



ScaleNorth NetSuite CFO Tool Kit MasterClass

10/11/2024

Confidentiality Notice

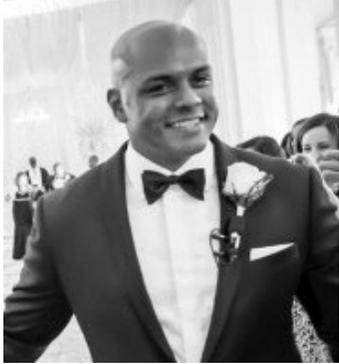
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Agenda

- ▲ Introductions
- ▲ Quick ScaleNorth Overview
- ▲ NetSuite CFO Tool Kit MasterClass
 - [Dashboards](#)
 - [Analytics/Pivot Tables](#)
 - [Saved Searches](#)
 - [KPIs/Scorecards](#)
 - [Live Q&A to ask your questions](#)
- ▲ Next Steps

Introductions



Charles Stevenson

Vice President of Sales

- Managed Sales Teams for Two Fortune 500 Companies over two decades
- BS Accounting from USC



Dean Carazza, CPA

Sr. Business Development Manager

- 14 years of experience
- Public and Private Accounting
- 8 years NetSuite Experience
 - 2 Years Private/User - Assistant Controller for \$100M Distributor in Irvine
 - 6 years ScaleNorth
 - Led some of the largest and most complex implementations and integrations. Have done over 20 implementations.
- Industry experience
 - Manufacturing, E-Commerce and Warehouse/Distribution SaaS, Professional Services

Meet The Team

“

We wanted a partner that could deliver fast solutions, communicate with us and keep us up to date on the status of our ERP project...ScaleNorth covered all of these bases while delivering world-class service. It's been fantastic.

Jerod Schoneman
General Manager, Total Energy Systems



260+
Team
Members



1,250+
Years of Collective
NetSuite ERP
Experience

ORACLE NETSUITE
BPO Partner



650+
NetSuite
Certifications
Held by Staff



7.5+
Avg Years of
NetSuite
Experience

ORACLE NETSUITE
Solution Provider



\$2.5B+
Annual Revenue
Transactions
Processed



58%
Percentage
of staff with
CPAs

ORACLE NETSUITE
SuiteCloud Developer Network

Services at a Glance



NetSuite
Implementation



Outsourced
Accounting



NetSuite
Consulting



Technical
Services

Technology Partners



Dashboards

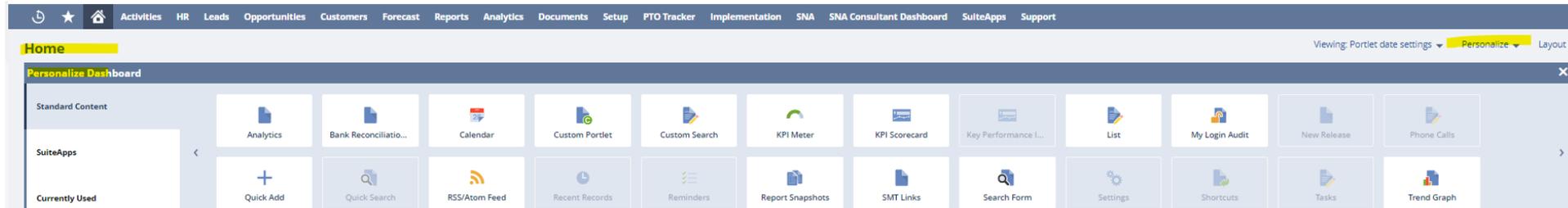
▲ Overview

- Definition
 - a graphical summary of various pieces of important information, typically used to give an overview of a business
- Is available not only on home page, but on every page you see in NetSuite except Documents, Setup, and Customization pages
- Dashboard content is displayed in a variety of portlets (dynamic data display windows). Some provide direct access to raw data, and others display data that has been synthesized into critical business metrics such as KPIs, Scorecards, Trend Graphs, Chart-based workbooks, and Report snapshots.

Dashboards

▲ Dashboard Portlets

- Click personalize to see which Portlet Types are available to be added to your home dashboard



| Content | Description |
|-----------------------------|---|
| Bank Reconciliation Summary | Lists your bank and credit card accounts and displays the key data for matching and reconciliation activities |
| Analytics | Shows one workbook chart, pivot table, or table view per portlet. (Can display up to 10) |
| Calendar | Lists activities for a selected period ordered by date and time, with links to drill down into individual activity records |
| Custom Portlet | Shows results from a portlet SuiteScript, which can be lists, data entry forms, free-form HTML, or links to external data. (Can display up to six) |
| Custom Search | Shows results from a saved search (Can display up to six on the Home page) |
| Goals | To use the Goals portlet, the Performance Management feature must be enabled in your account |
| KPI Meter | Shows up to three graphical meters of key performance indicator (KPI) data. The KPI meter also displays the currency symbol of the data for values represented by currencies. |
| KPI Scorecard | Shows a performance scorecard with comparisons of selected key performance indicator (KPI) data |
| Key Performance Indicators | Shows key business metrics. These metrics are summary data from reports or saved searches for selected date ranges, with options to show comparisons between date ranges and to highlight results not meeting defined thresholds. You can define up to eight KPIs as headlines. Each KPI headline appears in bold and is represented in a trend graph. The lower panel lists the rest of KPIs. You can collapse and expand the list of KPI as needed. |
| Links | Shows links to pages that NetSuite has defined as related. |
| List | Shows a list of records of a selected type, with links to view, and if you have permission, to edit, individual records. Shows 9 columns when placed in the center column of the dashboard; shows 4 columns when placed in the right or left column. |
| My Login Audit | Shows information about your login activity. You can display the My Login Audit portlet on your dashboard to track your previous successful login, your previous failed login, the IP address associated with your login activity, the date when your password will expire, and other login information. |
| New Release | Shows a summary of new features from the latest release of NetSuite, with links to more detailed descriptions. |

Dashboards

▲ Dashboard Portlets Continued

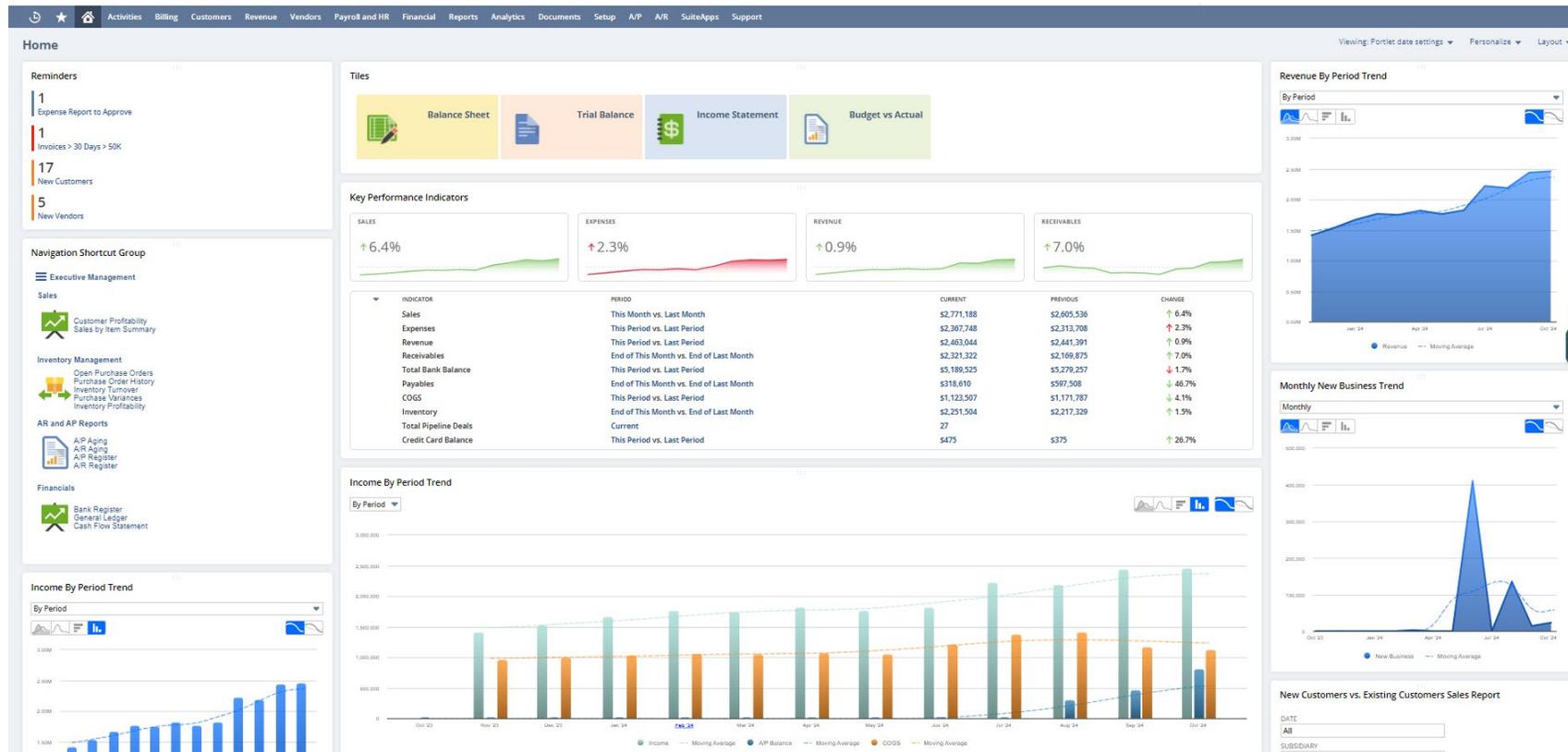
| Content | Description |
|------------------|--|
| Phone Calls | Shows a list of upcoming phone calls, with links to view, and if you have permission, to edit, individual records. |
| Project Tasks | Available when the Project Management feature is enabled. Shows a list of project tasks with links to view, and if you have permission, to edit, individual records. Shows project tasks assigned to you and other project resources, |
| Quick Add | Shows a form where you can quickly add records of a selected type |
| Quick Search | Shows a form where you can quickly search for records of a selected type, using one selected filter field and entered keywords. |
| RSS/Atom Feed | Shows RSS or Atom feed URL content, from an external website or HTML document. Example any RSS Feed Site like News Headlines can copy and paste and then have displayed directly in your NetSuite account. |
| Recent Records | Shows a list of records that you have recently created, modified, or viewed. |
| Recent Reports | Shows a list of reports that you have recently created, modified, or viewed |
| Reminders | Shows important tasks of selected types, usually that are past due or soon due to be completed. |
| Report Snapshots | Each added portlet provides a graphical or list summary of a selected standard or custom report's data, with a link to view the underlying report. (Can Display up to 10) |
| Saved Searches | Shows the top ten saved searches in your account, including their execution time and the number of users who have accessed the search during a specified period. |
| Scheduler | Shows an interface where you can view others' schedules and add activities. (Available on the Activities page) |
| Search Form | Shows a form to search for records of a selected type. Filter fields are based on system-defined defaults or a custom search form that you defined as preferred. |
| Settings | Shows links to user-level setup tasks. |
| Shortcuts | Shows links to selected pages, so you can go to frequently used pages quickly. In the portlet, click Set Up to reorder the listing of existing shortcut links or click New Shortcut to add a shortcut, if you know the URL of the page. If you do not know the URL, go to the upper right corner of that page, and then from the More list, select Add to Shortcuts. |
| SMT Links | The Site Management Tools Links portlet shows links to all available domains in your administrator role. In the portlet, use the dropdown menu to choose from your available websites. After you have chosen the website, you can choose to Preview or Edit any of the available domains. |
| Tasks | Shows a list of upcoming CRM tasks assigned to you, with links to view, and if you have permission, to edit, individual records. |
| Trend Graphs | Shows up to three Key Performance Indicators (KPIs) in a single chart with time-based X axis. (Can Display up to 5) |

Dashboards

▲ Dashboard Examples

- Home Dashboard

- Can personalize and select which portlets want to add to your home dashboard. Can lock and publish certain Dashboard Settings to particular roles so teams work with same dashboard view.

