

Expanding into Global Markets with NetSuite OneWorld



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Presenting Today



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What is NetSuite

What are the key benefits of NetSuite

Complex solution

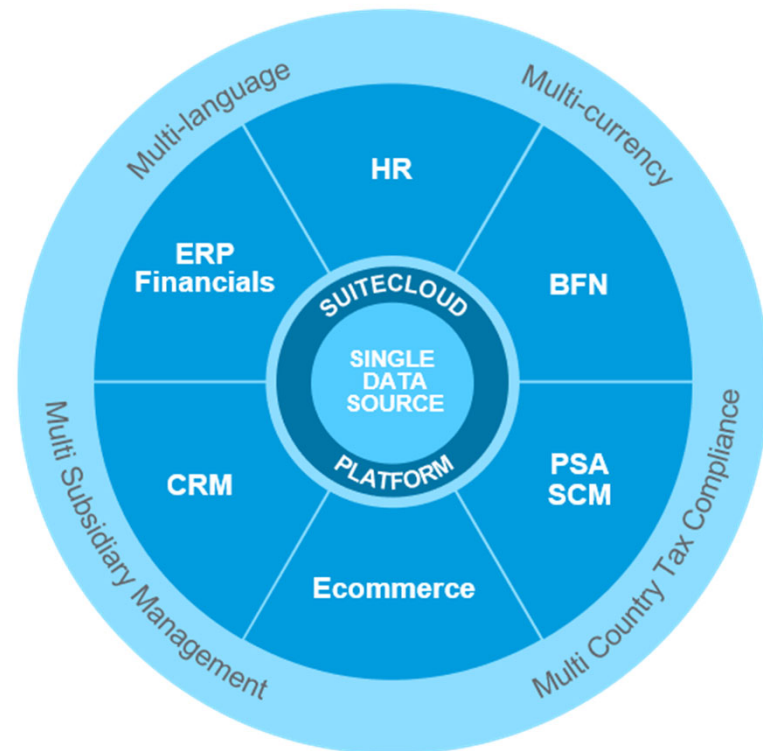
- Customers use core NetSuite solution for enterprise resource planning (ERP) and to manage inventory, track their financials, host e-commerce stores and maintain customer relationship management (CRM) system

Scalability

- NetSuite is an extremely scalable system that grows with your business. Quickly and easily add functions for international business operations. NetSuite offers support for 190 currencies and 23 languages as well as tax compliance for more than 100 countries and is therefore an important building block for international expansion.

Real time information

- The real time information and 360-degree view of the company enabled by NetSuite proves to be extremely valuable for our customers. NetSuite is available 24/7 and allowing immediately reaction to business challenges and changes.



What is OneWorld?

NetSuite OneWorld delivers a real-time, unified global business management solution for enterprises that manage multinational and multisubsidiary operations.



- Oracle NetSuite promotional material



Challenges Faced by Global Organizations

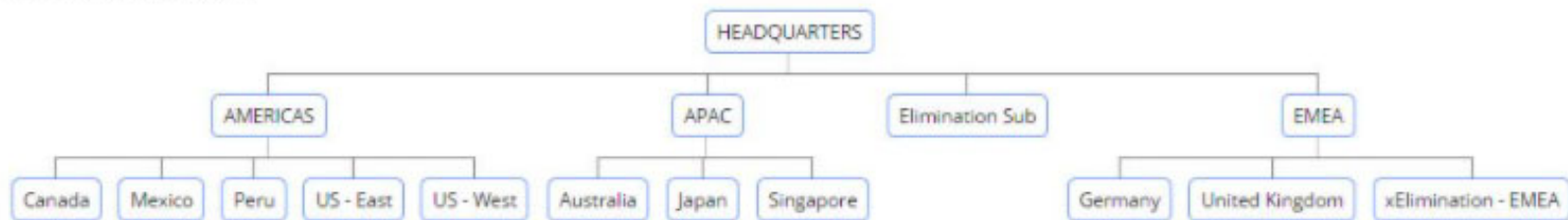
- Lack of real time financial data
- Compliance with multiple accounting standards
- Foreign currency management
- Intercompany transaction processing

