



HEALTH AND BEAUTY BUNDLE

Built for Health and Beauty Companies

Health and beauty companies operate as manufacturers, wholesale distributors and retailers. They need one solution that can accommodate the complexities of servicing multiple customer types across all channels of business. NetSuite has brought together its product family and enhanced inherent functionality to meet these needs with optimized reporting, predefined reports and dashboards along with omnichannel features so companies can run their business more efficiently and profitably.

Sample of 50+ Included Reports

- Inventory Turnover and GMROII
- Product Category Report
- Sales Per Hour report
- Same Store Sales Report
- Sell-Through Ratio Report
- Shrinkage Report
- Stock to Sales Ratio Report
- Units Per Transaction Report
- Weeks of Supply Report
- Weekly Style Trend Report

Deep Industry Focus

Over time, NetSuite recognized that a large segment of its customers were wholesalers, branded manufacturers and retailers who were operating within the health and beauty industry. As such, they needed product features to address certain aspects of their business. This included health and beauty-specific fields for item, customer, location and transaction records, and the ability to enter matrix items to account for multiple sizes, colors and fits for one style. Because NetSuite is dedicated to constantly innovating its suite of products, a dedicated team for health and beauty was formed to address these product needs. This team has been working alongside our health and beauty customers who

collaborate on features and functionality to ensure we meet the dynamic needs of health and beauty brands and retailers.

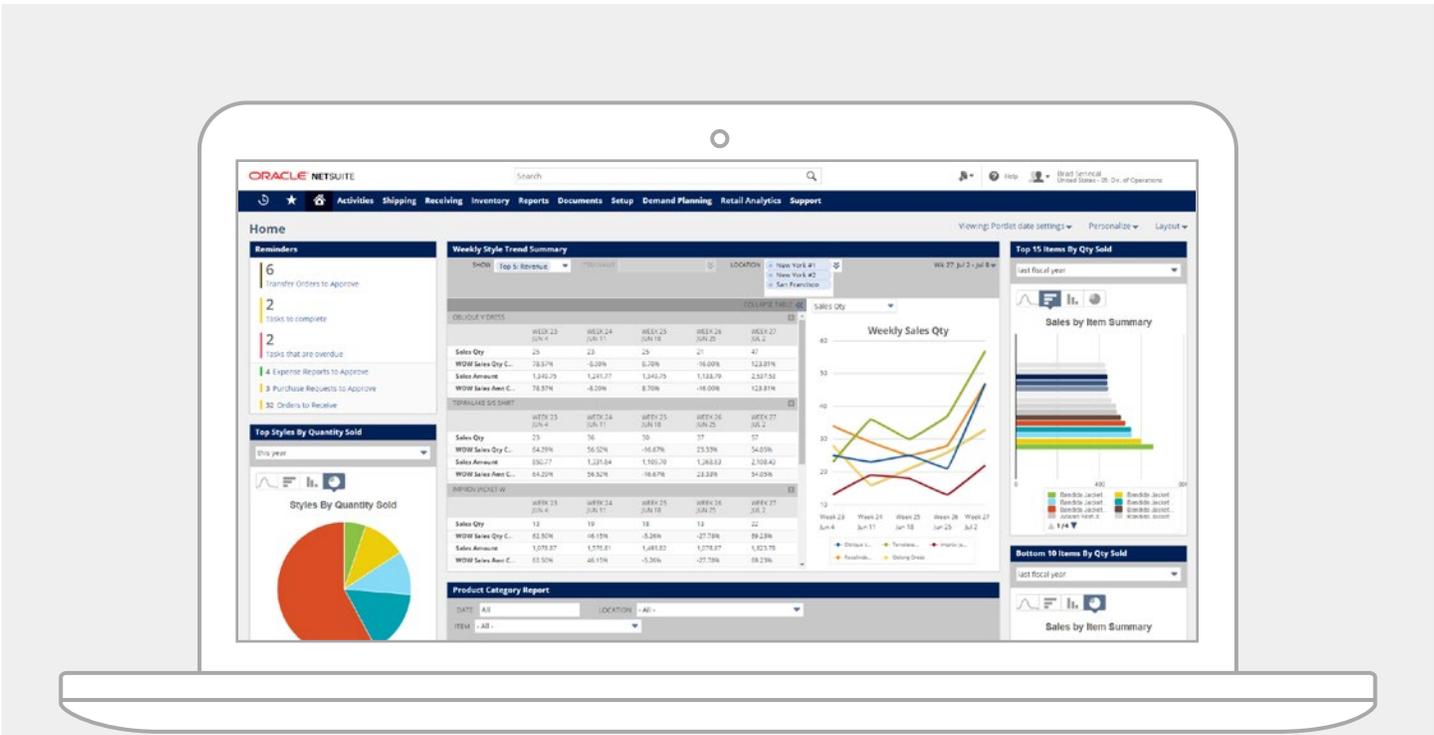
Here is what the health and beauty bundle provides:

12+ roles and preconfigured dashboards allow employees to quickly access the information they use most frequently based on permissions and responsibilities within the company. These roles were configured to empower the users most frequently found in health and beauty companies and because each dashboard was pre-built, employees can quickly access relevant business information, removing the need for customization.



12+ roles allow employees to quickly access the information they need.

- Chief Executive Officer
- Chief Financial Officer
- Controller
- Customer Support Representative
- Inventory Manager
- Marketing Manager
- Merchandise Manager
- Senior VP of Stores
- Store Associate
- Store Manager
- VP of Commerce
- Warehouse Manager



Keep a pulse on product performance from the Merchandising Dashboard.

Predefined health and beauty reports, KPIs and metrics enable health and beauty companies to assess product performance across customer types and channels. They also provide real-time information into store performance along with key insights into sales and margins for a holistic view of the business. With out-of-the-box reporting, brands and retailers alike will have the tools they need to make informed decisions faster.

- Convenient scorecards to measure sales, revenue, profit, return %, sales per square foot, units per transaction and more.
- Review vendor performance with scorecards showing number of POs and orders

received, number and sum of vendor returns, average days late, fill rates and more.

- Track KPIs by store, region or district with succinct dashboards.

19+ preconfigured forms for item, customer, location and transaction records allow companies to quickly identify key data for reporting purposes without having to manually create multiple forms.

50+ additional health and beauty specific form fields accurately capture necessary data, such as merchandise class, NRF codes, store size, style number and more, all of which follow industry-standard practices that can improve business processes.

Grid Order Entry

Submit Submit & New Submit & Save Cancel

Grid Order Information

NAME
Matrix Item 3x3

TYPE
Grid Matrix Template

GRID ATTRIBUTE
Gender, Size

Order Details

ORDER QUANTITY

Calculate

Note: An order quantity in red indicates that it is more than the available quantity for the item.

MATRIX ITEM OPTIONS	ROW TOTAL			LARGE	MEDIUM	SMALL
	ESTIMATED PRICE	%	QUANTITY	QUANTITY	QUANTITY	QUANTITY
MALE	0.00	0.00	0	0.00	0.00	0.00
FEMALE	0.00	0.00	0	0.00	0.00	0.00
COLUMN TOTAL	0.00	0.00	0.00	0.00	0.00	0.00

Item Information

Item: Matrix item 3x3 : Matrix item 3x3-L-M Row: Male

Description: Location: Quantity Available: 3 Quantity On Hand: 4 Quantity On Order: 1 Column: Large Currency: USA Rate: 3.00 Amount: 0.00

Submit Submit & New Submit & Save Cancel

Grid Order Management

[Grid order management](#) enables companies to enter orders for inventory and assembly items in a grid format, which increases accuracy and assists in fulfilling orders faster. This function is available across sales orders, purchase and transfer orders, as well as inventory adjustment.

[Auto-charging credit card function](#) helps retailers remove the complexity of recurring transactions by automating the billing and credit card capture of sales orders. When a retail account's order is ready to ship, wholesalers can automatically create credit card transactions. Alternatively, if your business operates on a monthly subscription model, subscribers will automatically be charged when their monthly box is shipped.

Leading Practices to Move Your Business Forward

In addition to the health and beauty bundle and NetSuite's core functionality, NetSuite's professional services team works with your business to ensure you're aligned with industry leading practices that will move your business forward. The health and beauty professional services and delivery team will evaluate your current use of NetSuite, remediate any incongruences and implement the health and beauty bundle to maximize product performance. This ensures that any functionality that's delivered in future releases will work properly and that your company is tracking on the best path to success.

*Please contact your account manager to determine possible prerequisites for adding the health and beauty bundle to your account.