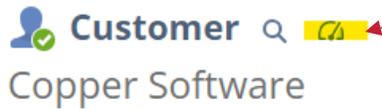


Dashboards

▲ Dashboard Examples

- Customer Dashboard

- From Customer record select the meter icon



The screenshot displays the 'Customer Dashboard' for 'Copper Software'. It is divided into several sections:

- Customer (default):** A sidebar containing customer details such as Type (Company), Company Name (Copper Software), Status (CUSTOMER-Closed Won), Sales Rep (Will Clark), Web Address (http://www.coppersoftware.co), Email (info@coppersoftware.com), Phone ((619) 680-0662), Address (375 Vialia Circle, Orlando FL 32811), and Primary Subsidiary (US West).
- Key Performance Indicators:** A table comparing current and previous periods for various metrics.

| INDICATOR | PERIOD | CURRENT | PREVIOUS | CHANGE |
|----------------------------|---|-----------|----------|--------------|
| Sales | This Month vs. Last Month | \$55,416 | \$1,612 | ↑ 3,337.7% |
| Forecast | This Month | \$501,199 | | |
| Total Pipeline (Projected) | Current | \$2,800 | | |
| Balance | End of This Month vs. End of Last Month | \$62,310 | \$9,277 | ↑ 571.7% |
| Unbilled Orders | End of This Month vs. End of Last Month | \$41,288 | \$51 | ↑ \$1,096.7% |
| Overdue Balance | Current | \$8,469 | | |
| Days Overdue | Current | 36 | | |
| Average Days to Pay | This Month | 11.705 | | |
| Average Days Overdue | This Month | -18.295 | | |
- Customer Dashboard Links:** A grid of links for Sales Reports (e.g., Sales by Customer Detail, Sales Orders by Customer Detail), Financial Reports (e.g., A/R Aging Detail, Unbilled Cost by Customer Detail), and Activities (e.g., Tasks, Phone Calls, Events, Project Tasks).
- Transactions:** A table listing recent transactions with columns for Date, Type, Document Number, Transaction Number, Name, PO/Check Number, Status, Memo, and Preferred Entity Bank.

| Date | Type | Document Number | Transaction Number | Name | PO/Check Number | Status | Memo | Preferred Entity Bank |
|-----------|----------------------|-----------------|--------------------|-----------------|-----------------|-----------------|------|-----------------------|
| 6/17/2024 | Sales Order | 391 | 391 | Copper Software | | Billed | | |
| 6/20/2024 | Return Authorization | 93 | 93 | Copper Software | | Pending Receipt | | |
| 6/20/2024 | Invoice | 277 | 277 | Copper Software | | Paid In Full | | |
| 6/24/2024 | Invoice | 140 | 140 | Copper Software | | Paid In Full | | |
| 6/24/2024 | Sales Order | 396 | 396 | Copper Software | | Billed | | |
| 6/25/2024 | Item Fulfillment | 285 | 285 | Copper Software | | Shipped | | |
| 6/26/2024 | Revenue Arrangement | 308 | 308 | Copper Software | | Approved | | |
| 6/27/2024 | Invoice | 308 | 308 | Copper Software | | Paid In Full | | |
| 7/2/2024 | Item Fulfillment | 315 | 315 | Copper Software | | Shipped | | |
| 7/4/2024 | Item Fulfillment | 151 | 151 | Copper Software | | Shipped | | |

Dashboards

▲ Dashboard Examples

- Vendor Dashboard

- From Vendor record select the meter icon

Vendor  
Harris Technology

Vendor Dashboard Harris Technology 

Vendor

Vendor ID: Harris Technology
Company Name: Harris Technology
Primary Subsidiary: US West
Primary Currency: US Dollar
Type: Company
Date Created: 10/31/2024 8:39 pm
Web Address: http://www.harristechnology.co
Category: Supplies
Email: info@harristechnology.com
Phone: (202) 555-0106
Address: Harris Technology, 2218 Western Ave #100, Seattle WA 98121, United States Map
Represents Subsidiary:
Balance: 207,870.00 (USD)
Unbilled Orders: 14,710.00 (USD)
Prepayment Balance: 0.00 (USD)
In-Transit Balance: 0.00 (USD)
Vendor Bank Fees:
UEN:
BRN:
Default Vendor Payment Account: [View](#)

Key Performance Indicators

| INDICATOR | PERIOD | CURRENT | PREVIOUS | CHANGE |
|-----------------|---|-----------|-----------|---------|
| Purchases | This Month vs. Last Month | \$303,810 | \$343,785 | ↓ 11.6% |
| A/P Balance | End of This Month vs. End of Last Month | \$207,870 | \$375,765 | ↓ 44.7% |
| Open PO Balance | End of This Month | \$14,710 | | |
| Overdue Balance | Current | \$0 | | |
| Days Overdue | Current | 0 | | |

Vendor Dashboard Links

| Purchase Reports | Financial Reports | Transactions |
|--|--|---|
| Purchase by Vendor → Detail Purchase by Item → Detail Open Purchase Orders | A/P Aging → Detail A/P Payment History by Payment → Detail A/P Payment History by Bill Open Bills | Enter Purchase Orders Enter Bills Pay Single Vendor |

Top 5 Items By Purchases

previous one year

| Item | Value |
|---------------------------------------|----------|
| NINW Sun Sparc T4-2 Server (Dropship) | ~800,000 |
| NINW Sun Sparc T4-2 Server | ~400,000 |

Transactions

TYPE: - All - EMPLOYEE: - All -
11/11/2021 — 7/13/2024 TOTAL: 71 VIEW: Default QUICK SORT:

| Date * | Type | Document Number | Transaction Number | Name | PO/Check Number | Status | Memo | Preferred Entity Bank |
|------------|----------------|-----------------|--------------------|-------------------|-----------------|--------------|------|-----------------------|
| 11/11/2021 | Bill Payment | 62 | | Harris Technology | | | | |
| 11/11/2021 | Item Receipt | 104 | 104 | Harris Technology | | | | |
| 11/11/2021 | Purchase Order | 217 | 217 | Harris Technology | | Fully Billed | | |
| 11/11/2021 | Bill | 208 | 208 | Harris Technology | | Paid In Full | | |
| 6/11/2024 | Purchase Order | 208 | 208 | Harris Technology | | Fully Billed | | |
| 6/4/2024 | Item Receipt | 97 | 97 | Harris Technology | | | | |
| 6/4/2024 | Bill | | 200 | Harris Technology | | Paid In Full | | |
| 6/7/2024 | Bill Payment | 55 | 55 | Harris Technology | | | | |
| 7/10/2024 | Purchase Order | 109 | 109 | Harris Technology | | Fully Billed | | |
| 7/19/2024 | Item Receipt | 1 | 1 | Harris Technology | | | | |

Dashboards

▲ Dashboard Examples

- Project Dashboard

- From Project record select the meter icon



PRJ1127 Customization Work Copper Software

Project Dashboard Customization Work Personaliz

KPI Meter

63
PROJECT % COMPLETE

Key Performance Indicators

| INDICATOR | PERIOD | CURRENT | PREVIOUS | CHAN |
|--------------------|---------|---------|----------|------|
| Project % Complete | Current | 63.20% | | |

Project Links

Project Info

PROJECT NAME
Customization Work

CUSTOMER
Copper Software

PROJECT MANAGER
Marc Collins

START DATE
10/4/2024

CALCULATED END DATE
11/13/2024

STATUS
In Progress

[View](#)

Project Tasks

ASSIGNEE: STATUS:

TOTAL: 23 VIEW: QUICK SORT:

| Project | Milestone | Name | Start Date | End Date | Status | End Date Variance |
|--|-----------|------------------------|------------|------------|-------------|-------------------|
| Copper Software : PRJ1127 Customization Work | No | Equipment Installation | 10/4/2024 | 11/13/2024 | Not Started | |
| Copper Software : PRJ1127 Customization Work | No | Design | 10/4/2024 | 10/16/2024 | Completed | |
| Copper Software : PRJ1127 Customization Work | No | Conceptual Design | 10/4/2024 | 10/5/2024 | Completed | |
| Copper Software : PRJ1127 Customization Work | No | Preliminary Design | 10/8/2024 | 10/9/2024 | Completed | |
| Copper Software : PRJ1127 Customization Work | No | Final Design | 10/10/2024 | 10/16/2024 | Not Started | |
| Copper Software : PRJ1127 Customization Work | Yes | Design Complete | 10/16/2024 | 10/16/2024 | Completed | |
| Copper Software : PRJ1127 Customization Work | No | Engineering | 10/17/2024 | 10/29/2024 | Completed | |
| Copper Software : PRJ1127 Customization Work | No | Civil Engineering | 10/17/2024 | 10/18/2024 | Completed | |
| Copper Software : PRJ1127 Customization Work | No | Mechanical Engineering | 10/19/2024 | 10/22/2024 | Completed | |
| Copper Software : PRJ1127 Customization Work | No | Electrical Engineering | 10/23/2024 | 10/24/2024 | Completed | |

P&L

| Item Group | Cost | Actual Cost | Committed Cost | Revenue | Actual Revenue | Committed Revenue | Unbilled Receivable | Profit |
|------------|-----------|-------------|----------------|---------|----------------|-------------------|---------------------|------------|
| Service | 28,800.00 | 0.00 | 28,800.00 | 0.00 | 0.00 | 0.00 | 0.00 | -28,800.00 |
| Expense | 2,525.00 | 2,525.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -2,525.00 |
| Total | 31,325.00 | 2,525.00 | 28,800.00 | 0.00 | 0.00 | 0.00 | 0.00 | -31,325.00 |

Analytics/Pivot Tables

▲ Overview

Custom Workbooks and Datasets

In SuiteAnalytics Workbook, you analyze your company data using two distinct objects: a dataset and a workbook.

Datasets are the basis for all workbooks and workbook visualizations in your account. In a dataset, you combine record type fields and criteria filters to create a query. The results of this query act as the source data for your workbook visualizations. A single dataset can be used in multiple workbooks and workbook visualizations, so to prevent data discrepancies they can only be edited or deleted by dataset owners or users with the Analytics Administrator permission. Additionally, changes that you make to a dataset are automatically propagated to the workbook visualizations that the dataset is used in. This reduces the need for multiple dataset objects in your account and enables less experienced users to create complex workbooks.

Workbooks are where you analyze the results of your dataset queries using different visualizations, such as tables, pivot tables, and charts. All workbook visualizations are based on a dataset or a set of linked datasets, and you can use different datasets for each visualization in a workbook. You can access the dataset connected to a workbook visualization from the Dataset Panel. Moreover, when you create a new workbook visualization, you can base it on a new custom dataset or any of the existing datasets that you have access to in your account. You can also link two datasets and use them as the basis for your workbook visualizations. This enables you to compare metrics from two datasets in a single visualization.

Analytics/Pivot Tables

- ▲ Example 1 – Sales by Class
 - Need to start with an analytic dataset
 - Navigate to Analytics>Datasets>New Dataset>Transaction Type
 - › Click Save – Will ask you to name your dataset
 - › Click Save

The screenshot displays the Analytics interface with a dataset named "Transaction Dataset". The dataset is shown in a table view with columns: DATE, MEMO, ENTITY, DOCUMENT NUMBER/ID, TRANSACTION, TYPE, and TOTAL AMOUNT (TRANSACTION CURRENCY). The table contains data for various dates from 01/01/2023 to 02/01/2023. A "Save Dataset As" dialog box is open, showing the dataset name "Transaction Dataset" and a text area for an optional description. The dialog has "Save" and "Cancel" buttons at the bottom.

| DATE | MEMO | ENTITY | DOCUMENT NUMBER/ID | TRANSACTION | TYPE | TOTAL AMOUNT (TRANSACTION CURRENCY) |
|------------|------|--------|--------------------|-------------|------|-------------------------------------|
| 01/01/2023 | | | | | | |
| 01/01/2023 | | | | | | |
| 01/01/2023 | | | | | | |
| 01/01/2023 | | | | | | |
| 01/01/2023 | | | | | | |
| 01/01/2023 | | | | | | |
| 01/01/2023 | | | | | | |
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| 01/01/2024 | | | | | | |
| 01/01/2024 | | | | | | |
| 01/01/2024 | | | | | | |
| 02/01/2023 | | | | | | |
| 02/01/2023 | | | | | | |
| 02/01/2023 | | | | | | |

Analytics/Pivot Tables

- ▲ Example 1 – Sales by Class
 - Need to start with an analytic dataset
 - Navigate to Analytics>Datasets>New Dataset>Transaction Type
 - › Click Save – Will ask you to name your dataset
 - › Click Save

The screenshot shows the SAP Analytics Cloud interface. On the left, there is a 'Formulas' pane with a tree view of fields. The main area displays a table with the following data:

| DATE | MEMO | ENTITY | DOCUMENT NUMBER/ID | TRANSACTION | TYPE | TOTAL AMOUNT (TRANSACTION CURRENCY) |
|------------|------|--------|--------------------|-------------|------|-------------------------------------|
| 01/01/2023 | | | | | | |
| 01/01/2023 | | | | | | |
| 01/01/2023 | | | | | | |
| 01/01/2023 | | | | | | |
| 01/01/2023 | | | | | | |
| 01/01/2023 | | | | | | |
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| 01/01/2024 | | | | | | |
| 01/01/2024 | | | | | | |
| 01/01/2024 | | | | | | |
| 01/01/2024 | | | | | | |
| 02/01/2023 | | | | | | |
| 02/01/2023 | | | | | | |
| 02/01/2023 | | | | | | |

The 'Save Dataset As' dialog box is open, showing the name 'Transaction Dataset' and a text area for an optional description. The 'Save' button is highlighted in yellow.

Analytics/Pivot Tables

▲ Example 1 – Sales by Class

- Add filters to dataset
 - Transaction Accounting Line>Account>Type – Is Income
 - Transaction>Posting– Is True

Dataset: SN MasterClass 1 Sales By Class Txn Dataset

Criteria summary: Account: Type

Filter Type: Field Values

Search: Income

| Account Type | Posting |
|-----------------------|---------|
| Cables R Us | Bill 0 |
| FrisCo | Bill 0 |
| License Manufacturing | Bill 0 |
| XCOM | Bill 0 |

Criteria summary: Account: Type • AND • Posting

Account: Type is Income

Posting is true

Field List: Posting

Analytics/Pivot Tables

▲ Example 1 – Sales by Class

- Next, want to make sure we have columns in dataset that we will want for Pivot. For this example need at least the following columns/fields:
 - Transaction>Date
 - Transaction Line>Subsidiary
 - Transaction Line>Class
 - Transaction Accounting Line>Account
 - Transaction Accounting Line>Amount
- Note/Tip – if you click on three dots of column there is an option to show location of field in field list which helps make sure sourcing the right field

The screenshot shows a data filtering interface. At the top, there is a 'Criteria summary' section with a 'Show details' link. Below it, the criteria are listed as 'Account: Type • AND • Posting'. The criteria are: 'Account: Type is Income' and 'Posting is true'. There is a dashed box with the text 'Drop fields here to add criteria.' and an 'Add New Group' button. A 'Reset Criteria' button is also present.

