# **NetSuite for Newbies**



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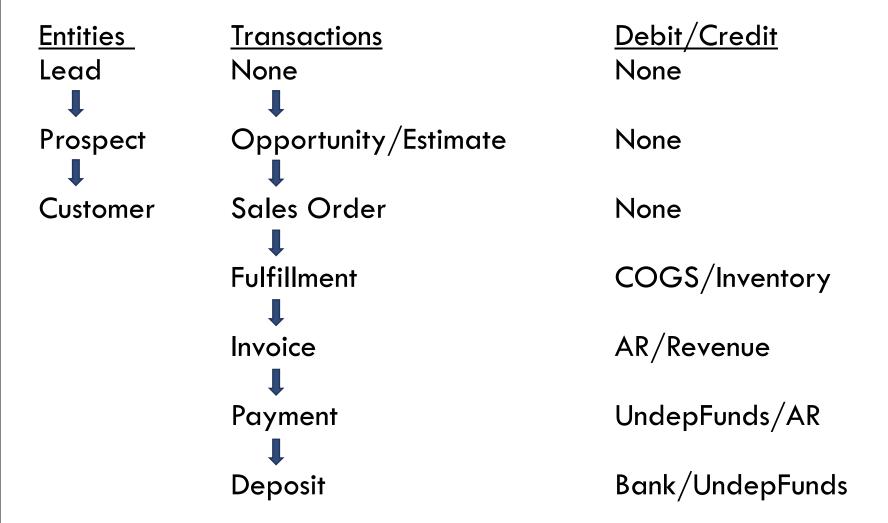
CPAs & BUSINESS ADVISORS



- High level Process Overviews
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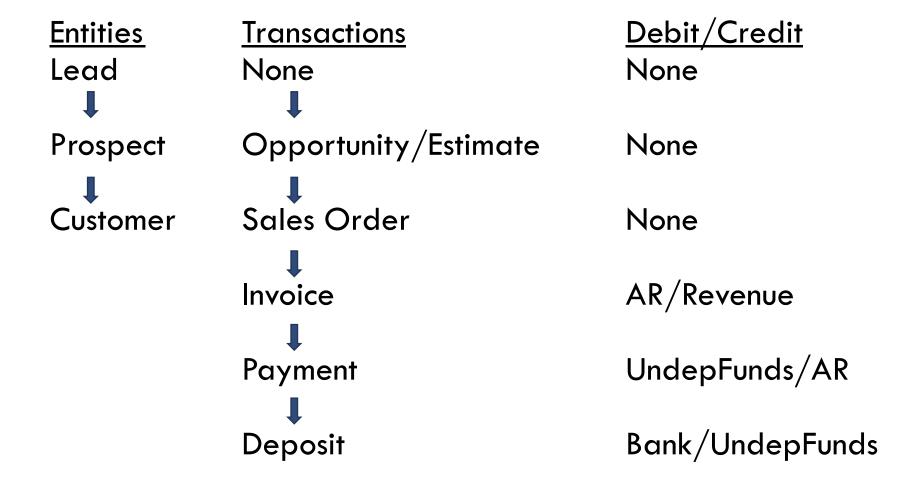


# Lead to Cash Process Overview (\$ IN) With Inventory





# Lead to Cash Process Overview (\$ IN) Without Inventory





# Purchase to Pay Process Overview (\$ OUT) With Inventory

Entity Vendor **Transactions** 

Purchase Request

Purchase Order

Purchase Receipt

**Vendor Bill** 

**Payment** 

Debit/Credit

None

None

Inventory/RecNotBill

RecNotBill/AP

AP/Bank



# Purchase to Pay Process Overview (\$ OUT) Without Inventory

Entity Vendor **Transactions** 

Purchase Request

Purchase Order

Purchase Receipt

**Vendor Bill** 

**Payment** 

Debit/Credit

None

None

None

Expense/AP

AP/Bank

### General Tab

- User Profile
- Localization
- Formatting
- Defaults
  - Show Internal IDs
  - Only show last...
- Messages
- Optimizing NetSuite
  - Number of rows in list segments
  - Maximum entries in dropdowns

