Searching, Reporting & Beyond

Rocky Mountain User Group

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Presentation Prepared by:

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AGENDA

1. Intro
2. Searching vs. Reporting vs. your sanity
3. SuiteSegment – Care for another dimension?
4. Searching – This is your friend….at least for now
5. Organizing – Where'd that search go?
6. Scheduling – Love emailing reports to people all day? Me neither!
7. Snapshots – Who?
8. Financial Report Builder – Neat….now if I only had a use case…
9. Sublists and Summary Search Fields
10. Does any of this matter?

Introduction

Mike Wasserman, NS Senior Solutions Consultant

- ✓ Over 12 years experience in Software/ERP
- ✓ Over 3 years experience as NS Solutions Consultant
- ✓ Certified NetSuite ERP Consultant and Administrator
- ✓ Held positions in PS, QA, Support, Engineering, and Management
- ✓ Have some academic accounting & bookkeeping experience
- ✓ Hobbies include skiing, golfing, live music and travelling

Goals

- ✓ Learn something new!
- ✓ Find an efficiency
- ✓ Crush a Use Case or two
- ✓ Get excited - the future is bright

Search or Report? The Ultimate Question

The Ultimate Question Requires the Ultimate Answer

So Here it is:

Reports

- Use Reports to Segment Financials – matrix style
- If a native report looks like a good starting point for analyzing certain business metrics, customize it, save it, schedule it, create a snapshot for your dash, or send to excel

Searches

- Use Searches to manage day-to-day business opps
- Examples:
  - Email Alerts
  - Reminders
  - Filtered Dashboard Views
  - Workflow Logic
  - Grouping Data
  - KPIs

Hmmm, good question, not sure, ask Watson!

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So….what is the difference?

- Reports can sometimes give you more control over how the data is presented on the screen
  - Financial Rows
  - Segmentation
- Searches give you more control over:
  - Criteria – Not limited to pre-defined views, can join to any record 1 relationship away
  - Results – Same
  - Analyzing Custom Data – Custom records aren't available to reports (but fields are)
  - Using data to drive business processes
    - Email Groups
    - Calls to Action

Even more confused? Just do this…

- Run a couple standard reports to see if you find something close to what you need
- If you do, customize it to meet your needs, save it with a logical name, and organize it for future use
- If not, don't waste your time, just use search
  - More control over criteria and results
  - Can expose searches easier across the platform
  - Searches can be used to define business logic
    and drive customizations
  - Easier to use
  - I've only built a report from scratch a few times

SuiteSegment – Care for another dimension?

- Also referred to as an “Uber Custom Field”
- Unleashes a new world of analysis opportunity for our customer base
- Some “cool” features:
  - Segment Hierarchies
  - Multi-Select Support
  - Parent Segment dependencies
  - Sourced Segment values
  - Integrated to financial reports and other accounting features
  - Fully scriptable
  - Easy to set up, maintain, and use

"This really is an innovative approach, but I'm afraid we can't consider it. It's never been done before."

Heard that before…prove it!

Business use case:

- Customer wants to track a job segment
- Not looking to use projects due to lack of need for any other project functionality
- Will need to compare Project P&L’s
- Native segments are already being used
- Only want job codes to be available on service department transactions
- Custom project field doesn’t make side-by-side comparisons easy without Excel

Solution:

- Use a custom ‘Job Code’ segment
- Make it GL Impacting, dependent on Department selection of ‘Services’
- Apply to Sales and Purchase transactions

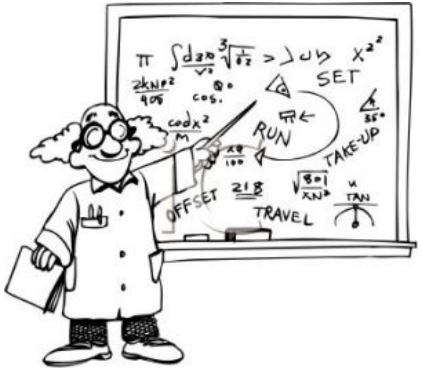
Demonstration

Searching – This is your friend….at least for now

- Saved Searches can do more than simply selecting your filter criteria and choosing columns
- Take it to the next level by leveraging advanced features, such as:
  - Expressions
  - Summarizing
  - Formatting
  - Calculating (Formula)
  - Highlighting
  - HTML

Expressions – Control your Criteria

- Use Expressions to define advanced filter criteria
- Group Criteria for conditional execution
  - Qualify initial criteria before considering additional filters (Parentheses)
- Optional Criteria
- Common use case – exception handling
  - Sample Use Case: Sales team is looking to clean up the data in their CRM and wants to view all customers missing certain key data points



