

# EXPANDING CLOUD ERP HORIZONS

## Wipro's NetSuite Practice



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Wipro has partnered with NetSuite to offer the benefits of Cloud and SaaS to our diverse base of global enterprise clients. Wipro is a strategic Global Systems Integrator for NetSuite. The partnership sets a new standard for cloud solutions expertise that large organizations worldwide can rely on to advance their business processes.

Built on the foundation of a dedicated Center of Excellence, Wipro can help organizations get the most out of their cloud computing and NetSuite investments and derive maximum benefits. With strong experience in deploying cloud solutions for customers, deep domain knowledge and rich product competency, Wipro is a one-stop-shop for all services related to NetSuite - strategic consulting, license selling, roadmap assessments, implementation, migration, integration, support and maintenance.

## Wipro's NetSuite Expertise



### One Stop NetSuite Shop

- License Selling
- Strategic Consulting
- Transformational Rollout & Migrations
- ADM & AMS Services



### Functional & Technical Expertise

- Finance & Accounting,
- e-Commerce,
- Procurement & PSA solutions



### Solutions & Differentiators

- Business Process as a Service using NetSuite
- E-CLAAS - ERP on Cloud Advisory & Assessment Service



### Industry Expertise

- High Technology
- Retail and Consumer Goods
- Manufacturing
- Professional Services
- Banking and Financial Services
- Media

# Expanding Horizons - Wipro's Innovative Solutions On NetSuite

## Social & Collaborative ERP

Wipro's Social and Collaborative ERP solution provides a unique way to seamlessly integrate disparate Social applications and effectively achieve collaboration in the organization. The platform provides real-time interaction between cross-functional teams such as finance, sales and support to enable seamless collaboration and to deliver faster business benefits.

## Vendor Relationship Management

Wipro's Vendor Relationship Management solution is built on the SuiteCloud platform to address the challenges faced in vendor management, by expanding your NetSuite utility. The solution provides a platform for executing a controlled and systematic procurement process while enabling a 360° view of the vendor. It also enables reporting on vendor's performance on identified KPI's, to measure success.

## Finance as a Service

Wipro's 'Finance as a Service' solution brings BPaaS (Business Process as a Service) benefits to the Finance and Accounting world. The solution brings together the benefits of Cloud based SaaS solutions with Wipro's F&A Process Outsourcing expertise and an innovative pricing approach.

Wipro's solution combines the strengths of NetSuite F&A platform, Wipro's NetSuite implementation excellence, and experience in providing outsourced F&A processes, in a shared services model - to help you take another significant step in optimizing your finance and accounting processes and maximizing ROI from your Cloud investments.

## Two-tier ERP Framework

Leveraging a Two-Tier ERP approach, involving SaaS applications like NetSuite, is an effective way to enhance business agility and to continue running operations seamlessly.

Wipro's Two-Tier ERP framework provides a proven, step-by-step approach to achieve acceptable standards in enabling a Two-Tier ERP, and helping your business expand horizons further, faster than ever before.

# SUCCESS STORIES

Wipro enabled an online merchandizing platform for a leading US Big Box Discount Retailer, delivering

- A flexible and scalable solution to support their fast paced and dynamic online channels
- Accelerated benefits to balance twin goals of IT strategy enablement and TCO achievement



For a leading American Telecommunications R&D company, Wipro provided a comprehensive NetSuite solution for end-to-end business processes with a 360° view of the transactions and entities.

- The engagement achieved time to market of less than 4 months for a comprehensive ERP & CRM rollout within the organization



For a Leading Payment Processing Services Provider, Wipro optimized a BPaaS solution for end-to-end processing of millions of Payment card, Checks and eCommerce transactions worldwide

- Time to market of less than 5 months to deliver a complete turn key solution, with significant operational efficiencies and full regulatory compliance
- Strengthened back office operations to support business requirements with real-time visibility on KPI's

# Wipro's NetSuite Center of Excellence



## Training and Competency Development

- Training programs, training material for competency development
- POC & product demos
- Intensive training Programs conducted by NetSuite exclusively for Wipro.



## Process Excellence

- Establish and maintain methodologies, specific processes and interfaces
- Domain experts and SMEs for continuous process improvement
- Industry focus
- Focus on ERP, PSA & e-Commerce business processes



## Solutions

- Pre-configured innovative solutions
- Industry-specific solutions
- Solutions extensions
- Repository of industry benchmarks, best practices & thought leadership
- Co-development of Advanced functionalities with NetSuite



## Knowledge Management

- NetSuite knowledge portal
- Mechanism to extract, store & retrieve application knowledge
- Formal Knowledge transfer mechanisms for critical functionality
- Privileged partner access to NetSuite's education & demo center

# Wipro's Value Proposition

## Business Outcome

A consultative approach to solving business problems and delivering business benefits

## Think Global Act Local

Design for functional capabilities rather than rigid processes

## Agility

Rapid prototyping & CRP based implementation

## Stakeholder Engagement

Begin with customer perspective and implement effective change management & adoption strategy

## Depth of Practice

Specific product knowledge, best practices, enterprise solutions and enablers

## DO BUSINESS BETTER