### Appearance Tab

- Colors
- Styles
- Chart Themes
- Centers & Dashboards
  - Landing Page
- Entry Forms
  - Expand Tabs
- Accessibility

### Transactions Tab

- Basic
- Warnings
- Printing

### **Analytics Tab**

- Reporting
  - Report by Period
  - Default Bank account
- Search
  - Show list when one result
  - Include Inactives
- PDF
- Export
- KPI and Snapshot

#### **Activities Tab**

- Calendar
- Tasks & Phone Calls

### Alerts Tab

- Schedule
- Subscribe to alerts

### **Custom Preferences Tab**

• Drag and Drop (for example)

# W Home Page

- Reminders
- Shortcuts
- Quick Add
- Recent Records
- Settings
- Personalize
  - Standard content
  - Report Snapshots
  - Trend Graphs
- Layout
- Refresh manually



# **Key Performance Indicators**

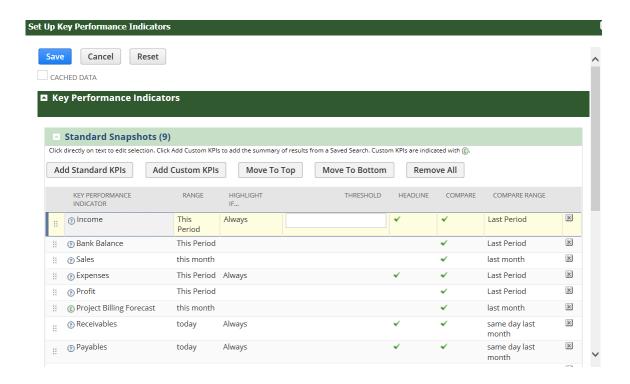
Set up KPIs for all of the metrics you want to track at a glance.

Performance Indicators				
Income	Expenses	Receivables	Payables	
<b>1</b> 01.7%	<b>♣</b> 2.1% <b>1</b>	2.1% 👚 0.1%		
INDICATOR	PERIOD	CURRENT	PREVIOUS	CHANGE
Income	This Period vs. Last Period	\$19,604	\$9,717	101.7%
Total Bank Balance	This Period vs. Last Period	\$2,448,452	\$2,448,452	0.0%
Sales	This Month vs. Last Month	\$19,604	\$2,217	784.1%
Expenses	This Period vs. Last Period	\$4,717	\$4,817	2.1%
Profit	This Period vs. Last Period	\$14,887	\$4,900	203.8%
Project Billing Forecast	This Month vs. Last Month	\$0	\$0	0.0%
Receivables	Today vs. Same Day Last Mo	nth \$17,403,386	\$17,383,782	0.1%
Payables	Today vs. Same Day Last Mo	nth \$3,914,030	\$3,910,052	0.1%
Operating Expenses	This Period vs. Last Period	\$2,500	\$2,600	3.8%



## **Key Performance Indicators**

Either select the standard KPIs from the list or create new ones using Saved Searches. Note that you can have a different comparison period for each.





# **Key Performance Indicators**

#### Some notes regarding saved search used as custom KPIs

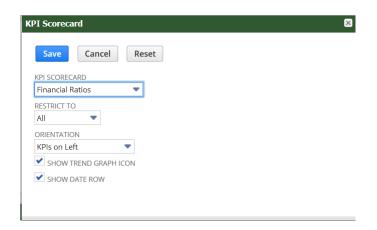
- The title of your search will appear in the custom KPI dropdown lists in the Set Up Key Performance Indicators popup and the KPI scorecard.
- Don't include date filters as search criteria.
- KPIs cannot enforce summary criteria filters because KPI calculations do not include groupings. If a saved search used as a custom KPI includes any summary criteria filters, the result for the KPI may differ from results when the search is run.
- On the **Results** subtab, define which fields you want to be returned in the saved search results. Make sure you have exactly one field that uses a summary type.
  - 1. If you want to display a count of the number of search results for a KPI, select a number or ID field (such as **Number**) and set a **Count** summary type for this field.
  - 2. If you want to display summary data such as sum (total), average, minimum, or maximum, select a field and set the appropriate summary type for it.
- On the **Available Filters** subtab, add a date field to be able to compare saved search results over different date ranges in a Key Performance Indicators portlet, a trend graph, a KPI meter, or a KPI scorecard.