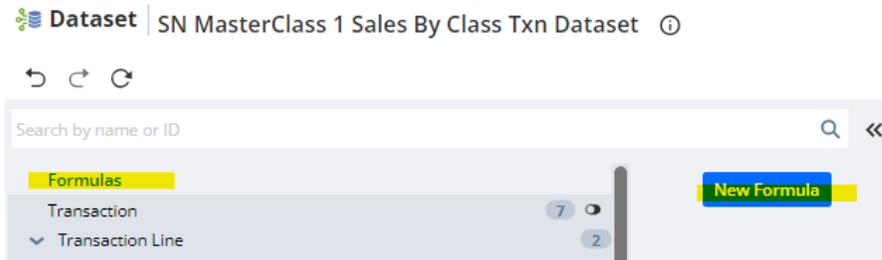
| DATE | TRANSACTION LINE: SUBSIDIARY | TRANSACTION LINE: CLASS | TRANSACTION ACCOUNTING LINE: AC... | TRANSACTION ACCOUNTING LINE: AMOUNT |
|------------|------------------------------|-------------------------|------------------------------------|-------------------------------------|
| 10/21/2024 | US West | Class D | 4410 Reimbursed Expenses | -\$293.50 |
| 10/21/2024 | US West | Class D | 4410 Reimbursed Expenses | -\$850.00 |
| 10/21/2024 | US West | Class D | 4410 Reimbursed Expenses | -\$624.00 |

Analytics/Pivot Tables

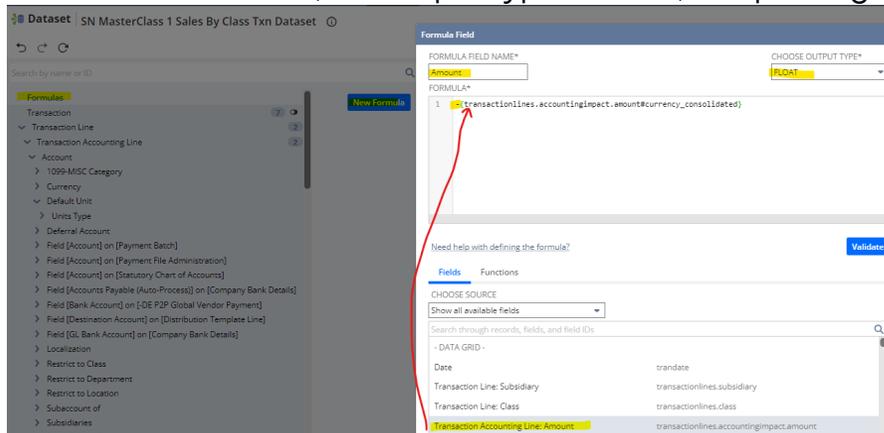
▲ Example 1 – Sales by Class

- Creating a Formula Field

- Note the native amount field shows the amounts in their debits and credits. Example, revenue is shown as negative since natural sign is a credit. We want to create a simple formula field that will show revenue as positive numbers for our dataset and Pivot we create.
- Click on the Formula in the left navigation pane and then hit New Formula Button



- > Name the Field = Amount
- > Scroll to choose Amount Field we want to do formula on, which in this case is Transaction Accounting Line: Amount – Double click field to add to Formula Window, set output type as float, and put negative sign at very beginning to change the sign from negative to positive. Hit Save.



Analytics/Pivot Tables

▲ Example 1 – Sales by Class

- Drag new formula amount field into dataset and should be able to see now that instead of amounts showing negative they show as positive values

Dataset | SN MasterClass 1 Sales By Class Txn Dataset ⓘ

Criteria summary [Show details](#)

Account: Type • AND • Posting

- :: Account: Type is Income
- :: Posting is true

Drop fields here to add criteria.

Reset Criteria

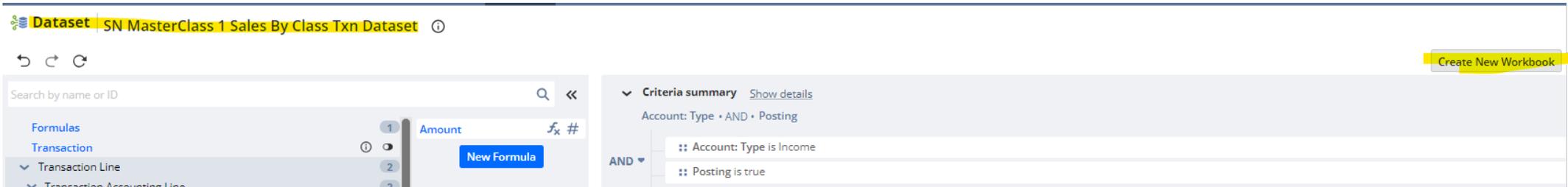
| DATE | TRANSACTION LINE: SUBSIDIARY | TRANSACTION LINE: CLASS | TRANSACTION ACCOUNTING LINE: ACCOUNT | AMOUNT | TRANSACTION ACCOUNTING LINE: AMOUNT |
|------------|------------------------------|-------------------------|--------------------------------------|------------|-------------------------------------|
| 10/21/2024 | US West | Class D | 4410 Reimbursed Expenses | 293.50 | -\$293.50 |
| 10/21/2024 | US West | Class D | 4410 Reimbursed Expenses | 850.00 | -\$850.00 |
| 10/21/2024 | US West | Class D | 4410 Reimbursed Expenses | 624.00 | -\$624.00 |
| 10/31/2024 | US West | Class D | 4410 Reimbursed Expenses | 653.00 | -\$653.00 |
| 10/11/2024 | US West | Class D | 4410 Reimbursed Expenses | 100.00 | -\$100.00 |
| 10/12/2024 | US West | Class D | 4410 Reimbursed Expenses | 100.00 | -\$100.00 |
| 10/21/2024 | US West | Class D | 4410 Reimbursed Expenses | 649.00 | -\$649.00 |
| 11/01/2022 | US West | Class B | 4210 Revenue - Services | 291,666.67 | -\$291,666.67 |

Analytics/Pivot Tables

▲ Example 1 – Sales by Class

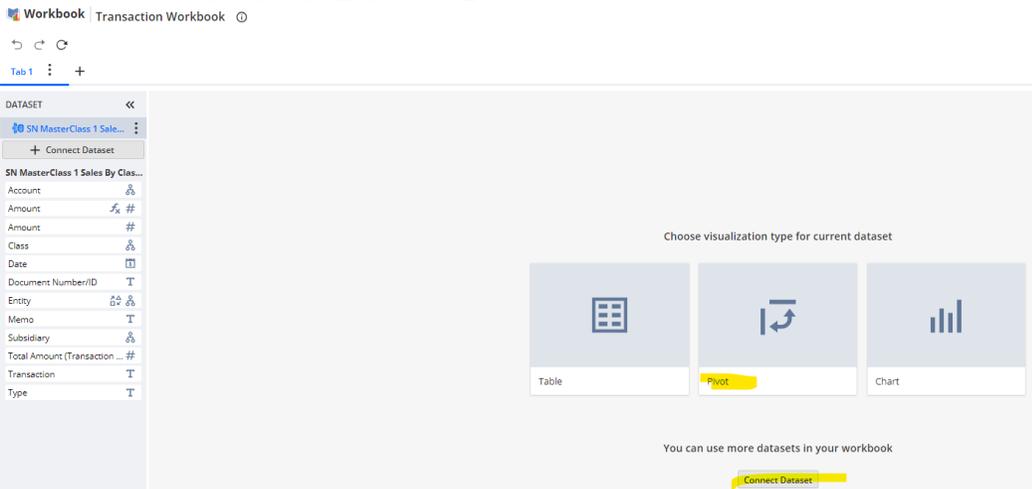
- Creating a New Workbook–Pivot Table

- Now that have our dataset, we can create our Workbook which where we will create our Pivot
- From the dataset click the create New Workbook Button



▪ Choose your visualization type

- > Pivot
- > Click connect Dataset Button



Analytics/Pivot Tables

▲ Example 1 – Sales by Class

- Creating New Workbook–Pivot Table

- In order to save your workbook, you will first have to start adding data to the Pivot. Add the following:
 - Rows
 - › Account
 - › Entity
 - Columns
 - › Class
 - Measures
 - › Amount Fx (This is the custom amount field we created in the dataset)

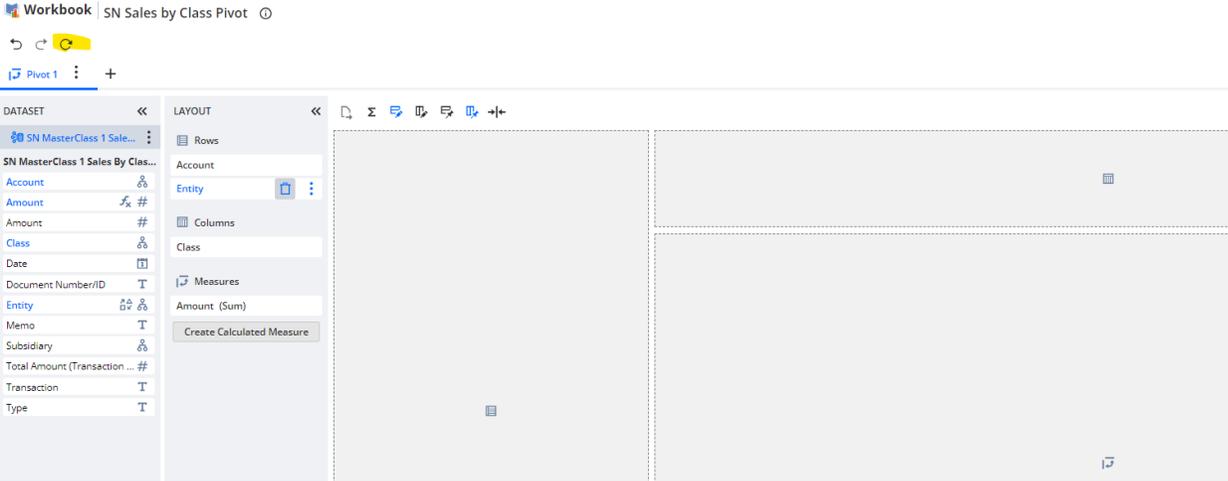
The screenshot shows the 'Save Workbook As' dialog box in the Analytics application. The dialog box is titled 'Save Workbook As:' and contains a text input field with the text 'SN Sales by Class Pivot'. Below the input field is a larger text area with the placeholder text 'Type in a description for your workbook (optional)'. The dialog box has 'Save' and 'Cancel' buttons at the bottom. In the background, the application interface is visible, showing a 'DATASET' pane on the left with a list of fields including 'Account', 'Entity', 'Class', and 'Amount (Sum)'. A 'LAYOUT' pane on the right shows 'Rows', 'Columns', and 'Measures' sections. The 'Measures' section has 'Amount (Sum)' selected. At the top right of the application, there are buttons for 'Export to SDF', 'Share', and 'Save'. The 'Save' button is circled in red.

Analytics/Pivot Tables

▲ Example 1 – Sales by Class

- Creating New Workbook-Pivot Table

- In order to see data show up in your Pivot or pull updated results in Pivot you can hit the refresh button in the Pivot table



| | | Class | | | | |
|-----------------------|-----------------------|--------------|--------------|--------------|---------------|--------------|
| | | Class A | Class C | Class D | Class B | - No Class - |
| Account | Entity | Amount (Sum) | Amount (Sum) | Amount (Sum) | Amount (Sum) | Amount (Sum) |
| 4210 Revenue - Ser... | - No Entity - | 200,000.00 | 3,978,483.83 | 1,990,442.08 | 27,722,923.69 | 7,000.00 |
| 4310 Revenue - Pro... | - No Entity - | 6,375,241.60 | | | 140,152.50 | |
| 4410 Reimbursed E... | The Altima Technology | | | 624.00 | | |
| | Ghetti Ltd | | | 649.00 | | |
| | Mauris Solutions | | | 100.00 | | |
| | Copper Software | | | 1,143.50 | | |
| | Machester Mfg | | | 100.00 | | |
| | The Abbott Inc. | | | 653.00 | | |

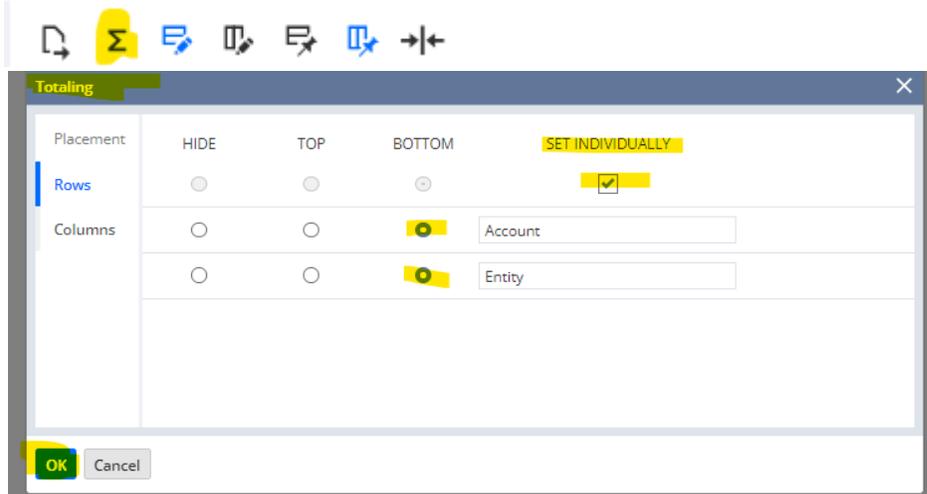
Analytics/Pivot Tables

▲ Example 1 – Sales by Class

- Creating New Workbook–Pivot Table

- Next will want to add subtotals to your Pivot
- Click Collapse Button to collapse the Pivot
- Click on the Sum Icon
 - › Set individually, bottom for account, bottom for Entity>Then hit Ok
 - › Refresh to see results

| Class | Class A | Class C | Class D | Class B | - No Class - |
|-------------------------|--------------|--------------|--------------|--------------|--------------|
| Account | Amount (Sum) |
| > 4210 Revenue - Ser... | | | | | |
| > 4310 Revenue - Pro... | | | | | |
| > 4410 Reimbursed ... | | | | | |



Analytics/Pivot Tables

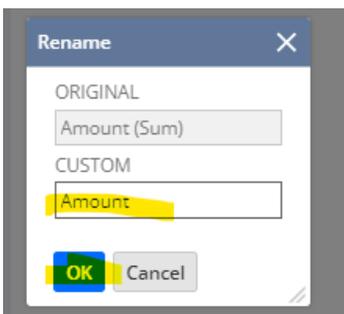
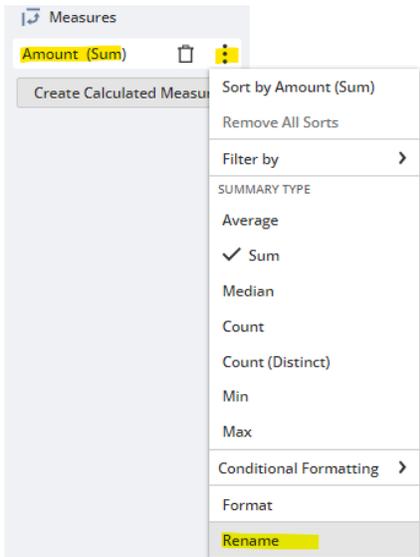
▲ Example 1 – Sales by Class

