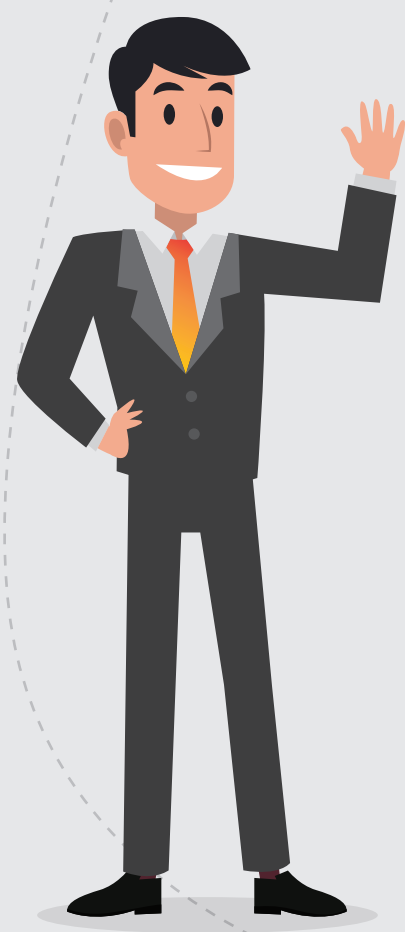


Why retail brands grow faster with NetSuite

(Or how you can save money, boost productivity and grow your profits)



This is **Sam**



He owns a **medium-sized** retail business with an annual revenue of **\$10 million** - and growing.



Sam's team has been getting by with Xero and MYOB up until recently, but with a surge in sales and **new opportunities** opening up to **expand their market**, he soon realised that they needed a **new solution**.



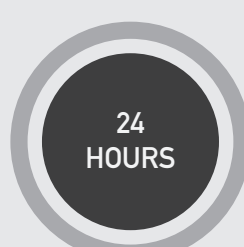
Sam decided to **invest in a new ERP** - one that would help his team **keep up with demand** and **scale the business** - even go global in the next 1-2 years. So, he chose NetSuite and the results speak for themselves.

Efficiencies



Order Fulfillment

Sam's team **reduced their order fulfillment** time by **16 hours**. They're able to keep up with increased sales and keep their customers happy.



Before NetSuite



16 HOURS



After NetSuite



Before NetSuite



43%



After NetSuite

Customer Service



A **43% improvement** in customer service **response time** has boosted the business' reputation and reduced pressure on Sam's team.

Before NetSuite

08:00
HOURS MINUTES
Workday

After NetSuite

08:00
HOURS MINUTES
Workday

+ 01:20
HOURS MINUTES
Bonus productivity daily

17% INCREASED PRODUCTIVITY

Finance Team

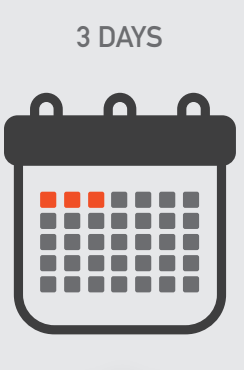
NetSuite has taken a huge manual burden off Sam's finance team, meaning they have **more time** to focus on **growing profits**.



Before NetSuite



12 DAYS



After NetSuite

Annual Budget



Sam's team always used to dread preparing the annual budget. Now it's a **fast, easy** and stress-free process. Plus it's **more accurate!**

Cost-savings

By investing in NetSuite, Sam experienced **savings across the business**, **relieving budget** pressures and giving him **more money to invest** in business growth strategies.



Marketing Spend

↓ 1% of ANNUAL REVENUE

\$100,000

Savings

IT Spend

↓ 1% of ANNUAL REVENUE

\$100,000

Savings

Warehousing Costs

↓ 0.05% of ANNUAL REVENUE

\$50,000

Savings

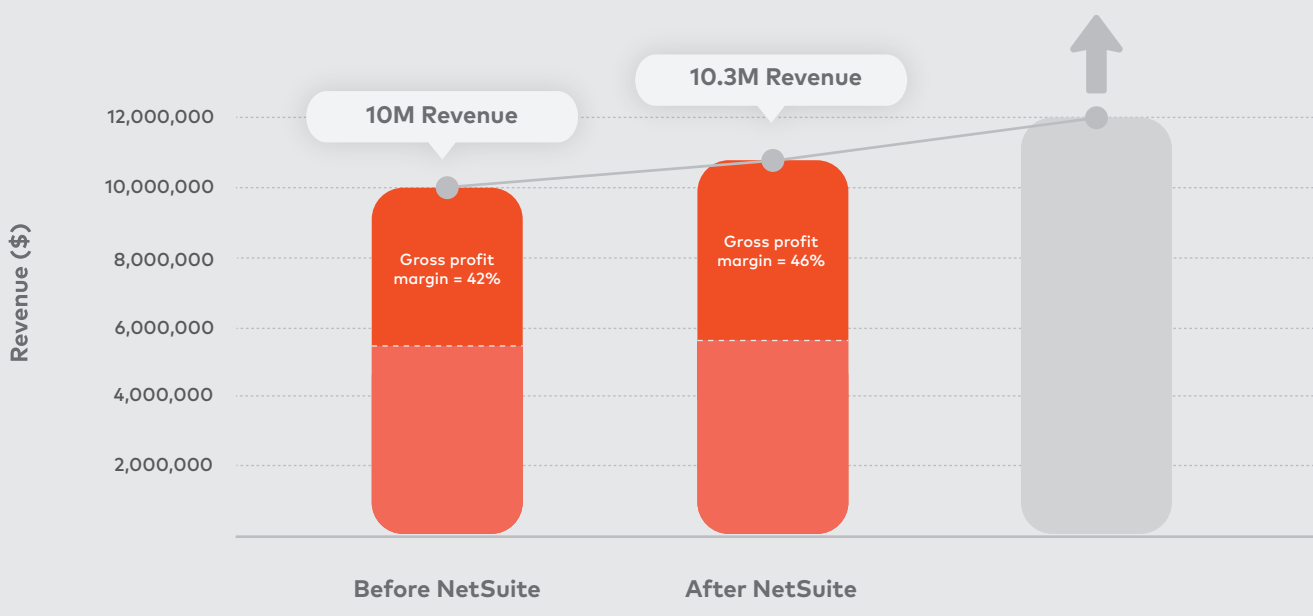
\$250,000

Total Savings

Sam's annual revenue = \$10 million

Since investing in NetSuite, Sam's **revenue has grown by 3%** and his **gross profit margin has increased by 4%**.

Profits



Sam's business is now **growing faster** than ever and his team are loving how much **easier** NetSuite makes their work.

To learn more about how NetSuite can drive fast growth for your retail business, contact the Annexa team!

Email sales@annexa.com.au
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