The KPI Scorecard portlet displays your choice of a performance scorecard. KPI scorecards can provide complex comparisons among multiple KPIs over multiple date ranges or accounting periods.

Financial Ratios			
INDICATOR	THIS PERIOD	LAST PERIOD	CHANGE
Date	5/1/2016-5/31/2016	4/1/2016-4/30/2016	
Current Ratio	1.73	1.73	+0.05%
Receivables Turnover	0	0	+101.52%
Days Sales Outstanding	27,520.08	53,668.18	-50.38%
Inventory Turnover	0	0	+0.03%
Days Inventory On Hand	32,179.12	31,151.09	-0.03%
Asset Turnover	0	0	+101.60%
Profit Margin on Sales	75.94%	50.43%	+50.59%
Return on Assets	0.06%	0.02%	+203.60%
Return on Equity	0.13%	0.04%	+203.42%
Debt to Total Assets	0.57	0.57	-0.04%
Debt to Equity	1.32	1.32	-0.10%



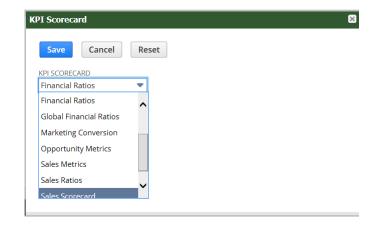
## **Key Performance Scorecards**



In the Setup on the Portal select the Scorecard you would like to see and how you would like to see it.

Use the Standard Scorecards that NetSuite provides or set up your own Custom Scorecards

- Go to Setup > Customization > KPI Scorecards > New.
- If this menu option is not available, the KPI
   Scorecards feature may not be enabled. Setup >
   Other Setup > Enable Features>Analytics subtab
- Or you may not have permission to create scorecards.



# **Key Performance Scorecards**

#### **Scorecard Data Calculation and Comparison Options**

Comparison of KPI results for a greater variety of date range types

Comparison of KPI results for a progression of date ranges

Comparison of multiple KPIs' results

Different types of comparative calculations including:

Sums: A+B

Variances in absolute or percent terms: A-B or 100(B-A)/A

Ratios in absolute or percentage terms: (B/A) or 100\*B/A

Inversion of date ranges in comparisons

Excel-like formulas with the following features:

Formula results that can be expressed as:

Dollar amounts

**Percentages** 

Numeric amounts

Formula expressions that can include:

Multiple KPIs

Common functions

Ability to define hidden formulas with results to be used by other formulas

#### **Scorecard Data Display Options**

Ability to orient KPIs horizontally or vertically
Ability to define custom labels in place of KPI names
Optional popup trend graphs
Ability to limit displayed data to your own or your team's results.

#### **GOTCHA WARNING:**

If you want to use a saved search as a custom KPI in a scorecard and you have enabled the **Use Periods** option for a scorecard, only saved searches with a **Period** filter defined as an **Available Filter** can be defined as custom KPIs for the scorecard.



In the Search field, found on the top center of any page, enter keywords that are part of the record or page that you're trying to quickly locate. You'll notice that as you type, NetSuite will begin to locate anything and everything that matches those keywords. The more you type, the more NetSuite can hone in on the specific record(s) you're looking for. Global search keywords can be made up of letters, numbers, dashes, underscores, and % wildcards.

Alt+G will move the cursor directly to the Global Search field



### Global Search - Prefixes

You can easily narrow your search results to records of a singular type by adding a prefix to the search string. This speeds up the search and eliminates the return of irrelevant records that muddy the results. A search prefix is made up of the first few characters of a record type plus a colon (:) or a caret  $(^{\wedge})$ .

•Enter cu:max or cu<sup>^</sup>max to search for customers with keywords starting with the letters "max". Possible results could be: Maxwell House, Your Maximum Mind, and Mad Max. Note the colon (:) and caret (<sup>^</sup>) are special command characters for global searches and used to separate a record type specifier from keywords.