- Creating New Workbook–Pivot Table
 - Next will want to add Grand Totals
 - Can do this to the columns by selecting the 3 dots for the Class Field in your Columns and then clicking the Show Grand Total and then Refresh the Pivot

| | Class A | Class C | Class D | Class B | - No Class - | Grand Total |
|----------------------------|---------------------|---------------------|---------------------|----------------------|-----------------|----------------------|
| Account | Amount (Sum) | Amount (Sum) | Amount (Sum) | Amount (Sum) | Amount (Sum) | Grand Total Amou... |
| > 4210 Revenue - Services | 200,000.00 | 3,978,483.83 | 1,990,442.08 | 27,722,923.69 | 7,000.00 | 33,898,849.60 |
| > 4310 Revenue - Products | 6,375,241.60 | | | 140,152.50 | | 6,515,394.10 |
| > 4410 Reimbursed Expenses | | | 3,269.50 | | | 3,269.50 |
| Grand Total | 6,575,241.60 | 3,978,483.83 | 1,993,711.58 | 27,863,076.19 | 7,000.00 | 40,417,513.20 |

Analytics/Pivot Tables

- ▲ Example 1 – Sales by Class
 - Creating New Workbook–Pivot Table
 - Can rename the Amount field so doesn't show as Amount (Sum)



| Account | Class | | | | | Grand Total |
|----------------------------|---------------------|---------------------|---------------------|----------------------|-----------------|----------------------|
| | Class A | Class C | Class D | Class B | - No Class - | |
| > 4210 Revenue - Services | 200,000.00 | 3,978,483.83 | 1,990,442.08 | 27,722,923.69 | 7,000.00 | 33,898,849.60 |
| > 4310 Revenue - Products | 6,375,241.60 | | | 140,152.50 | | 6,515,394.10 |
| > 4410 Reimbursed Expenses | | | 3,269.50 | | | 3,269.50 |
| Grand Total | 6,575,241.60 | 3,978,483.83 | 1,993,711.58 | 27,863,076.19 | 7,000.00 | 40,417,513.20 |

Analytics/Pivot Tables

▲ Example 1 – Sales by Class

- Creating New Workbook–Pivot Table
 - Can add any filters you want to the Pivot. In this case want to add dynamic date filter to be filtered to this year to date.

The screenshot shows the PivotTable configuration interface. The 'DATASET' pane on the left lists fields: Account, Amount, Class, Date, Document Number/ID, Entity, Memo, Subsidiary, Total Amount (Transaction...), Transaction, and Type. The 'LAYOUT' pane on the right shows 'Rows' with 'Account' and 'Entity', and 'Columns' with 'Class'. A context menu is open over the 'Date' field, with options: 'Add to Rows', 'Add to Columns', 'Add to Measures', 'Filter Date', and 'Advanced'. The 'Filter Date' option is selected, and a sub-menu is open showing 'Year', 'Quarter', 'Month', 'Day', and 'Advanced'.

The screenshot shows the 'Filter Date (Advanced)' dialog box. It has tabs for 'Specific Dates', 'Date Ranges', and 'Values'. The 'Date Ranges' tab is active. It includes a 'within' dropdown, a 'Search Date Range' search bar, and a grid of date filter options. The 'Year' option is selected in the grid. The 'Apply' button is highlighted at the bottom.

| Day | Week | Month | Quarter | Year |
|--|------|-------|---------|-------------------------|
| this year to date | | | | 01/01/2024 - 10/08/2024 |
| this year | | | | 01/01/2024 - 12/31/2024 |
| this rolling year | | | | 10/01/2024 - 09/30/2025 |
| this fiscal year to date | | | | 01/01/2024 - 10/08/2024 |
| this fiscal year | | | | 01/01/2024 - 12/31/2024 |
| same week last fiscal year | | | | 10/08/2023 - 10/14/2023 |
| same week fiscal year before last | | | | 10/02/2022 - 10/08/2022 |
| same month last fiscal year to date | | | | 10/01/2023 - 10/08/2023 |
| same month last fiscal year | | | | 10/01/2023 - 10/31/2023 |
| same fiscal quarter last fiscal year to date | | | | 10/01/2023 - 10/08/2023 |
| same fiscal quarter last fiscal year | | | | 10/01/2023 - 12/31/2023 |
| same fiscal quarter fiscal year before last | | | | 10/01/2022 - 12/31/2022 |
| same fiscal half last fiscal year to date | | | | 07/01/2023 - 10/08/2023 |
| same fiscal half last fiscal year | | | | 07/01/2023 - 12/31/2023 |
| same day last fiscal year | | | | 10/08/2023 - 10/08/2023 |
| same day fiscal year before last | | | | 10/08/2022 - 10/08/2022 |
| previous rolling year | | | | 11/01/2023 - 10/31/2024 |
| previous fiscal quarters this fiscal year | | | | 01/01/2024 - 09/30/2024 |
| previous fiscal quarters last fiscal year | | | | 01/01/2023 - 09/30/2023 |
| previous months this fiscal year | | | | 01/01/2024 - 09/30/2024 |
| previous months same fiscal quarter last fiscal year | | | | 10/01/2023 - 09/30/2023 |
| previous months same fiscal half last fiscal year | | | | 07/01/2023 - 09/30/2023 |

Analytics/Pivot Tables

▲ Example 1 – Sales by Class

- Creating New Workbook–Pivot Table
 - Always best practice to validate your data. Can validate by running an Income Statement by Class this year to date and see if get the same results as Pivot Table

▼ 1 filter applied [Remove all](#)

Date within this year to date

Class ⋮

| Account - + ⋮ | Class A | Class C | Class B | Class D | Grand Total |
|---------------------------|---------------------|---------------------|----------------------|-------------------|----------------------|
| | Amount | Amount | Amount | Amount | Grand Total Amount ⋮ |
| > 4210 Revenue - Services | 200,000.00 | 1,927,133.65 | 13,363,472.13 | 964,766.88 | 16,455,372.66 |
| > 4310 Revenue - Products | 3,239,052.26 | | 120,204.00 | | 3,359,256.26 |
| Grand Total | 3,439,052.26 | 1,927,133.65 | 13,483,676.13 | 964,766.88 | 19,814,628.92 |

Income Statement [View Detail](#)

| FINANCIAL ROW | - NO CLASS - Amount | CLASS A Amount | CLASS B Amount | CLASS C Amount | CLASS D Amount | TOTAL Amount |
|-----------------------------|---------------------|-----------------------|------------------------|-----------------------|---------------------|------------------------|
| ▣ Ordinary Income/Expense | | | | | | |
| ▣ Income | | | | | | |
| ▣ 4000 - Sales | | | | | | |
| 4210 - Revenue - Services | \$0.00 | \$200,000.00 | \$13,363,472.13 | \$1,927,133.65 | \$964,766.88 | \$16,455,372.66 |
| 4310 - Revenue - Products | \$0.00 | \$3,239,052.26 | \$120,204.00 | \$0.00 | \$0.00 | \$3,359,256.26 |
| Total - 4000 - Sales | \$0.00 | \$3,439,052.26 | \$13,483,676.13 | \$1,927,133.65 | \$964,766.88 | \$19,814,628.92 |
| Total - Income | \$0.00 | \$3,439,052.26 | \$13,483,676.13 | \$1,927,133.65 | \$964,766.88 | \$19,814,628.92 |

Analytics/Pivot Tables

▲ Example 1 – Sales by Class

- Creating New Workbook–Pivot Table
 - Adding your Pivot Table created to your Home Dashboard
 - Click Home Icon>Personalize>Analytics

The screenshot shows the Oracle NetSuite Home dashboard. At the top, there's a navigation bar with icons for Home, Activities, Payments, Transactions, Lists, Reports, Analytics, Customization, Documents, Setup, Implementation, Administration and Controls, SuiteApps, and Support. Below this is a 'Personalize Dashboard' widget containing a grid of portlets. The 'Analytics' portlet is highlighted in yellow. Other portlets include Bank Reconciliation, Calendar, Custom Portlet, Custom Search, KPI Meter, KPI Scorecard, Key Performance Indicators, List, and My Login Audit. Below the grid, there's a 'Reminders' section showing 2 tasks to complete and an 'Analytics Portlet' section with a 'Set Up' button.

The screenshot shows the configuration window for the Analytics portlet. It has 'Save' and 'Cancel' buttons at the top. Under 'PORTLET TYPE', 'Pivot Portlet' is selected. Below that, 'SN Sales by Class' is entered in the search field. The 'List of Available Visualizations' section shows 'SN Sales by Class Pivot' and 'Pivot 1' as options. The 'Settings' section includes 'NUMBER OF VISIBLE ROWS (MAX. 200)' set to 50 and a 'CUSTOM NAME' field containing 'SN Sales by Class Pivot'.

SN Sales by Class Pivot

> 1 filter applied [Remove all](#)

| Account | Class | | | | Grand Total |
|---------------------------|---------------------|---------------------|----------------------|-------------------|----------------------|
| | Class A | Class C | Class B | Class D | |
| Amount | Amount | Amount | Amount | Amount | Grand Total Amount |
| > 4210 Revenue - Services | 200,000.00 | 1,927,133.65 | 13,363,472.13 | 964,766.88 | 16,455,372.66 |
| > 4310 Revenue - Products | 3,239,052.26 | | 120,204.00 | | 3,359,256.26 |
| Grand Total | 3,439,052.26 | 1,927,133.65 | 13,483,676.13 | 964,766.88 | 19,814,628.92 |

Analytics/Pivot Tables

▲ Example 2– Gross Profit % by Subsidiary Pivot Chart

- Need to create a Analytic dataset that has both Income and COGS account types
 - We can leverage the dataset from the last example by saving a copy and just modifying a bit.
 - Navigate to analytics>datasets> can filter for My Datasets – click on the one from last example and do save as

My favorite workbooks [Learn about Analytics](#)

Workbooks **Datasets**

Search My Datasets Showing 5 Datasets [New Dataset](#)

| DATASET NAME | DETAILS | DESCRIPTION | SCRIPT ID | OWNER | ROOT RECORD | LAST OPENED | LAST MODIFIED | ACTIONS |
|--|---------|-----------------------------|-----------------------|---------------|-------------|---------------------|---------------------|---------|
| SN MasterClass 1 Sales By Class Txn Dataset | Details | | 6 | Kathryn Glass | Transaction | 2024-10-10 10:20:49 | 2024-10-08 20:35:58 | ⋮ |
| SuiteSuccess A/P Aging | Details | Default dataset description | _atlas_finwb_ap_aging | Kathryn Glass | Transaction | 2024-10-06 04:50:41 | 2025-05-04 00:01:20 | ⋮ |
| SuiteSuccess A/R Aging | Details | Default dataset description | _atlas_finwb_ar_aging | Kathryn Glass | Transaction | 2024-10-16 05:07:07 | 2025-05-04 00:01:20 | ⋮ |

Dataset SN MasterClass 1 Sales By Class Txn Dataset Employee [Learn about Analytics](#)

This dataset is used in 1 Workbooks. Making a change here will affect these workbooks.

Navigation: ↶ ↷ ↻

Search by name or ID

Criteria summary [Show details](#)

Account: Type • AND • Posting

[Create New Workbook](#) [Export](#) [Share](#) [Save](#) [Save As](#)

- Saved as – Gross Profit%by Sub Txn dataset

Dataset SN MasterClass 1 GrossProfit%bysub Txn Dataset Employee [Learn about Analytics](#)

Navigation: ↶ ↷ ↻

Search by name or ID

Criteria summary [Show details](#)

Account: Type • AND • Posting

AND

- :: Account: Type is Income
- :: Posting is true

Drop fields here to add criteria. [Add New Group of Criteria](#)

Field List:

- Formulas
- Transaction
- Transaction Line
- Activity Code
- Bank Information Record
- Billing Address
- Date
- Document Number/ID
- Entity
- Memo
- Total Amount (Transact... #

[Create New Workbook](#) [Export](#) [Share](#) [Save](#)

Analytics/Pivot Tables

▲ Example 2– Gross Profit % by Subsidiary Pivot Chart

- Need to create a Analytic dataset that has both Income and COGS account types
 - We can leverage the dataset from the last example by saving a copy and just modifying a bit.
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| DATASET NAME | DETAILS | DESCRIPTION | SCRIPT ID | OWNER | ROOT RECORD | LAST OPENED | LAST MODIFIED | ACTIONS |
|--|---------|-----------------------------|-----------------------|---------------|-------------|---------------------|---------------------|---------|
| SN MasterClass 1 Sales By Class Txn Dataset | Details | | 6 | Kathryn Glass | Transaction | 2024-10-10 10:20:49 | 2024-10-08 20:35:58 | ⋮ |
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Dataset SN MasterClass 1 Sales By Class Txn Dataset Employee [Learn about Analytics](#)

This dataset is used in 1 Workbooks. Making a change here will affect these workbooks.