System/Structural Considerations

- Software Licensing
- Subsidiary structure & Consolidation capability
- Integration with existing systems
- Technological Infrastructure
- Data Protection Regulations

Subsidiary Navigator

[About Subsidiary Navigator](#)



Operational Considerations

- Languages
- Payments
- Expense Reporting
- Shipping/Movement of Goods
- Other Regional Requirements
 - Document Management / Archiving
 - Optical Character Recognition (OCR)
 - Bank Reconciliation

Payment Terms 付款条件

AMS 30 days

UOM 单位	单价 单价	不含税合计金额 金额
Each	¥0.47	¥47,000.00

小计:
小计 ¥47,000.00

Sales Tax:
增值税 ¥6,110.00

Freight:
运费

总计 CNY:
总金额 ¥53,110.00

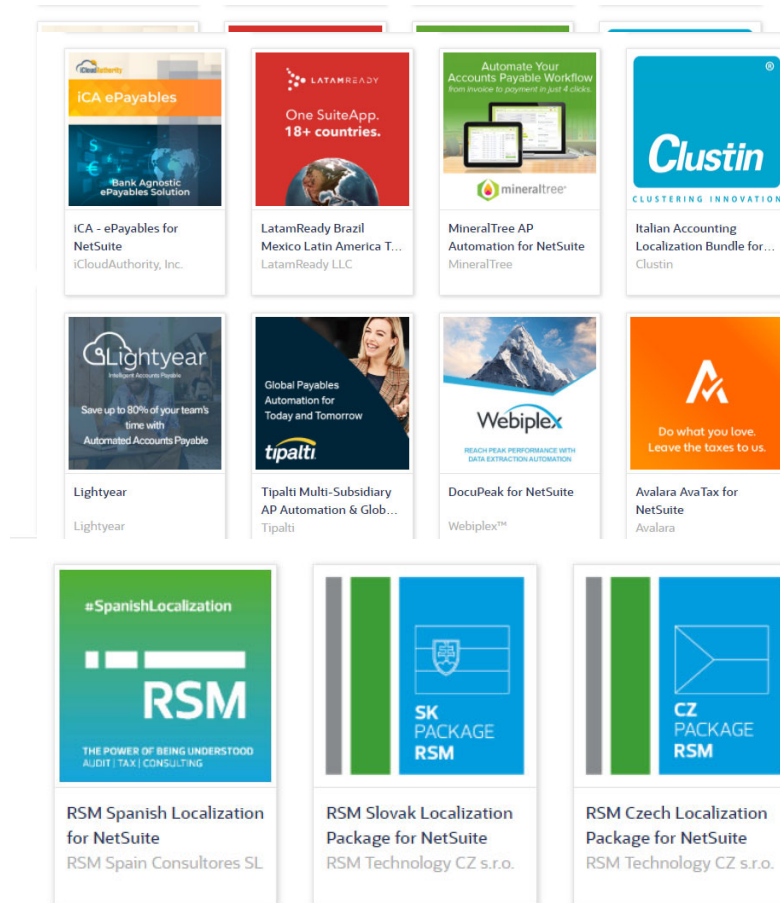
Accounting/Finance Considerations

- Corporate Accounting vs Local GAAP
- Intercompany Transactions
 - SO/PO/Expense Recharge
 - Transfer Pricing
- Statutory Reporting
- Indirect Tax Calculation & Reporting

A TRANSACTION AMOUNTS		NON-TAXABLE REVENUES	
TAXABLE REVENUES (HT)		NON-TAXABLE REVENUES	
01 Sales, services	0979 119,517.01	04 Exports outside of the EU	0032 0.00
02 Other Taxable Revenue	0981 0.00	05 Other non-taxable transactions	0033 0.00
2A Purchases of intra-community services	0044 3,180.08	SA Sales of goods or services provided by non-French residents (Art 283-1 of Customs code)	0047 0.00
2B Imports (companies that opted for the reverse charge system for import VAT)	0045 0.00		

What is Localization?