•The following is a sample list of global search prefixes based on a language setting of

English (U.S.) and default record names:

Prefix	Record Type					
bil	Vendor Bill					
cam	Campaign					
cash	Cash Sale					
con	Contact					
cu	Customer					
emp	Employee Estimate					
est	Estimate					
ev	Event					
exp	Expense Report					
fi	File					
invo	Invoice					
iss	Issue					
it	Item					
орр	Opportunity					
par	Partner					
ph	Phone Call					
sales	Sales Order					
ven	Vendor					

### Global Search — Wildcard

### What the He\_k? I didn't know you could do that!

NetSuite allows flexibility in searching for the unknown using the percent (%) and underscore (\_) characters. The '%' will match a string of any length—including zero length. The '\_' will match any single character.

- Enter cu:%max to search for customers with records containing the letters "max", but potentially preceded by other letters. Possible results could be: Maxwell House, IMAX, Flomax, and Mad Max.
- Enter inv:115% to return all invoices starting with 115.
- Enter cu:m\_x to search for customers with records containing the letters "m" and "x" with any other single character separating the two. Possible results could be: Maxwell House, Mexico Travel, and That Girl Has Moxie.



# Global Search — Other good stuff

#### Multiple text strings

- Use an uppercase OR as a separator between keywords to search for multiple
- Example: Enter max OR macs OR machs to search for records containing any of these three strings in one search.

#### Include inactive records

- Append a + to your keywords to include inactive records in a global search.
- Example: Enter cu:max+ to search for both active and inactive customers with records containing the letters max.

### Return a single result in edit mode

- By default, a single record returned by a global search opens in view mode. You can override this default by capitalizing the first letter of a search prefix. (This prefix has no effect when the Show List When Only One Result preference is enabled.)
- Example: Enter Emp:fonzarelli, arthur to open this employee's record in edit mode.
- Example: Enter In:115 to open invoice number 115 in edit mode.
- Note that you can also open a suggested matching record in edit mode by clicking the Edit link that appears at right when your cursor is over the record in the suggested matches list box.



## Global Search — And even more good stuff

#### Search for exact text matches only

- Enclose the search string in quotation marks, or follow it with a backslash, to search for records containing only exact matches.
- Example: Enter **cu:** "**max**" or **cu:max**\ to search for customers with a name of Max—Max Fischer LTD. Customers with names only containing the letters max, like Maxam, Lomax, or Maximum Tires, are <u>not</u> returned.
- Note that quotation marks or backslashes are not required for numeric keywords, as these searches return only exact matches.

#### Return search results in a new browser window

- Add an extra colon between the prefix and the search string to open a new browser window displaying the results list page, or the single result record in either view or edit mode.
- Example: Enter in::115% to open a new browser window displaying the list of invoices with invoice numbers starting with the digits 115.
- Example: Enter In::115 to open a new browser window displaying invoice number 115 in edit mode.

#### Navigate quickly to NetSuite pages.

- Unsure of how to navigate to a certain menu option, simply type the title of the page in the global search field.
- Example: Enter page:approve to return a list of pages beginning with the name "Approve" (i.e. Approve Bills, Approve Invoices, Approve Time, etc)

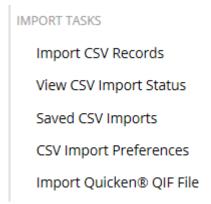
### There are several different reporting capabilities native to NetSuite

- Standard Reports
  - Reports tab
  - Pre-defined "left side"
  - Start with one that is close and customize
- Custom Layouts
  - First "button" on the customization for Financial Reports
  - Allows you to change the ROWS of a report
- Saved Searches
  - Database Queries
  - Powerful!
  - Limited to single join (double join announced at SW2016!)
  - No "smarts" built in like standard reports
  - Limited formatting capability (no subtotals 
     \exists)



# The CSV Import is an extremely powerful (and sometimes dangerous) tool. Make it your best friend!

Go to Setup>Import/Export







# **CSV Import – Transaction Types**

- Cash Sale Import
- Credit Memo Import
- Custom Transactions Import
- Customer Payment Import
- Estimate Import
- Fixed Assets Import (see Updating Asset Records Using CSV Import)
- Inventory Cost Revaluation Import
- Inventory Transfer Import
- Invoice Import
- Item Demand Plan Import
- Item Supply Plan Import
- Journal Entry Import and Intercompany Journal Entry Import (Use this record type to import multiple journal entries at a time. To import a single journal entry, see Single Journal Entry Import.)
- Opportunity Import
- Purchase Order Import
- Return Authorization Import
- Sales Order Import
- Statistical Journal Entry Import
- Vendor Bill Import
- Vendor Credit Import
- Vendor Payment Import
- Vendor Return Authorization Import