Navigation: ↶ ↷ ↻

Search by name or ID

Criteria summary [Show details](#)

Account: Type • AND • Posting

[Create New Workbook](#) [Export](#) [Share](#) [Save](#) [Save As](#)

▪ Saved as – Gross Profit%by Sub Txn dataset

Dataset SN MasterClass 1 GrossProfit%bysub Txn Dataset Employee [Learn about Analytics](#)

Navigation: ↶ ↷ ↻

Search by name or ID

Criteria summary [Show details](#)

Account: Type • AND • Posting

AND

- :: Account: Type is Income
- :: Posting is true

Drop fields here to add criteria. [Add New Group of Criteria](#)

Field List:

- Formulas
- Transaction
- Transaction Line
- Activity Code
- Bank Information Record
- Billing Address
- Date
- Document Number/ID
- Entity
- Memo
- Total Amount (Transact... #

[Create New Workbook](#) [Export](#) [Share](#) [Save](#)

Analytics/Pivot Tables

▲ Example 2- Gross Profit % by Subsidiary Pivot Chart

- Now that have saved as new dataset, need to add a filter to account type to include Cost of Goods Sold and add a few formula fields for Income and Costs of Goods Sold so we can pivot them in our Pivot Chart later

Criteria summary [Show details](#)
Account: Type • AND • Posting

AND ▾
:: Account: Type is Income
:: Posting is true

Filter Type ✕

Field Values Custom Values

Add all (19) Remove all (1)

Search

<NO VALUE>
Accounts Payable
Accounts Receivable
Bank
Cost of Goods Sold ➔
Credit Card
Deferred Expense
Deferred Revenue
Equity
Expense
Fixed Asset

any of Search

Income

Apply Cancel Reset

Criteria summary [Show details](#)
Account: Type • AND • Posting

AND ▾
:: **Account: Type any of Cost of Goods Sold, Income**
:: Posting is true

Drop fields here to add criteria.

Reset Criteria

| MEMO | ENTITY | DOCUMENT NUMBER/ID | TRANSACTION | TYPE | TOTAL AMOUNT |
|--------|-----------------|--------------------|-------------------------|----------------------|--------------|
| 66.18 | | 1 | Inventory Adjustment #1 | Inventory Adjustment | |
| 193.50 | Copper Software | 259 | Invoice #259 | Invoice | |
| 150.00 | Copper Software | 250 | Invoice #250 | Invoice | |

Analytics/Pivot Tables

▲ Example 2- Gross Profit % by Subsidiary Pivot Chart

- Next make sure you have the Transaction Accounting Line>Account>Type field included in your dataset

Search by name or ID

Formulas

- Transaction
- Transaction Line
 - Transaction Accounting Line
 - Account
 - 1099-MISC Category
 - Currency
 - Default Unit
 - Deferral Account
 - Field [Account] on [Payment Batch]
 - Field [Account] on [Payment File Administration]
 - Field [Account] on [Statutory Chart of Accounts]
 - Field [Accounts Payable (Auto-Process)] on [Company Bank Details]
 - Field [Bank Account] on [-DE P2P Global Vendor Payment]
 - Field [Destination Account] on [Distribution Template Line]
 - Field [GL Bank Account] on [Company Bank Details]
 - Localization
 - Restrict to Class
 - Restrict to Department

Criteria summary Show details

Account: Type • AND • Posting

AND

- :: Account: Type any of Cost of Goods Sold, Income
- :: Posting is true

Drop fields here to add criteria.

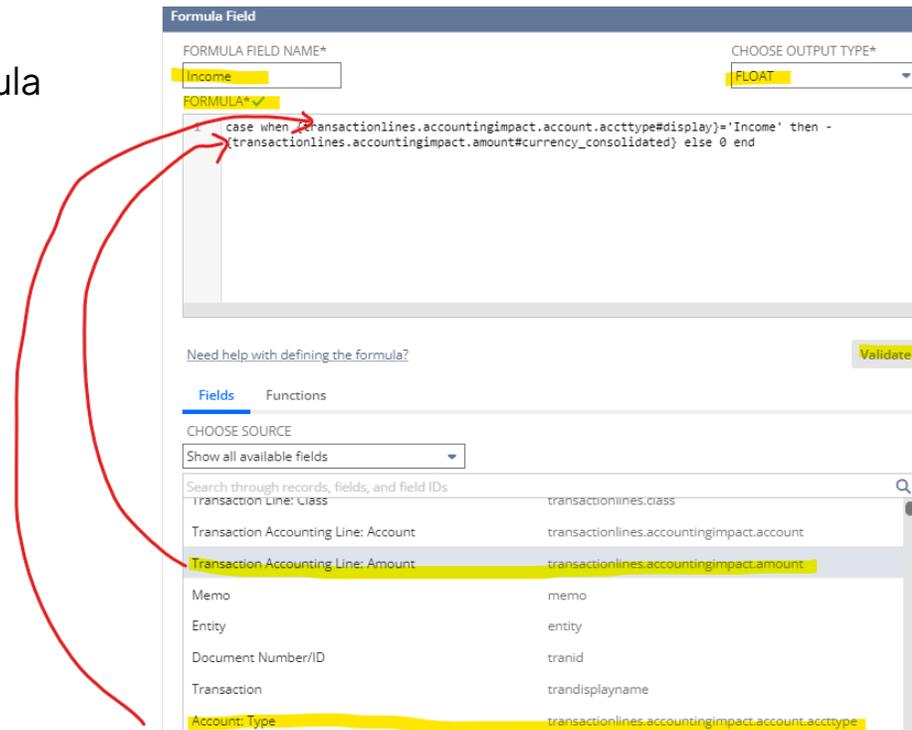
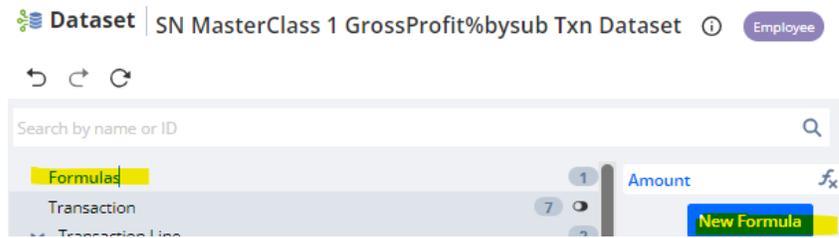
Reset Criteria

| MEMO | ENTITY | DOCUMENT NUMBER/ID | TRANSACTION | ACCOUNT TYPE |
|-------------|-----------------------|--------------------|-------------------------|--------------------|
| \$166.18 | | 1 | Inventory Adjustment #1 | Cost of Goods Sold |
| -\$293.50 | Copper Software | 259 | Invoice #259 | Income |
| -\$850.00 | Copper Software | 259 | Invoice #259 | Income |
| -\$624.00 | The Altima Technology | 269 | Invoice #269 | Income |
| -\$653.00 | The Abbott Inc. | 311 | Invoice #311 | Income |
| -\$100.00 | Machester Mfg | 352 | Invoice #352 | Income |
| -\$100.00 | Mauris Solutions | 353 | Invoice #353 | Income |
| -\$649.00 | Ghetti Ltd | 354 | Invoice #354 | Income |
| \$13,911.00 | The Altima Technology | 155 | Item Fulfillment #155 | Cost of Goods Sold |

Analytics/Pivot Tables

▲ Example 2– Gross Profit % by Subsidiary Pivot Chart

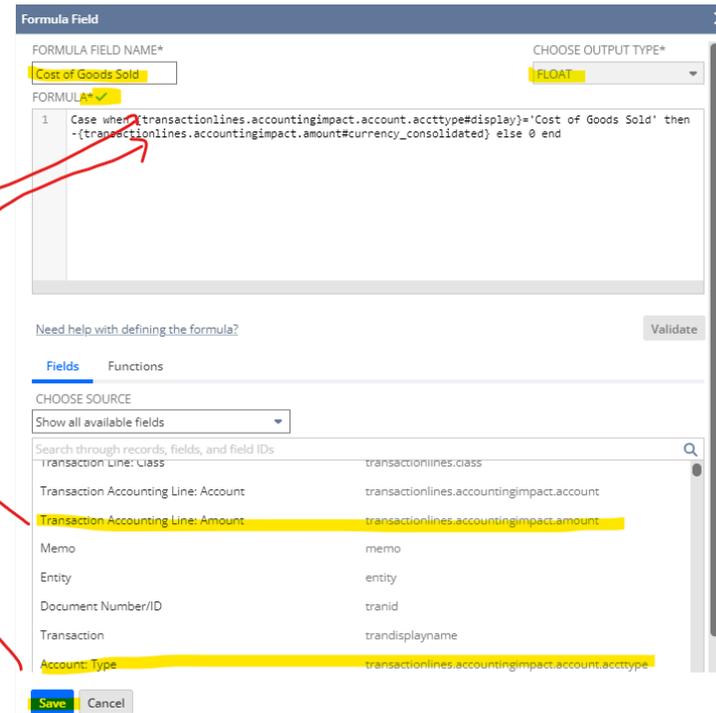
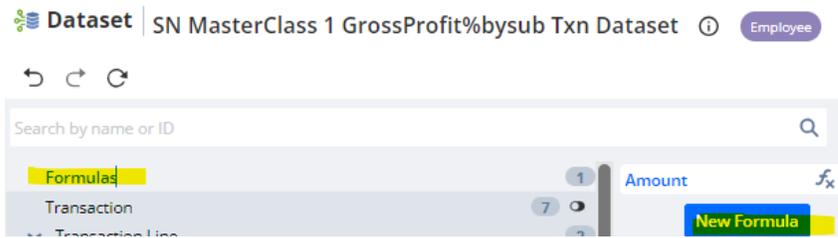
- Now we are going to add a formula field so we can get separate amount fields for Income and Cost of Goods Sold so can easily use them in our Pivot Chart as a calculated measure later
- Click to add a New Formula Field
- We are going to add a case when formula for when Account Type = Income
 - `case when {transactionlines.accountingimpact.account.acctype#display}='Income' then - {transactionlines.accountingimpact.amount#currency_consolidated} else 0 end`
- Click validate to ensure green checkmark/okay formula



Analytics/Pivot Tables

▲ Example 2– Gross Profit % by Subsidiary Pivot Chart

- Now we are going to add a formula field so we can get separate amount fields for Income and Cost of Goods Sold so can easily use them in our Pivot Chart as a calculated measure later
- Click to add a New Formula Field
- We are going to add a case when formula for when Account Type = Cost of Goods Sold
 - Case when {transactionlines.accountingimpact.account.acctype#display}='Cost of Goods Sold' then - {transactionlines.accountingimpact.amount#currency_consolidated} else 0 end
 - Click validate to ensure green checkmark/okay formula



Analytics/Pivot Tables

▲ Example 2- Gross Profit % by Subsidiary Pivot Chart

- Drag both new Income and Cost of Goods Sold formula fields to your dataset and confirms looks like populating values based on correct account type for each

The screenshot shows a software interface for configuring a pivot table. On the left, a 'Formulas' sidebar lists various fields, with 'Cost of Goods Sold' and 'Income' highlighted in yellow. A 'New Formula' button is visible. The main area shows a 'Criteria summary' section with the following criteria:

- Account: Type • AND • Posting
- Account: Type any of Cost of Goods Sold, Income
- Posting is true

Below the criteria is a data table with the following columns: TRANSACTION ACCOUNTING LINE: ACCOUNT, ACCOUNT: TYPE, INCOME, COST OF GOODS SOLD, and AMOUNT. The table contains 14 rows of data. Red arrows indicate the process of dragging the 'Income' and 'Cost of Goods Sold' formula fields from the sidebar to the corresponding columns in the table.

| TRANSACTION ACCOUNTING LINE: ACCOUNT | ACCOUNT: TYPE | INCOME | COST OF GOODS SOLD | AMOUNT |
|--------------------------------------|--------------------|--------|--------------------|------------|
| 5310 Purchases | Cost of Goods Sold | 0.00 | -166.18 | -166.18 |
| 4410 Reimbursed Expenses | Income | 293.50 | 0.00 | 293.50 |
| 4410 Reimbursed Expenses | Income | 850.00 | 0.00 | 850.00 |
| 4410 Reimbursed Expenses | Income | 624.00 | 0.00 | 624.00 |
| 4410 Reimbursed Expenses | Income | 653.00 | 0.00 | 653.00 |
| 4410 Reimbursed Expenses | Income | 100.00 | 0.00 | 100.00 |
| 4410 Reimbursed Expenses | Income | 100.00 | 0.00 | 100.00 |
| 4410 Reimbursed Expenses | Income | 649.00 | 0.00 | 649.00 |
| 5310 Purchases | Cost of Goods Sold | 0.00 | -13,911.00 | -13,911.00 |
| 5310 Purchases | Cost of Goods Sold | 0.00 | -13,911.00 | -13,911.00 |
| 5310 Purchases | Cost of Goods Sold | 0.00 | -23,383.46 | -23,383.46 |
| 5310 Purchases | Cost of Goods Sold | 0.00 | -23,383.46 | -23,383.46 |
| 5310 Purchases | Cost of Goods Sold | 0.00 | -28,060.15 | -28,060.15 |

Analytics/Pivot Tables

▲ Example 2- Gross Profit % by Subsidiary Pivot Chart

- Next we can proceed to creating our Pivot Chart now that we have our dataset ready
- Click the Create New Workbook Button within the dataset and select Chart as Type

Dataset | SN MasterClass 1 GrossProfit%bySub Txn Dataset | Employee

Learn about Analytics

Create New Workbook | Export | Share | Save

Search by name or ID

Formulas

- Transaction
- Transaction Line
- Activity Code
- Bank Information Record

Amount ₪ #

Cost of Goods Sold ₪ #

Income ₪ #

New Formula

Criteria summary | Show details

Account: Type AND Posting

- Account: Type any of Cost of Goods Sold, Income
- Posting is true

Drop fields here to add criteria.

Add New Group of Criteria

Workbook | Transaction Workbook

Tab 1

DATASET

- SN MasterClass 1 Gro...
- + Connect Dataset

SN MasterClass 1 GrossProfit...