- Localization can be achieved through a combination of:
 - System configuration
 - NetSuite bundles
 - 3rd Party Solutions

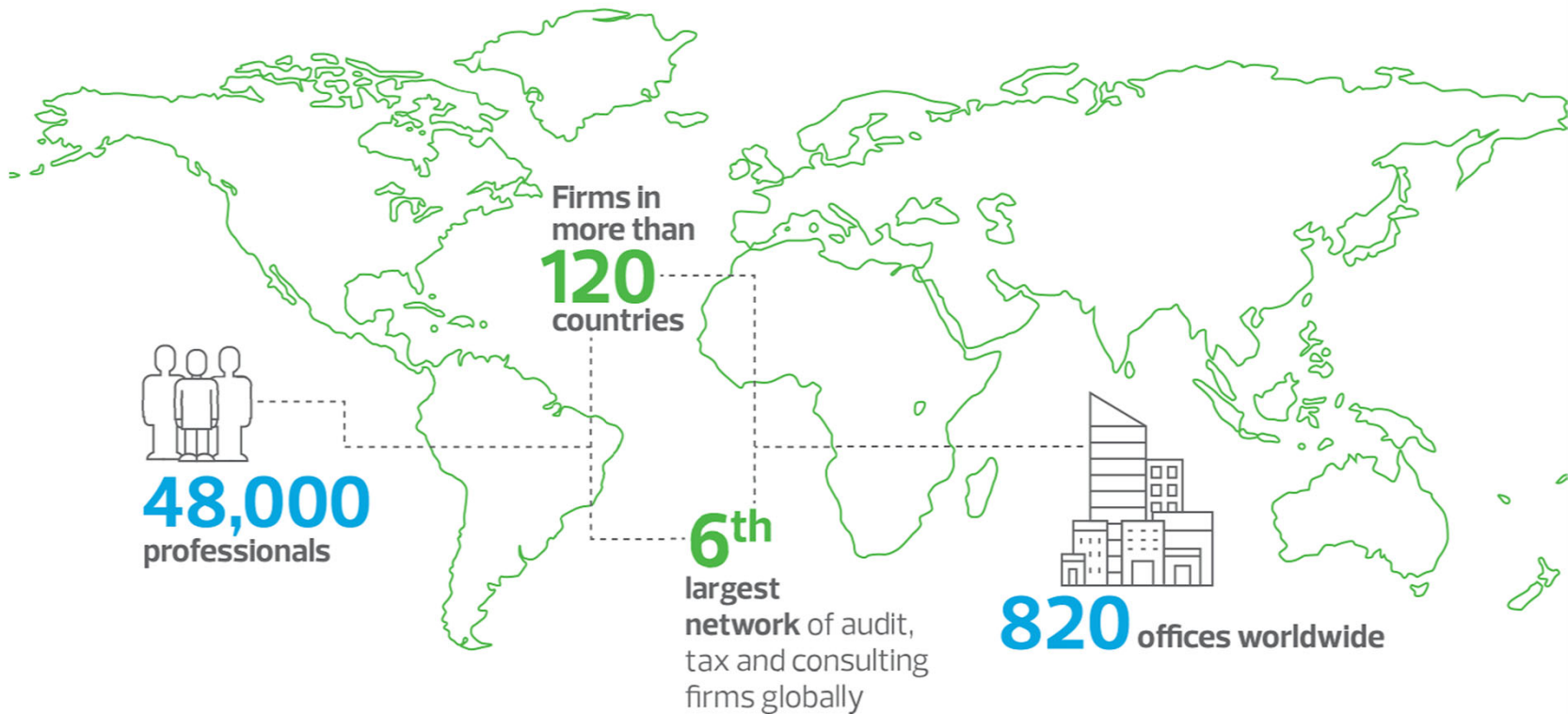


Additional Considerations

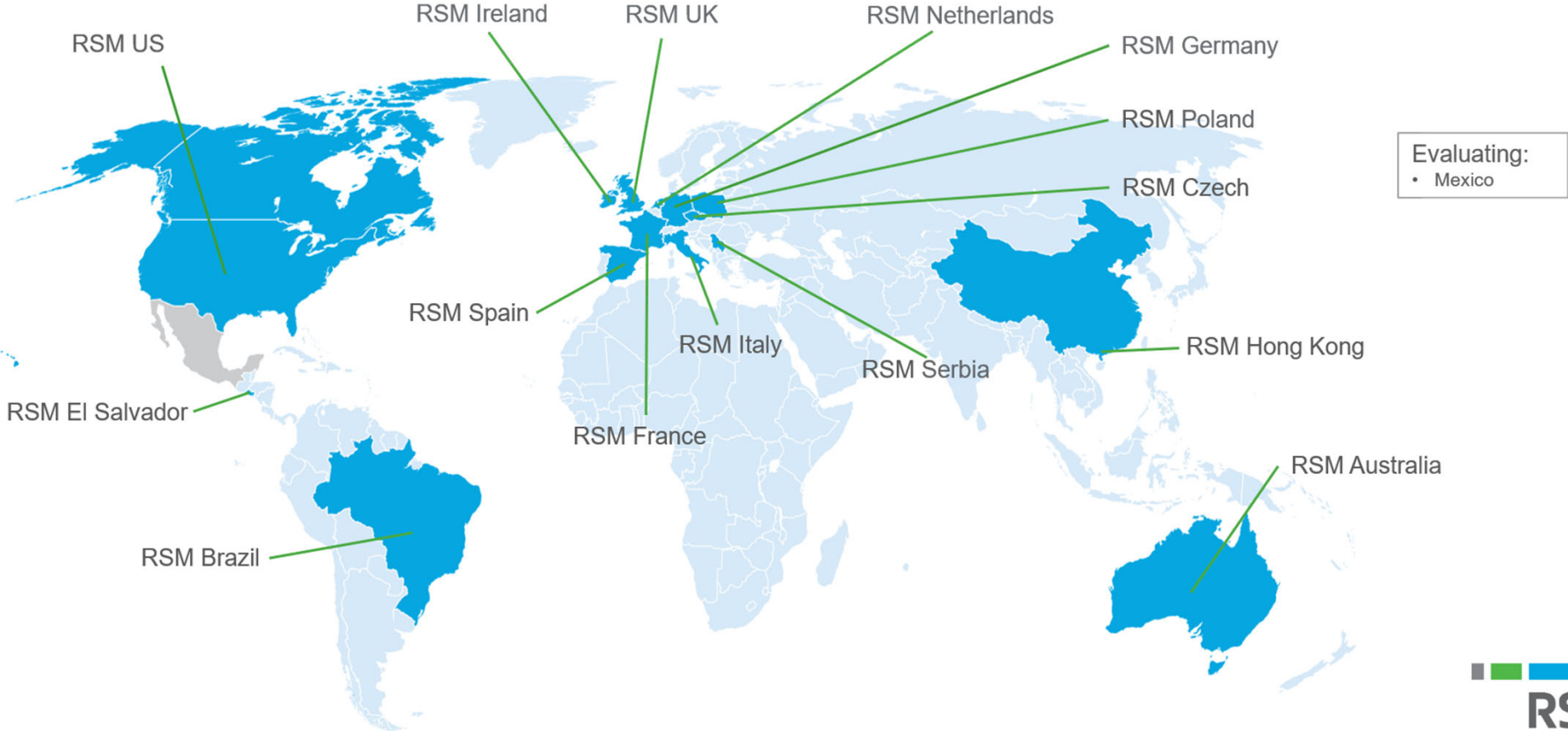
- Hiring overseas – Payroll & HR requirements
- Banking relationships – who can support you internationally
- International group structure
- Tax planning
- Transfer Pricing
- VAT / GST planning
- Local bookkeeping requirements
- Local tax incentives available
- Expatriate payroll
- Stock options to international hires

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RSM NetSuite Global Practice





QUESTIONS AND ANSWERS