance indicators for a unified view of the organization.
- **Rapid ROI** that traditional ERP systems can't match thanks to rapid implementation times with minimal overhead in IT infrastructure or support personnel, speeding up time-to-value.

- Simplified maintenance to eliminate the need for costly IT infrastructure and support with a cloud-based system that is always up-to-date and customizations that carry forward automatically.

## Solution Highlights

### Comprehensive financial management capabilities

NetSuite provides modern financial services companies with everything needed to establish efficient processes and gain transparency into business operations including:

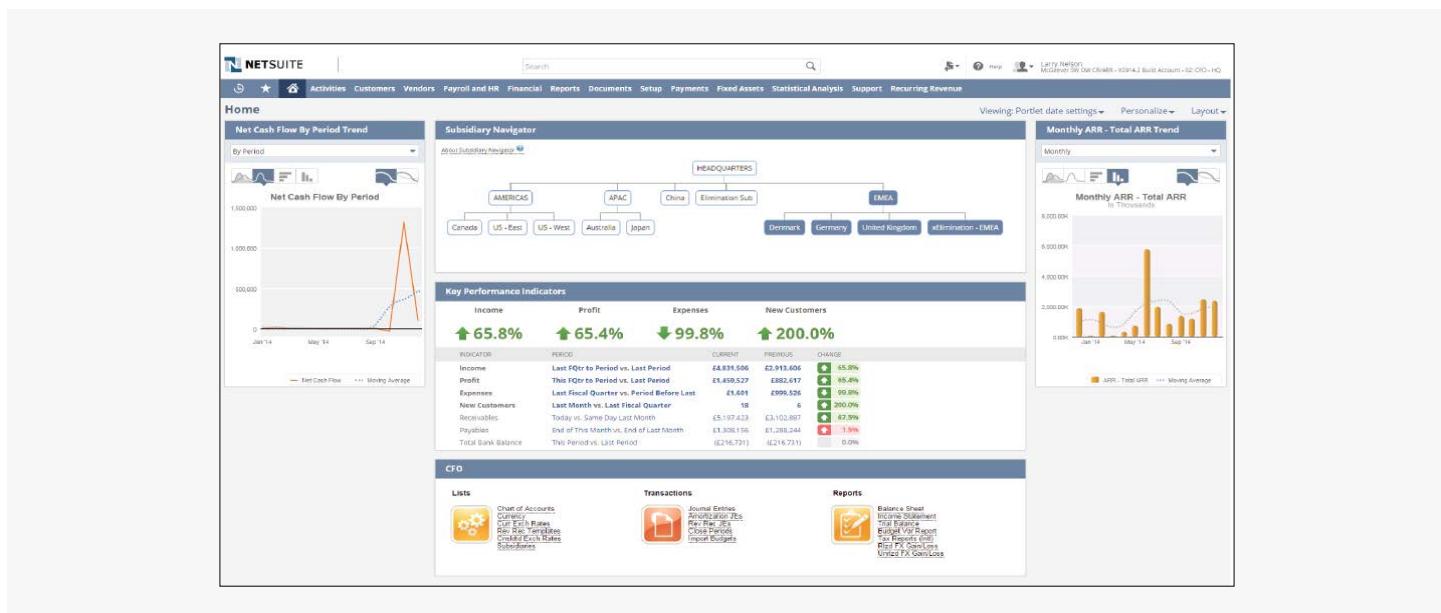
- End-to-end visibility into your receivables and payables with integrated order-to-cash (i.e. sales order, billing, collection) and procure-to-pay (i.e. requisition, purchase order, invoice) transaction management.
- Complete fixed asset lifecycle tracking and reporting from acquisition to depreciation to retirement.

- Automatic revenue recognition in accordance with accounting standards using flexible scheduling and sophisticated allocations.
- Integrated budgeting and forecasting tools to manage financial projections against actuals.

### Robust financial controls and regulatory compliance

NetSuite simplifies compliance with GAAP, FASB, SEC, AICPA, ASC 605, 606 and IFRS 15 standards. It also facilitates SOX Section 404 compliance by supporting internal controls and enabling individual accountability through a complete audit trail of all processes and transactions:

- A powerful rule-driven engine to produce financial reporting in accordance with multiple accounting standards (e.g. GAAP, IFRS) using multi-book accounting capabilities.



- Pre-built tax filing and reporting tools that are country-specific.
- Customizable roles with permissions that support segregation of duties.
- Audit trail visibility into detailed transaction history, reports and saved searches.

### Global business management and consolidation

Seamlessly manage multiple currencies and reporting as your business expands globally. NetSuite OneWorld provides global accounting and consolidation, award winning multi-currency management, a configurable tax engine and comprehensive language support. With support for 190 currencies, 20 languages, and automated tax compliance in over 100 countries, NetSuite OneWorld provides the scalability needed for modern businesses to quickly and easily expand around the world.

### Real-time reporting and analytics

With NetSuite, alternative finance companies can access real-time cash positions and create financial reports with the push of the button. NetSuite provides the power of built-in, real-time dashboards, reporting and analysis across all the integrated processes within the software suite. Realizing true value-added insights, business users gain real-time visibility to identify issues, trends and opportunities and instantly drill down to the underlying transaction to take action.

### Industry leading customization and integration capabilities

NetSuite provides a cost-effective solution

that boosts productivity, integrates with other best of breed cloud applications and reduces the burden on IT. Our SuiteCloud development platform enable alternative lenders to create direct integrations with banking partners to streamline financial transactions and provides powerful customization tools for extending NetSuite to fit your unique business needs, now and into the future.

### Key Benefits

- **Scale for rapid growth** and power innovation with a system that stands up to the rigors of transitioning from a small privately held company to a publically held global organization.
- **Accelerate financial close** with rich accounting and strong compliance management that eliminates the need for spreadsheets and manual reconciliations, even as your business expands.
- **Fuel global expansion** with the ability to quickly and easily add functionality as your business grows.
- **Gain a more complete picture** of your business with real-time dashboards, analytics and alerts.
- **Improve IT and financial efficiency.** NetSuite provides a cost-effective solution that boosts productivity, integrates with other best of breed cloud applications and reduces the burden on IT.