Demonstration

Results – Group, Summarize and Highlight your data

- Searching allows you to manipulate the presentation of your results to drive effective business processes and analysis
- Grouping – used to bubble up details to a higher level
- Summarizing – often works with grouping to roll up metrics
- Highlighting – allows users to focus their attention on anomalies, exceptions, or calls to action
- Use Case:
  - Lets say a finance manager wants to search open invoices, group by months overdue, and filter results to only specific high visibility receivables

Demonstration

Advanced Formatting – Got a crazy req? Meet HTML

- Ever have someone request some unique formatting requirements that simply aren't supported by the UI? HTML could help….
- Can inject HTML code into:
  - Column Labels
  - Result Fields
  - Conditional Highlighting
  - Display images in search results
- Sample Use Cases
  - Highlight a certain cell in a report, in a certain way, when a condition is met
  - Change the color of a key column header
  - Countless others….project progress graph?

Demonstration

Sample HTML Solutions

01: Solution: Using HTML to Align Column Values

3.

Field	Formula	Custom Label
Formula (text)	'' || TO_CHAR({createddate}, 'Dy Mon DD, YY') || ''	Date Created – Formatted (C)

02: Solution: Using HTML to Create a Hyperlink

5. Enter the NetSuite field id that identifies the internal id of the assigned to employee.

   Answer: {assigned.id} OR {employee.internalid}

6.

Field	Formula	Custom Label
Formula (text)	'' || {assigned} || ''	Assigned To - clickable

Sample HTML Solutions

03: Solution: Using HTML to Display an Image

5.

Field	Formula	Custom Label
Formula (text)	'<img src="/core/media/media.nl?id=1607&c=1277762&h=85578019fa108b0dbbc5">' **Note:** The content of the src attribute varies based on the image you are embedding.	Embedded Image

04: Solution: Using HTML to Highlight a Cell

3. **Note: background-color** is after step **6.**

Field	Formula	Custom Label
Formula (text)	CASE WHEN {status} = 'Re-Opened' THEN '' || {status} || '' ELSE {status} END	Status - highlighted

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Searchin for some Best Practices?

- Involve the key stakeholders that utilize the search and make sure you capture their requirements in a structure format that helps you analyze the search

- For complex criteria, document the criteria as bullet points before starting to build expressions

- Have the end in mind: what data do you want to display and what needs to be filtered out

- Verify your search function as desired before making available to the end users
    - Confirm via sample outputs

Thirsty for more?

- Consider taking the 2-day Advanced Searching course provided by NetSuite
- Learn more about:
  - Case statements
  - Oracle functions
  - SQL Querying
  - Advanced HTML use cases
  - Using Regular Expressions
  - Matrix Style Searches

  ***CPE Credits

Click Image to get started!!!

- Also, check out the Webinar on SuiteAnswers: ‘Unlocking Your Data with Advanced Saved Searches”

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Organizing Analytics – Where'd that search go?

- Don't let your search get lost in the Abyss, use best practices!
- Great idea! So….what are they?

1. Use company defined naming conventions. Pre-fix the search with your intials, that's what we do
    - This is what we do at NS, we probably have over 10k searches in our system
    - Then you can Global Search: "sea: XXX" where XXX is your initials to return all your searches
2. Save your search URL as a "New Shortcut", now you can access it from any page
3. Create a search of searches – filter it down to your searches and save the shortcut
4. Customize the center to create a clean category
    - Typically used for C-Level Reporting

Let's spend a couple minutes demonstrating a few of these best practices

Demonstration

Scheduling – I love emailing reports to people all day

- No admin should be responsible for running reports on a regular basis!
- NS User? Set up a link or shortcut for them to run it as needed
  - Ensures data is real-time
- Non-NS User? Provide visibility into ERP data through scheduled search or report
- Sample Use Cases:
  - Schedule Report: Email a weekly Budget vs. Actual to a resource in a decentralized department
  - Schedules Search: Email each rep their MTD Bookings each Monday morning
- Here we go again…Scheduled Search vs Report?
  - Schedule reports for use cases around financial analysis
  - Schedule Search emails for calls to action, anamolies/exception handling, record updates/additions, and anything else we couldn't find a report for (custom data, for example)

Let's set up a couple quick search and report schedules

Demonstration

Snapshots – Who? (What and why?)

The What….?

- A Report Snapshot is a saved report that can be configured for display on a dashboard
- When a NS User customized a report, it is not automatically made available to the Dashboard
- By saving and creating a snapshot, users can tweak a report to meet their unique requirements, then define how the columns will appear in a narrow or wide portlet

The Why…?