# **CSV** Import – other types

#### Accounting Import Type

- Chart of Accounts Import
- Currency Exchange Rates Import
- Expense Categories Import
- Fair Value Price CSV Import
- Global Account Mapping Import
- Item Account Mapping Import
   Activities Import Type
- **Activities Import Type**
- Events Import
- Phone Calls Import
- Tasks Import
- Classification Import Type
- Class Import
- Custom Segment Value Import
- Department Import
- Location Import

#### Communications Import Type

- Messages Import
- Notes Import

### Custom Records Import

- Customization Import TypeCustom List Import
- Employees Import Type
- Employees Import
- Expense Report Import
- Track Time Import

#### Items Import

Supply Chain Import Type

- Bin Import
- Item Revision Import
- Manufacturing Cost Template Import
- Manufacturing Routing Import
   Support Import Type
- Issues Import
- Solutions Import
- Support Cases Import
- Topics Import

#### Website Import Type

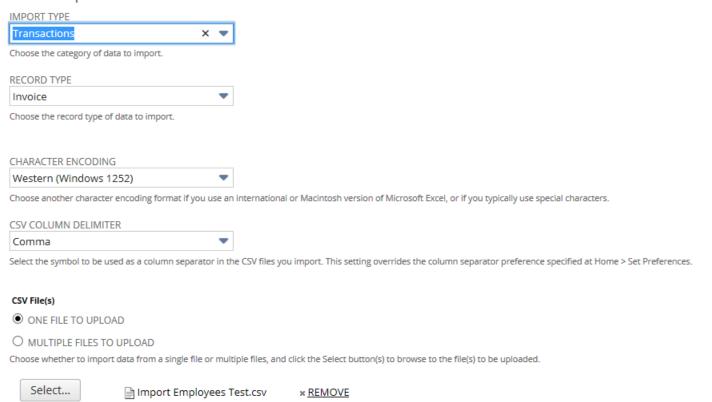
Site Category Import

#### Relationships Import Type

- Contacts Only Import
- Customers Only Import
- Customers and Contacts Together Import (See Importing Entities and Contacts Together)
- Projects (Jobs) Import
- Leads Only Import
- Leads and Contacts Together Import (See Importing Entities and Contacts Together)
- Partners Import
- Prospects Only Import
- Prospects and Contacts
  Together Import (See
  Importing Entities and
  Contacts Together)
- Vendors Import

#### Select the import type and pick the CSV file(s)

Scan & Upload CSV File



#### **Import Options**

**Data Handling** 

● ADD
O UPDATE
O ADD OR UPDATE
Select the appropriate option depending on whether you are importing new data or updating existing data.
▽Advanced Options
LOG SYSTEM NOTES FOR CUSTOM FIELDS
Enable this option to create system notes during import of custom field data. Impacts performance; recommended only when custom fields require an audit trail.
OVERWRITE MISSING FIELDS
For updates, enable this option to clear NetSuite fields mapped to CSV file fields that do not contain data.
✓ VALIDATE MANDATORY CUSTOM FIELDS
Enable this option to require mandatory custom field data to be present for records to be created.
OVERWRITE SUBLISTS
For updates, enable this option to cause imported sublist data to completely replace existing sublist data, instead of selectively updating or being appended more
✓ IGNORE READ-ONLY FIELDS
This option, enabled by default, allows you to import CSV files containing values for read-only fields without causing errors.
CUSTOM MULTI-SELECT VALUE DELIMITER
Enter a single character to be used as a custom delimeter for multi-select fields, instead of the pipe ( ).