- Account
- Amount ₪ #
- Amount #
- Class
- Cost of Goods Sold ₪ #
- Date
- Document Number/ID
- Entity
- Income ₪ #
- Memo
- Subsidiary
- Total Amount (Transaction ... #
- Transaction
- Type
- Type

Choose visualization type for current dataset

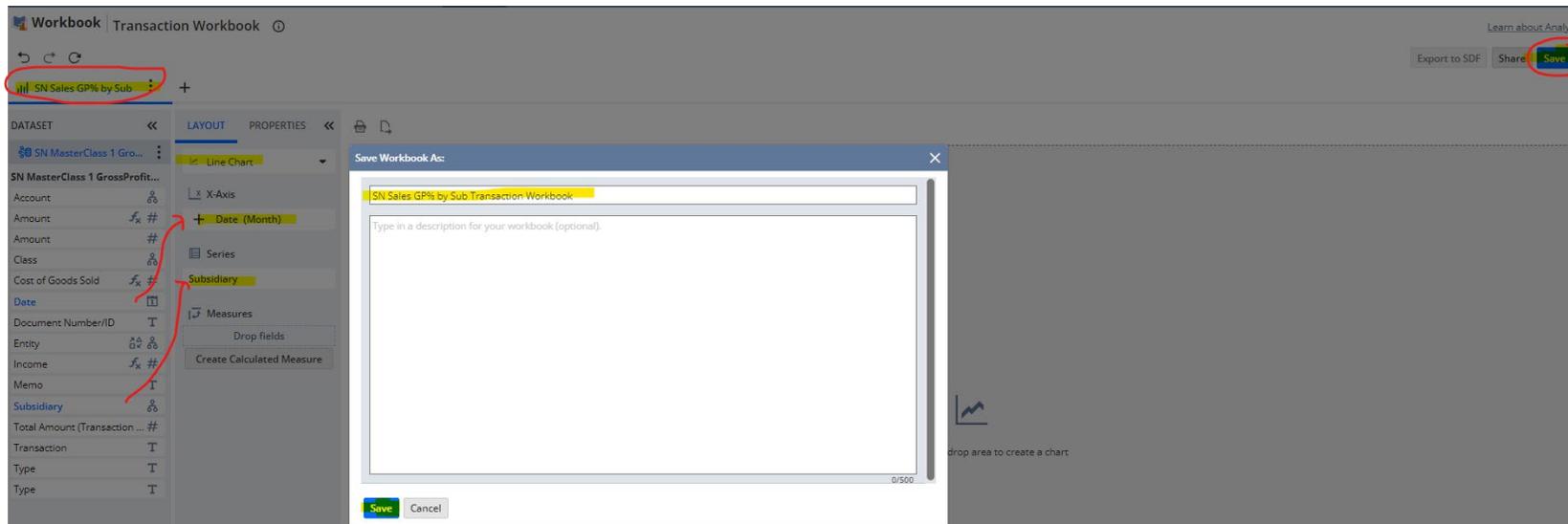
Table | Pivot | **Chart**

You can use more datasets in your workbook

Connect Dataset

Analytics/Pivot Tables

- ▲ Example 2– Gross Profit % by Subsidiary Pivot Chart
 - Create Pivot Chart
 - Drag the Following Fields to the Pivot Chart Area
 - Layout
 - > Line Chart
 - X-Axis
 - > Date (Month)
 - Series
 - > Subsidiary
 - Save the workbook and rename the pivot tab



Analytics/Pivot Tables

▲ Example 2– Gross Profit % by Subsidiary Pivot Chart

- Next we need to add a measure to refresh the data/display results
- We are going to use a calculated measure to calculate GP% using the Income and Cost of Good Sold formula fields we added in our dataset
- After adding calculated measure for GP% hit Refresh

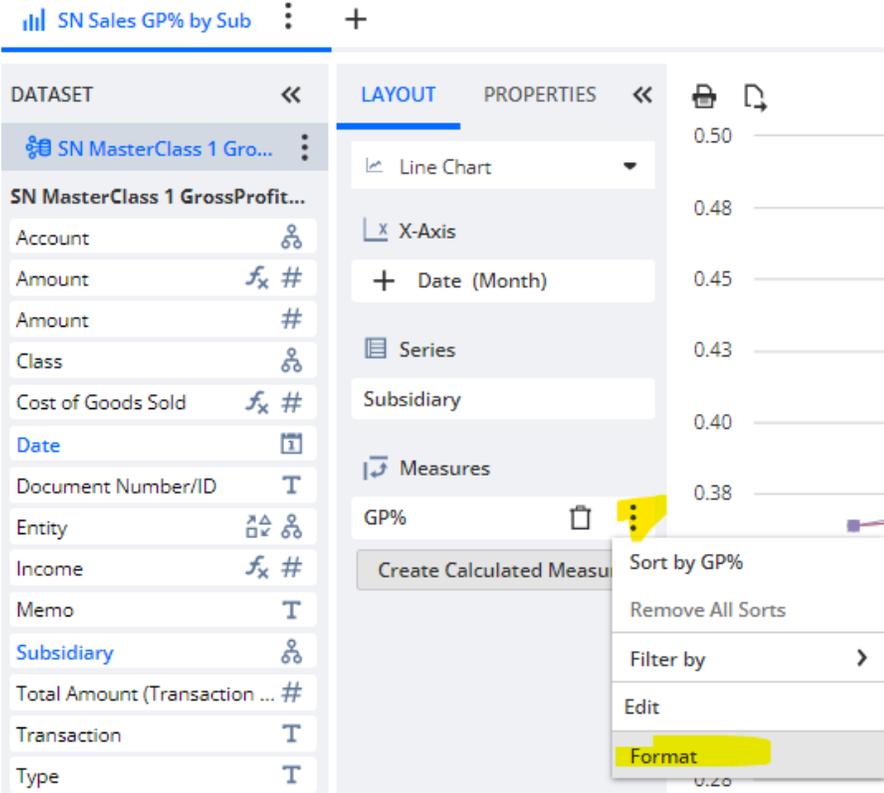
The screenshot displays the configuration of a calculated measure in a data analytics tool. The interface is divided into several sections:

- Dataset:** Shows the selected dataset as "SN MasterClass 1 Gro...".
- Layout:** The chart type is set to "Line Chart". The X-Axis is configured with "Date (Month)".
- Measures:** A "Create Calculated Measure" button is highlighted.
- Calculated Measure Configuration:**
 - NAME*:** The name of the measure is "GP%".
 - DEFINITION*:** The formula is defined as $1 \times (\text{Income (Sum)} + \text{Cost of Goods Sold (Sum)}) / \text{Income (Sum)}$.

Analytics/Pivot Tables

▲ Example 2- Gross Profit % by Subsidiary Pivot Chart

- Format Calculated Measure as %

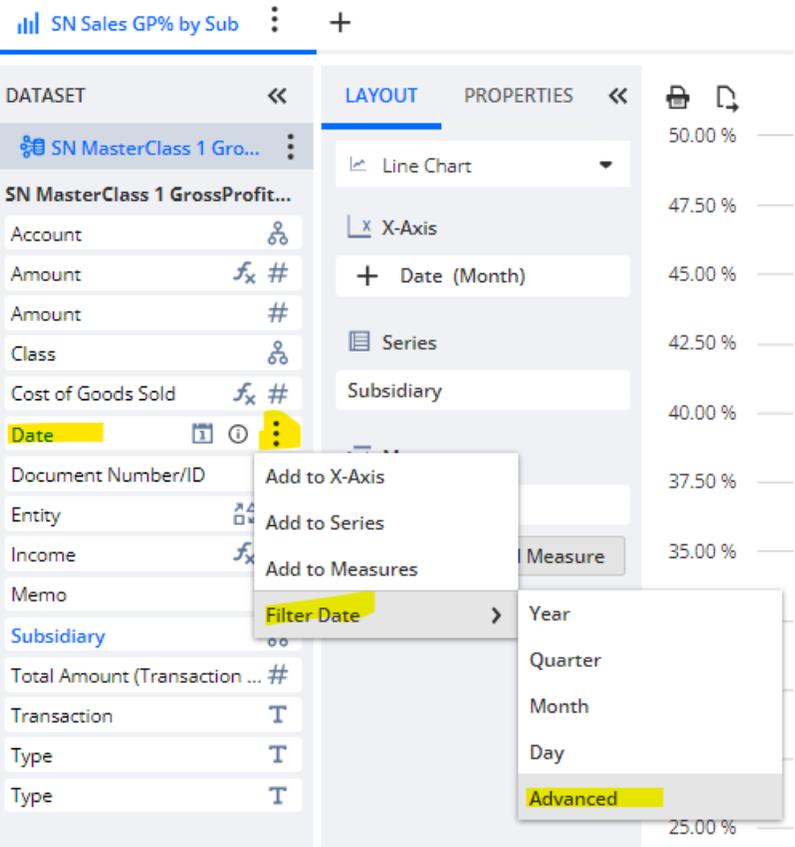


The screenshot shows the "Format: GP%" dialog box. The preview displays "1,234,567.89 %" and the data type is "Decimal". The "Percentage" format type is selected, and various settings like decimal places, separators, and units are visible.

| Format Type | Settings Applied From | Decimal Places | Decimal Separator | Thousands Separator | Negative Values | Units |
|-------------|-----------------------|----------------|-------------------|---------------------|-----------------|-------|
| Integer | - User Preferences - | 2 | Point (.) | Comma (,) | -1234 | None |
| Decimal | | | | | | |
| Percentage | | | | | | |
| Scientific | | | | | | |
| Special | | | | | | |

Analytics/Pivot Tables

- ▲ Example 2- Gross Profit % by Subsidiary Pivot Chart
 - Add a Dynamic Date Filter for This Year to Date (hit Refresh after)



| Filter Name | Range |
|--|-------------------------|
| this year to date | 01/01/2024 - 10/10/2024 |
| this year | 01/01/2024 - 12/31/2024 |
| this rolling year | 10/01/2024 - 09/30/2025 |
| this fiscal year to date | 01/01/2024 - 10/10/2024 |
| this fiscal year | 01/01/2024 - 12/31/2024 |
| same week last fiscal year | 10/08/2023 - 10/14/2023 |
| same week fiscal year before last | 10/02/2022 - 10/08/2022 |
| same month last fiscal year to date | 10/01/2023 - 10/10/2023 |
| same month last fiscal year | 10/01/2023 - 10/31/2023 |
| same fiscal quarter last fiscal year to date | 10/01/2023 - 10/10/2023 |
| same fiscal quarter last fiscal year | 10/01/2023 - 12/31/2023 |
| same fiscal quarter fiscal year before last | 10/01/2022 - 12/31/2022 |
| same fiscal half last fiscal year to date | 07/01/2023 - 10/10/2023 |
| same fiscal half last fiscal year | 07/01/2023 - 12/31/2023 |
| same day last fiscal year | 10/10/2023 - 10/10/2023 |
| same day fiscal year before last | 10/10/2022 - 10/10/2022 |
| previous rolling year | 11/01/2023 - 10/31/2024 |
| previous fiscal quarters this fiscal year | 01/01/2024 - 09/30/2024 |
| previous fiscal quarters last fiscal year | 01/01/2023 - 09/30/2023 |
| previous months this fiscal year | 01/01/2024 - 09/30/2024 |
| previous months same fiscal quarter last fiscal year | 10/01/2023 - 09/30/2023 |
| previous months same fiscal half last fiscal year | 07/01/2023 - 09/30/2023 |

Analytics/Pivot Tables

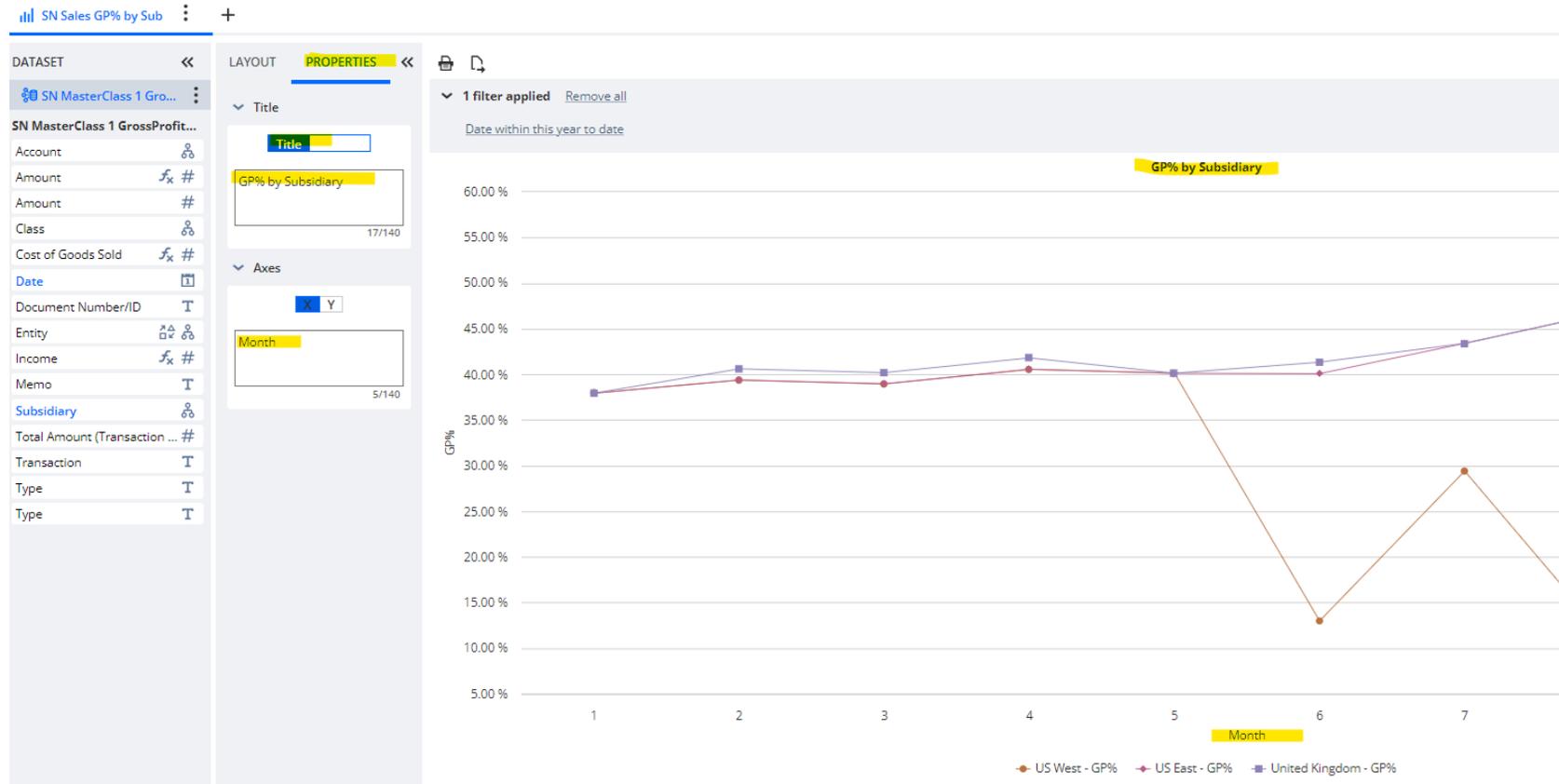
▲ Example 2- Gross Profit % by Subsidiary Pivot Chart

- Add a Dynamic Date Filter for This Year to Date (hit Refresh after)
- Can see date is filtered this year to date in filter region and GP% is formatted as %



Analytics/Pivot Tables

- ▲ Example 2– Gross Profit % by Subsidiary Pivot Chart
 - We can cleanup by adding a Chart Title and X and Y axis Titles



Analytics/Pivot Tables

- ▲ Example 2- Gross Profit % by Subsidiary Pivot Chart
 - Can sort Pivot Chart to show Largest to Smallest GP%

SN Sales GP% by Sub

DATASET

SN MasterClass 1 Gro...