- Use a snapshot when you have customized a report and….
- You want access to access that custom (or native, for that matter) report on a dashboard for real time visibility and refresh

That's it!! Let's clean up a forecast report and toss a snapshot on a sales dashboard

Demonstration

Financial Report Builder – Neat, now if I only had a use case…

- What is it? A Report Builder Tool that allows users to manipulate the presentation of data in financial reports
- Customers typically use it to group financial rows to aid in financial planning
- Often used to create relative date columns for comparative analysis
- Predominant Use Cases:
  - Group Accounts by a dimension, then segment by another one
  - Add a formula column to compare variances or alternate date ranges
  - Financial reports based on a custom date range instead of period
- Sample Business Cases this could be handy for:
  - Group Expenses on a P&L by department, then segment by location to compare expenses for each department by location
  - EBITDA

Demonstration

Sublists and Summary Search Fields

Was asked to bring up some creative search solutions so I decided to use a couple that I have leveraged for countless use cases

1) Sublists
    - Lost of customers require visibility into cross-functional data on specific screens
    - Use sublists to search specific data related to a record, and roll it up to a tab on that record
    - Examples:
        - Display all Items on transactions associated with a certain project (Project Materials)
        - List all payments made to a vendor on their vendor record
2) Summary Search Fields
    - You can use a search to calculate a value for a field dynamically
    - Calc the sum or count, find the max or min, then store that onto a field in the record
    - Examples: Display total payments to vendor in header, last SO amount on Cust record

Demonstration

Break Time

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Next Generation SuiteAnalytics

Cautionary Note: Forward Looking Statement

This presentation contains “forward-looking” statements that involve risks and uncertainties and assumptions. These statements are based on information available to NetSuite management at the time of this presentation.

Actual results could differ materially from our current expectations as a result of many factors, including, but not limited to, risks associated with quarterly fluctuations in our business and results of operations; current macro-economic conditions and the possibility they could deteriorate; changes in business plans of our SuiteCloud partners and other strategic partners; and the effects of competition[1]. These and other risks and uncertainties associated with our business are described in our most recently filed annual report on Form 10-K for the year ending 12/31/15[2] and any subsequently filed reports on Form 10-K, 10-Q or 8-K. These filings are available on the SEC’s website at www.sec.gov and on NetSuite’s website at www.netsuite.com.

We assume no obligation and do not intend to update any forward looking statements. Customers who purchase our services should make sure the decisions are based on features that are currently available. Please be advised that any unreleased services or features from NetSuite that are not currently available may not be delivered on time, or at all.[3]

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(1)These factors should be tailored to the specific forward looking statements in the presentation.

(2)This date needs to be updated to refer to the year for which the most recent 10-K has been filed or else remove the reference to the date.

(3)This language can be removed from internal presentations where no customers or prospects will be present like the internal all hands presentation (but there is no harm if it is left in).

NEXT GEN. SUITEANALYTICS: EASY+FLEXIBLE

- Ease of use
  - Intuitive WYSIWYG UE
  - Role and industry optimized
- Power and flexibility
  - Presentation: Rich visualizations, Formatting and Layouts
  - Query: Multi-level joins, Combine saved searches, Set operators

Demo Scenario

Larry, CFO

Office Supplies Distributor

Business Need	Plan of Action
• Collect $0.5M additional cash by the end of the month to invest in a new product line • Move the inventory of overstock items to make room for the new product line	• Identify customers with open invoices for overstock items • Offer them deep discounts on future orders of overstock items, if they pay their open invoices for overstock items by the end of the month

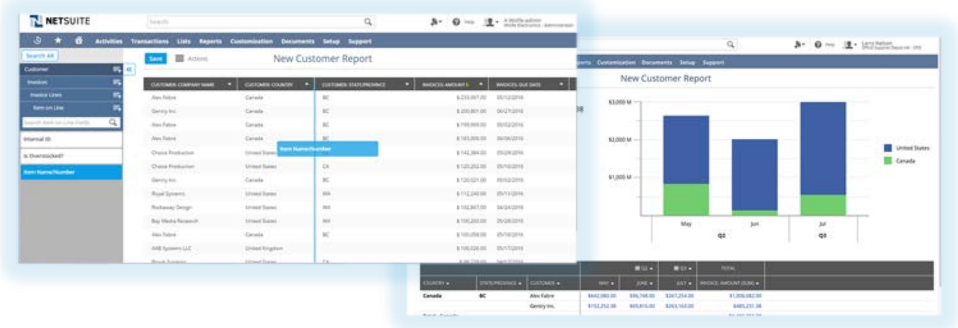
DEMO

NEXT GENERATION SUITEANALYTICS APIs

- Next-gen Search API: define and/or execute Queries

- SuiteQL API: use SQL to obtain the needed NetSuite data

SUMMARY: Easy & Flexible Analytics



Easy

- Intuitive, WYSIWYG UE
- Role and industry optimized

Flexible

- Multi-level joins, Combine saved searches, Set operators
- Rich visualizations, Formatting and Layouts
- Platform APIs

THANK YOU