SV DECIMAL DELIMITER
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rt the symbol to be used as a decimal mark in the CSV files you impor

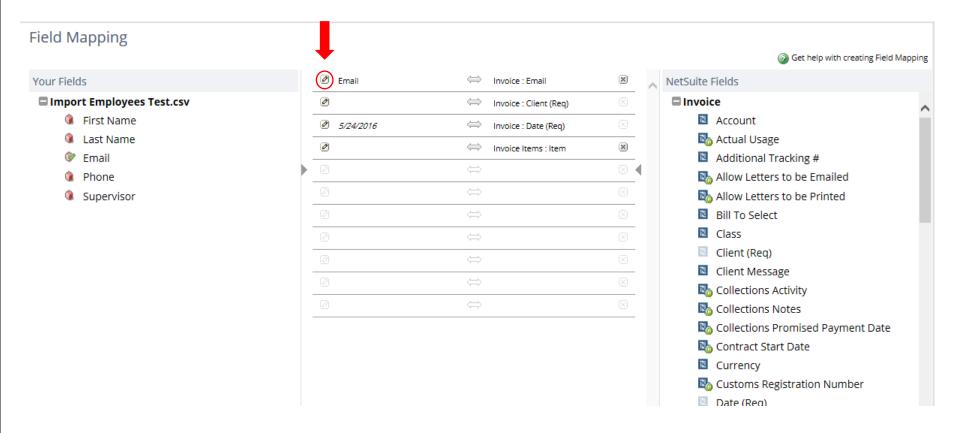
Select the symbol to be used as a decimal mark in the CSV files you import. This setting overrides the decimal mark preference specified at Home > Set Preferences.

#### CUSTOM FORM

Standard Product Invoice

By default, your preferred form determines NetSuite fields that can be mapped for importing. To vary these fields, select a different form.

Map your fields. The CSV column headers show on the left. The fields in NS show on the right. The mapping is in the middle. Use the Pencil to set defaults or select internal ID.



Then Save and Run. Check the Import status to see the results. You will receive an email upon completion. Click on the Results file to see what did not import.

Save mapping & Start Import  Your CSV files are ready to be imported into your NetSuite account.  You can save your Field Mapping to be used again later (optional). To work with a saved import, go to the "saved Imports" page under the Setup > Import/Export Tab.
IMPORT MAP NAME  Provide a unique Import Map name to save the current mapping choices for future imports.
DESCRIPTION
(Optional) Provide a useful description for this Import Map.
SCRIPT ID  (Optional) Provide a unique ID to identify this Import Map in SuiteScript. Your entry here is prefixed with CUSTIMPORT.

### Tips for Success with CSV Import:

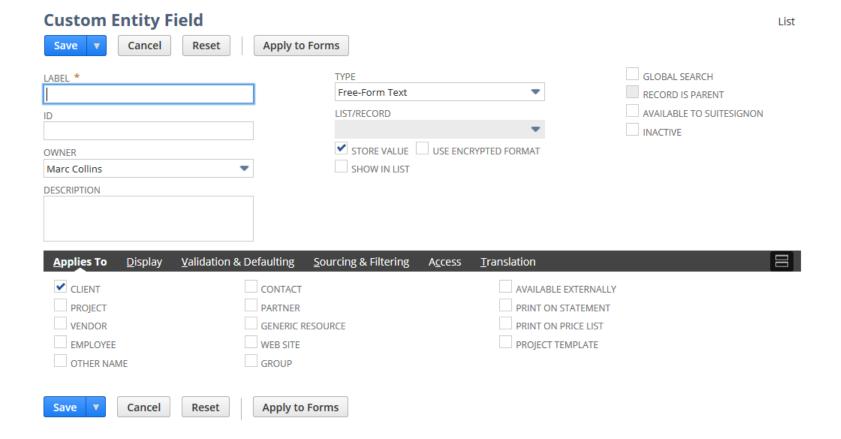
- Check date fields they can switch to Julian
- Check for empty headers
- Check for empty rows
- Validate the lists ahead of time using filters or index/match or lookups
- Use the internal ID when practical
- Even if you have to use the Two File import approach, you can still refer to the same file.
- Naming Conventions Matter!
- Share your imports by updating the Access link on the Saved Search list.