SN MasterClass 1 GrossProfit...

Account

Amount

Amount

Class

Cost of Goods Sold

Date

Document Number/ID

Entity

Income

Memo

Subsidiary

Total Amount (Transaction ...

Transaction

Type

LAYOUT

Line Chart

X-Axis

Date (Month)

Series

Subsidiary

Measures

GP%

Create Calculated Measure

Sort by GP%

Remove All Sorts

Filter by

Edit

Format

1 filter applied

Date within thi

60.00 %

55.00 %

50.00 %

45.00 %

Sort By GP%

Sort Subsidiary based on the Grand Total of the field.

SORT

Subsidiary

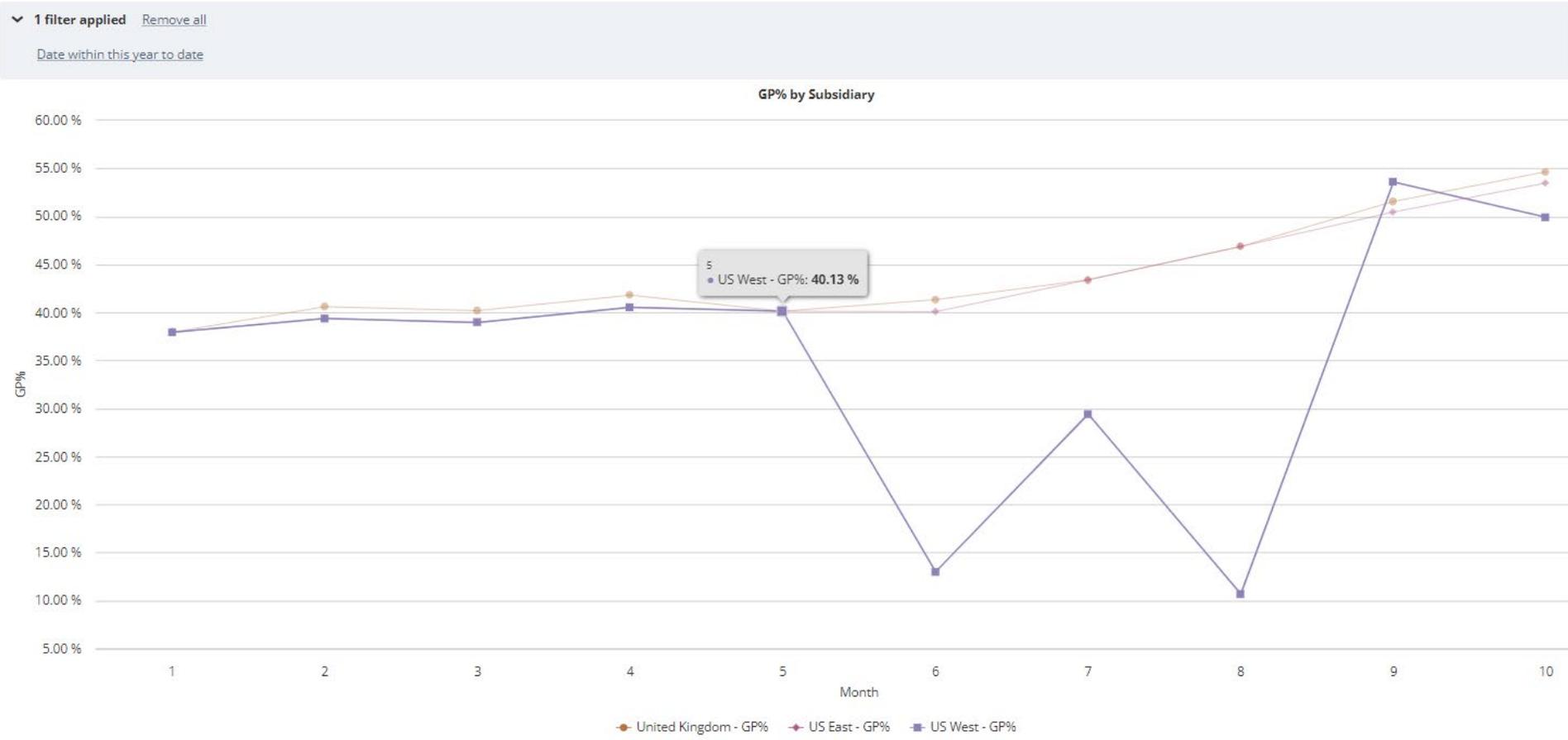
OPTIONS:

NULL First

Apply Cancel Reset

Analytics/Pivot Tables

▲ Example 2- Gross Profit % by Subsidiary Pivot Chart



Analytics/Pivot Tables

▲ Example 2– Gross Profit % by Subsidiary Pivot Chart

- Spot check/validate the data. I created a quick Pivot Table in same workbook linked to same dataset of Income, Cost of Goods Sold, and GP % by Sub to tie out to P&L and validate/spot check for accuracy

The screenshot shows a software interface for data visualization. On the left, there is a 'DATASET' panel with a list of fields from a dataset named 'SN MasterClass 1 GrossProfit...'. The fields include Account, Amount, Class, Cost of Goods Sold, Date, Document Number/ID, Entity, Income, Memo, Subsidiary, Total Amount (Transaction ...), Transaction, Type, and another Type field. Each field has a small icon indicating its data type. A '+ Connect Dataset' button is located above the list.

The main area of the interface is titled 'Choose visualization type for current dataset'. It features three large, light-blue buttons with icons: a grid icon for 'Table', a refresh/circular arrow icon for 'Pivot', and a bar chart icon for 'Chart'. The 'Pivot' button is highlighted with a yellow background. Below these buttons, there is a message: 'You can use more datasets in your workbook' and a 'Connect Dataset' button.

Analytics/Pivot Tables

▲ Example 2- Gross Profit % by Subsidiary Pivot Chart

- Spot check/validate the data. I created a quick Pivot Table in same workbook linked to same dataset of Income, Cost of Goods Sold, and GP % by Sub to tie out to P&L and validate/spot check for accuracy

SN Sales GP% by Sub Pivot 1

DATASET

SN MasterClass 1 Gro...

Account

Amount

Amount

Class

Cost of Goods Sold

Date

Document Number/ID

Entity

Income

Memo

LAYOUT

Rows

Subsidiary

Columns

Drop fields

Measures

Income (Sum)

Cost of Goods Sold (Sum)

GP

GP%

Create Calculated Measure

1 filter applied Remove all

Date within this year to date

| Subsidiary | Income (Sum) | Cost of Goods Sold ... | GP | GP% |
|--------------------|----------------------|------------------------|---------------------|----------------|
| United Kingdom | 9,875,777.24 | -5,485,145.16 | 4,390,632.08 | 44.46 % |
| US West | 5,818,895.36 | -3,759,654.96 | 2,059,240.40 | 35.39 % |
| US East | 4,119,956.32 | -2,319,300.28 | 1,800,656.04 | 43.71 % |
| Grand Total | 19,814,628.92 | -11,564,100.40 | 8,250,528.52 | 41.64 % |

Income Statement View Detail

| FINANCIAL ROW | US EAST Amount | US WEST Amount | UNITED KINGDOM Amount | TOTAL Amount |
|--|-----------------------|-----------------------|-----------------------|------------------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4000 - Sales | | | | |
| 4210 - Revenue - Services | \$3,493,585.67 | \$4,567,376.34 | \$8,394,410.65 | \$16,455,372.66 |
| 4310 - Revenue - Products | \$626,370.65 | \$1,251,519.02 | \$1,481,366.59 | \$3,359,256.26 |
| Total - 4000 - Sales | \$4,119,956.32 | \$5,818,895.36 | \$9,875,777.24 | \$19,814,628.92 |
| Total - Income | \$4,119,956.32 | \$5,818,895.36 | \$9,875,777.24 | \$19,814,628.92 |
| Cost Of Sales | | | | |
| 5000 - Cost of Goods Sold | | | | |
| 5110 - Cost of Sales | \$695,790.09 | \$869,737.61 | \$1,645,543.56 | \$3,211,071.26 |
| 5210 - 3rd Party Contracting | \$1,623,510.19 | \$2,029,387.75 | \$3,839,601.60 | \$7,492,499.54 |
| 5310 - Purchases | \$0.00 | \$860,529.60 | \$0.00 | \$860,529.60 |
| Total - 5000 - Cost of Goods Sold | \$2,319,300.28 | \$3,759,654.96 | \$5,485,145.16 | \$11,564,100.40 |
| Total - Cost Of Sales | \$2,319,300.28 | \$3,759,654.96 | \$5,485,145.16 | \$11,564,100.40 |
| Gross Profit | \$1,800,656.04 | \$2,059,240.40 | \$4,390,632.08 | \$8,250,528.52 |

Analytics/Pivot Tables

- ▲ Example 2- Gross Profit % by Subsidiary Pivot Chart
 - Adding Pivot Chart to Home Dashboard
 - Home>Personalize>Analytics>Select Pivot Chart

The screenshot shows a software dashboard with a navigation bar at the top containing items like 'Activities', 'Payments', 'Transactions', 'Lists', 'Reports', 'Analytics', 'Customization', 'Documents', 'Setup', 'Implementation', 'Administration and Controls', 'SuiteApps', and 'Support'. A 'Personalize' button is circled in red in the top right corner. Below the navigation bar is a 'Personalize Dashboard' section with various portlet icons. The 'Analytics' icon is circled in red. An 'Analytics' configuration dialog is open, showing 'Chart Portlet' selected as the portlet type and 'SN Sales GP% by Sub' selected as the visualization. A 'Set Up' button is highlighted in yellow on the right side of the dialog.

Analytics/Pivot Tables

- ▲ Example 2- Gross Profit % by Subsidiary Pivot Chart
 - Adding Pivot Chart to Home Dashboard



Saved Searches

▲ Example 1- DSO Sales Saved Search

- Going to create a custom transaction search that filters sales to Product and Service sales and not all income account types (Ex discounts, write off, etc.)
- We can then use this saved search in our KPIs and Scorecards later
- Criteria Tab

Saved Transaction Search

Save & Run Actions

SEARCH TITLE *

ID

PUBLIC
 AVAILABLE AS LIST VIEW

AVAILABLE AS DASHBOARD VIEW
 AVAILABLE AS SUBLIST VIEW
 AVAILABLE FOR REMINDERS
 SHOW IN MENU

Criteria Results Highlighting Available Filters Audience Roles Email Audit Trail Execution Log Search Title Translation

 Use this tab to specify criteria that narrow down your search.

USE EXPRESSIONS

| Standard | Summary |
|----------|--|
| FILTER * | DESCRIPTION * |
| Account | is any of 4210 Sales : Revenue - Services, 4310 Sales : Revenue - Products |
| Posting | is true |

Saved Searches

▲ Example 1- DSO Sales Saved Search

- Results Tab
 - Note, should only be one result if going to use in KPI and Scorecards

Criteria **Results** Highlighting Available Filters Audience Roles Email Audit Trail Execution Log Search Title Translation

 Use this tab to indicate columns to be included in the search results as well as sort order.

SORT BY
Order Type DESCENDING

THEN BY
 DESCENDING

THEN BY
 DESCENDING

OUTPUT TYPE
Normal

CONSOLIDATED EXCHANGE RATE
Per-Account

SHOW TOTALS

RUN UNRESTRICTED DISALLOW

MY PREFERRED SEARCH RESULTS

Columns • Drill Down Fields

Remove all Add Multiple

| FIELD * | SUMMARY TYPE | FUNCTION | FORMULA | WHEN ORDERED BY FIELD | CUSTOM LABEL | CUS |
|---------|--------------|----------|---------|-----------------------|--------------|-----|
| Amount | Sum | | | | | |

Saved Searches

- ▲ Example 1– DSO Sales Saved Search
 - Available Filters Tab
 - Note need a date filter if will use in KPI and Scorecards

Criteria Results Highlighting **Available Filters** Audience Roles Email Audit Trail Execution Log Search Title Translation

 Limit the set of filters available on the form when you reuse this search, or to set filters for the results (such as when used as a list view). Remove all filters to use advanced search.