ID	NAME A	TRANSLATE	FIELD MAP	DESCRIPTION	TYPE	OWNER	CREATED	LAST MODIFIED	SCRIPT ID	FROM BUNDLE	ACCESS	DELETE
19	1	Translate	View		Leads Only	Larry Nelson	09/13/2015 11:41 am	03/12/2016 8:02 pm			Private	,
20	20	Translate	View		Leads Only	Larry Nelson	09/13/2015 11:49 am	03/12/2016 8:02 pm			Private	
28	35645	Translate	View		Leads Only	APAC User	09/14/2015 4:21 pm	03/12/2016 8:02 pm			Private	
21	453	Translate	View		Leads Only	Larry Nelson	09/13/2015 11:58 am	03/12/2016 8:02 pm			Private	
22	545	Translate	View		Leads Only	Larry Nelson	09/13/2015 12:11 pm	03/12/2016 8:02 pm			Private	
27	56565656	Translate	View		Leads Only	APAC User	09/14/2015 2:24 pm	03/12/2016 8:02 pm			Private	

# It's simple to create new fields in NetSuite (almost too easy!)



- One easy way to do it is to go to the record you want the field to be on and while in the edit mode click on the Customize link and then select New Field.
- You can also get there by going to Customization>Lists, Records, & Fields>Entity Fields>New (or other type of new field)





## Tips and Tricks: Keyboard Shortcuts

### Searching All Data in Your Account

Alt+G will move the cursor directly to the Global Search field

### **Entering Data and Completing Forms**

- · Press and hold Alt and type a letter to move to a subtab.
- In transaction headers, press Enter to save the transaction.
- On a transaction line, press Enter to save the line and go to the next line.
- · Press Tab to move the cursor between fields and buttons.
- Use the Spacebar to check or clear a check box.
- In Amount fields, you can calculate an amount by entering the equation: 5+9 and then tab.
- Press and hold Ctrl while clicking with your mouse to select multiple choices in a list.



# Tips and Tricks: Keyboard Shortcuts

### Date Fields

- Press p to enter the end of the current period.
- Press m to enter the last day of the month.
- Press I (lower case L) to enter the end of the last period.
- Press y to enter yesterday's date.
- Press t to enter today's date.
- Press shift+t to enter tomorrow's date.
- Press the Plus Sign (+) to increase one day.
- Press the Minus Sign (-) to decrease one day.

Note: These keyboard shortcuts are supported only in full date fields that include the month, day, and year.



# Tips and Tricks: Keyboard Shortcuts

### **Multi-Choice buttons**

On transactions and records that have buttons with popup lists, you can select the non-default button option. Use the Tab key to navigate to the list button. Then, use the down arrow key to expand the dropdown list. Click Enter to select the desired action. To collapse the list, use the up arrow key to return to the top.

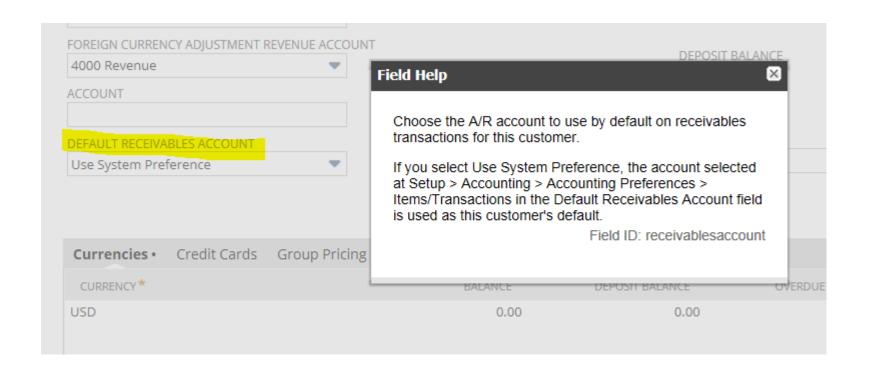
### Viewing Reports

- Press Page Up to go to the previous page of a report.
- Press Page Down to go to the next page of a report.
- Press Home to go to the first page of a report.
- Press End to go to the last page of a report.



## Tips and Tricks: Label Help

Don't forget that you can click on the label of a field to get field level help (most of the time)





## Tips and Tricks: What Permission is needed?

- Have someone with the permission (Admin always does) do what you are trying to do.
- Have them copy the URL and send it to you.
- When logged in to NetSuite, paste the URL in and see what error you get.
- The error will tell you which permission is needed



Notice

■Permission Violation: You need the 'Lists -> Accounts' permission to access this page. Please contact your account administrator.

Go Back



## Tips and Tricks: Add New



There is an Add New Icon near the top right of your NetSuite Screen

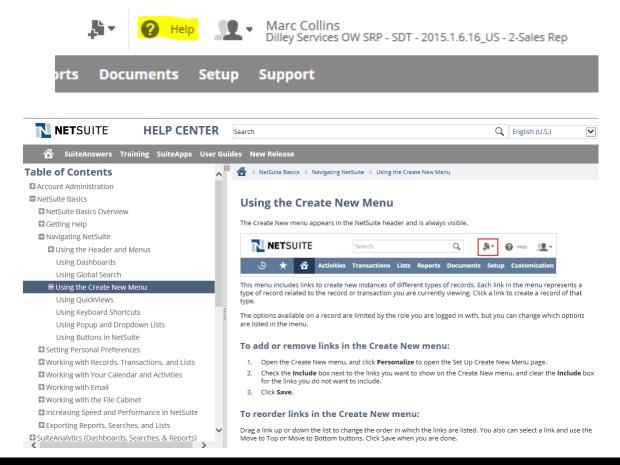
#### **New Bar Set Up** Save Cancel Reset Move To Top Move To Bottom INCLUDE LINK Event Phone Call Task Lead Client Contact Opportunity Sales Order :: Activity :: Cash Sale $\vdots$ Defect (Bugs)

Click on Personalize in the drop down to add the transactions or entities you would like to see and to change their order



### NetSuite Help Resources - Help Center

Click on the Help button at the top of your screen to get to the Help Center. It's Contextual or Browse the Table of Contents.





# NetSuite Help Resources — Support Tab

Type "help:xxxxx" to go straight to SuiteAnswers Click on the Support Tab to get to SuiteAnswers

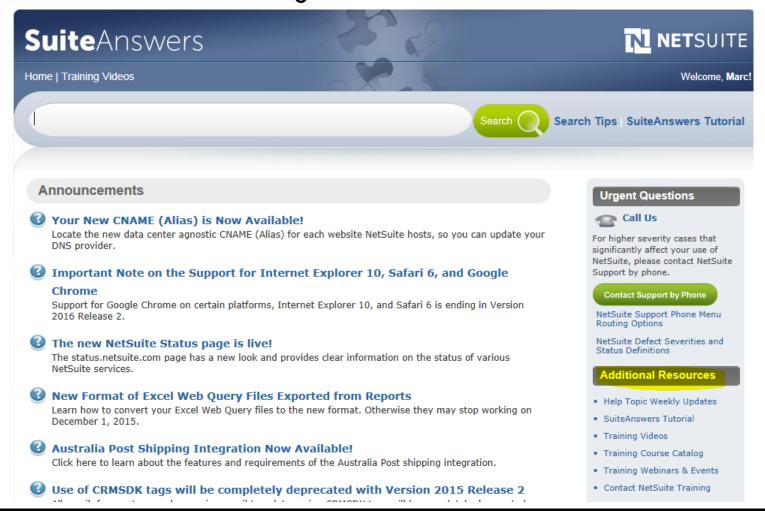






# NetSuite Help Resources - SuiteAnswers

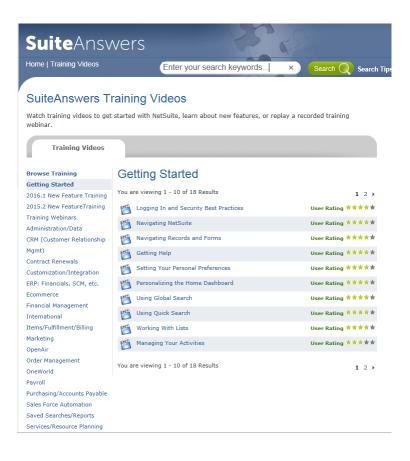
### Either Search or go to the Additional Resources





# NetSuite Help Resources — Training Videos

### The Training Videos are a great place to start



# Questions?



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# Thank You!



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