MY PREFERRED SEARCH FORM HIDE FILTER DROPDOWNS DEFAULT TEXT FIELD FILTER

| FILTER [*] | SHOW IN FILTER REGION | SHOW AS |
|--|-----------------------|---------|
|  Date | Yes | |

Saved Searches

- ▲ Example 1– DSO Sales Saved Search
 - We can now Save/Run the Search
 - We can now use this in our KPI and Scorecards later
 - Criteria Tab

SN KPI-DSO Sales Transaction Search: Results [Learn about NetSuite Analytics Warehouse](#) [List](#) [Search](#) [Audit Trail](#)

[Edit this Search](#)

FILTERS

DATE: FROM: TO: STYLE:

| TOTAL: 1 | |
|-----------------|--|
| SUM OF AMOUNT A | |
| 40,414,243.70 | |

Saved Searches

▲ Example 2- Customers on Credit Hold

- Going to create a custom Customer Search that identifies all customers on credit hold
 - We can then use this saved search to add to our home dashboard as a reminder later
- Criteria Tab

Saved Customer Search

Save & Run ▼ | Cancel | Preview | Actions

SEARCH TITLE *
SN Reminder Customers on Credit Hold

ID

PUBLIC

AVAILABLE AS LIST VIEW

- AVAILABLE AS DASHBOARD VIEW
- AVAILABLE AS SUBLIST VIEW
- AVAILABLE FOR REMINDERS
- SHOW IN MENU

Criteria | Results | Highlighting | Available Filters | Audience | Roles | Email | Audit Trail | Execution Log | Search Title Translation

 Use this tab to specify criteria that narrow down your search.

USE EXPRESSIONS

Standard | Summary

| FILTER * | DESCRIPTION * |
|----------------|---------------|
| On Credit Hold | is true |

Saved Searches

- ▲ Example 2- Customers on Credit Hold
 - Results Tab

Criteria **Results** Highlighting Available Filters Audience Roles Email Audit Trail Execution Log Search Title Translation

 Use this tab to indicate columns to be included in the search results as well as sort order.

SORT BY
ID DESCENDING

THEN BY
 DESCENDING

THEN BY
 DESCENDING

OUTPUT TYPE
Normal

SHOW TOTALS

MAX RESULTS
 RUN UNRESTRICTED DISALLOW I

MY PREFERRED SEARCH RESULTS

Columns • Drill Down Fields

Remove all Add Multiple

| FIELD * | SUMMARY TYPE | FUNCTION | FORMULA | WHEN ORDERED BY FIELD | CUSTOM LABEL | CUSTO |
|-------------|--------------|----------|---------|-----------------------|--------------|-------|
| ID | Group | | | | | |
| Name | Group | | | | | |
| Sales Rep | Group | | | | | |
| Internal ID | Count | | | | | |

Saved Searches

- ▲ Example 2– Customers on Credit Hold
 - Save/Run

SN Reminder Customers on Credit Hold: Results [Learn about NetSuite Analytics Warehouse](#) [List](#) [Search](#) [Audit Trail](#)

[Edit this Search](#)

FILTERS

STYLE
Normal

TOTAL: 5

| NAME A | SALES REP | COUNT OF INTERNAL ID |
|-----------------------|---------------|----------------------|
| Davidson Supplies | Joel Williams | 1 |
| Davis Supplies | Will Clark | 1 |
| Dazzlesphere Company | Will Clark | 1 |
| Demizz Consulting | Joel Williams | 1 |
| The Altima Technology | Will Clark | 1 |
| Total | | 5 |

Saved Searches

- ▲ Example 2- Customers on Credit Hold
 - Add Saved Search as a Reminder on your Home Dashboard
 - Navigate to Home>Personalize>Reminders

The screenshot illustrates the process of adding a saved search as a reminder on the NetSuite Home dashboard. It is divided into three main sections:

- Home Dashboard:** Shows the 'Personalize Dashboard' window with various portlets. The 'Reminders' portlet is highlighted in yellow.
- Select reminders dialog:** A modal window titled 'Select reminders' is open. It shows a search for 'SN' and a list of items to add. The item 'SN Reminder Customers on Credit Hold' is selected and highlighted in yellow. A tooltip above it reads: 'Reminders Reminders of actions you might need to take. Click or drag and drop to add to dashboard. Reminders portlets remaining: 1'.
- Reminders Portlet:** Shows the 'Reminders' portlet on the dashboard. It displays a count of 2 tasks to complete. The item '5 SN Reminder Customers on Credit Hold' is highlighted in yellow and circled in red.

Arrows indicate the flow: from the 'Reminders' portlet on the dashboard to the 'Select reminders' dialog, and from the selected item in the dialog to the 'Reminders' portlet on the dashboard.

KPIs/Scorecards

▲ Example 1– Key Performance Indicators Portlet

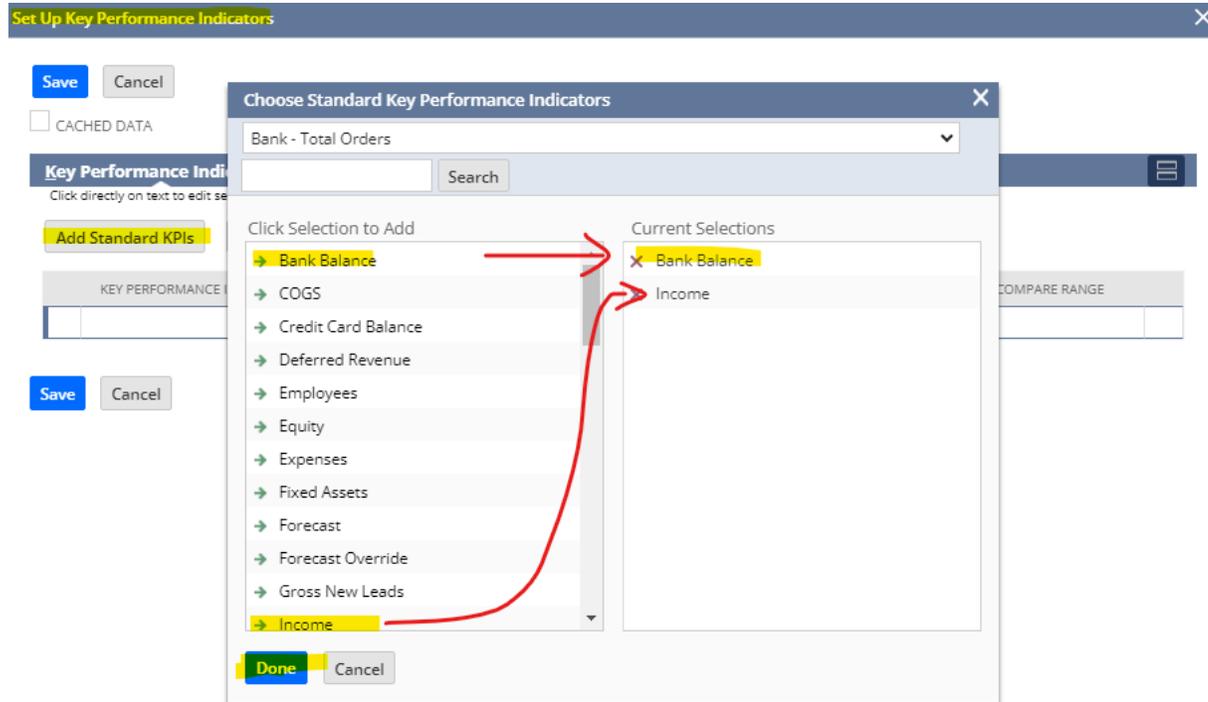
- Going to add Key Performance Indicators Portlet to Home Dashboard including the use of both standard KPIs and our custom KPI using the custom DSO Sales search we created earlier

The screenshot displays a software dashboard with a navigation bar at the top containing various menu items like 'Activities', 'Payments', 'Transactions', etc. Below the navigation bar is a 'Home' section with a 'Personalize Dashboard' panel. This panel is divided into 'Standard Content' and 'SuiteApps' sections. In the 'Standard Content' section, the 'Key Performance In...' portlet is highlighted in yellow. Below this, the 'Key Performance Indicators' portlet is shown with a 'No content' message and a 'Please set up this portlet by clicking on the menu above.' instruction. A 'Set Up' button is located in the bottom right corner of the portlet area.

KPIs/Scorecards

▲ Example 1– Key Performance Indicators Portlet

- Add standard KPIs
 - Bank Balance
 - Income



KPIs/Scorecards

▲ Example 1- Key Performance Indicators Portlet

- Add our custom KPI for DSO Sales
 - Can search to find

Set Up Key Performance Indicators

Save Cancel

CACHED DATA

Key Performance Indicators [Popup Trend Graphs](#)

Click directly on text to edit selection. Click Add Custom KPIs to add the summary.

Add Standard KPIs Add Custom KPIs Move To Top

| KEY PERFORMANCE INDICATOR | RANGE |
|---------------------------|------------|
| Bank Balance | today |
| Income | this month |

Set Up Key Performance Indicators

Save Cancel

CACHED DATA

Key Performance Indicators

Click directly on text to edit selection.

Add Standard KPIs

KEY PERFORMANCE INDICATOR

Bank Balance

Income

Save Cancel

Choose Custom Key Performance Indicators

Choose up to 10 custom KPIs.

SN KPI Search

Click Selection to Add

Current Selections

SN KPI-DSO Sales Transaction Search

SN KPI-DSO Sales Transaction Search

Done Cancel

COMPARE RANGE

same day last month

month

last month to date

Key Performance Indicators

| INDICATOR | PERIOD | CURRENT | PREVIOUS | CHANGE |
|-------------------------------------|-----------------------------------|-------------|-------------|--------|
| Total Bank Balance | Today vs. Same Day Last Month | \$5,618,062 | \$5,392,396 | ↑ 4.2% |
| Income | This Month vs. Last Month to Date | \$2,463,144 | \$2,441,391 | ↑ 0.9% |
| SN KPI-DSO Sales Transaction Search | This Month vs. Last Month | \$2,459,774 | \$2,441,391 | ↑ 0.8% |

KPIs/Scorecards

▲ Example 2- KPI Meter Portlet

- Now that we have our Key Performance Indicator Portlet added, we can add a KPI Meter and select which KPI we want to display in the meter. For me, I like to see bank balance since cash is KING!!!!!!!
 - Navigate to Home>Personalize>KPI Meter

The screenshot shows a software interface with a top navigation bar containing menu items: Home, Activities, Payments, Transactions, Lists, Reports, Analytics, Customization, Documents, Setup, Implementation, Administration and Controls, SuiteApps, and Support. Below the navigation bar is a 'Home' section with a 'Personalize Dashboard' panel. This panel contains a grid of portlets. One 'KPI Meter' portlet is highlighted with a yellow background, and a tooltip is visible over it that reads: 'KPI Meter. Click or drag and drop to add to dashboard. KPI Meter portlets remaining: 3'. Below the 'Personalize Dashboard' panel, two views of the 'KPI Meter' portlet are shown. The left view shows a dropdown menu with 'Total Bank Balance' selected and highlighted in yellow. The right view shows the 'KPI Meter' portlet displaying a gauge chart for 'Total Bank Balance' with a value of \$5.6M. The gauge has a scale from 0 to 8.1M, with a green needle pointing to 5.4M. The text 'TOTAL BANK BALANCE' is displayed below the gauge.

KPIs/Scorecards

▲ Example 3- KPI Scorecard

- We can create a KPI Scorecard and factor in native results as well as formula results and tie in custom searches to be used in formulas/calculations
- First we need to create a scorecard. In search bar can search page: Scorecard – shows list of scorecards

The screenshot displays the Oracle NetSuite interface. At the top, the search bar contains the text "Page: Scorecard". Below the search bar, a dropdown menu shows "Global Search Results" with a highlighted item "Page: KPI Scorecards" and another item "Page: New KPI Scorecard". The main content area is titled "KPI Scorecards" and features a "New" button and a "FILTERS" section with a "FROM BUNDLE" dropdown. Below this is a table listing various scorecards.

| EDIT | NAME | OWNER | EXPORT |
|-----------|---------------------------|---------------|--------|
| Edit | Board Metrics | Kathryn Glass | Export |
| Edit | Covenants | Kathryn Glass | Export |
| Edit | Customer | Kathryn Glass | Export |
| Edit | Customer Activity | Kathryn Glass | Export |
| Edit | Customer Service | Kathryn Glass | Export |
| Edit | Executive Financials | Kathryn Glass | Export |
| Edit | Expenses | Kathryn Glass | Export |
| Customize | Financial Ratios | | Export |
| Edit | Financials | Kathryn Glass | Export |
| Edit | Financials Overview | Kathryn Glass | Export |
| Edit | Inventory | Kathryn Glass | Export |
| Edit | Inventory Scorecard | Kathryn Glass | Export |
| Edit | NetSuite Action Item KPIs | Kathryn Glass | Export |
| Edit | NetSuite Action Items | Kathryn Glass | Export |
| Edit | NetSuite Issue Trends | Kathryn Glass | Export |
| Edit | NetSuite Project Issues | Kathryn Glass | Export |
| Edit | Period Based Financials | Kathryn Glass | Export |
| Edit | Quote and Sales | Kathryn Glass | Export |
| Edit | Sales | Kathryn Glass | Export |
| Edit | Sales Audit | Kathryn Glass | Export |
| Edit | Sales and Operations | Kathryn Glass | Export |
| Edit | Vendor | Kathryn Glass | Export |
| Edit | Vendor Performance | Kathryn Glass | Export |
| Edit | Warehouse Operations | Kathryn Glass | Export |

KPIs/Scorecards

▲ Example 3– KPI Scorecard

- Give your New Scorecard a name
- You can see how easy to add native KPIs by selecting those available in the dropdown. What follows is the KPIs, Date Ranges, and Custom Tab that shows the Scorecard created
- KPIs Tab

KPI Scorecard

Edit Back Actions

ID: custkpscorecard1

NAME: SN KPI Scorecard

OWNER: Kathryn Glass

USE PERIODS

DESCRIPTION

Content Audience Translation

KPIs • Date Ranges • Custom • Highlighting

| KPI | COMPARE VALUE TO | COMPARE WITH PREVIOUS | COMPARISON TYPE | INVERT COMPARISON | FORMULA | LESS IS MORE | HIDDEN | LABEL | TRANSLATION |
|-------------------|------------------|-----------------------|-----------------|-------------------|-------------------------------|--------------|--------|----------------------|-------------|
| Bank Balance | | | | | | | | | |
| Receivables | | | | | | | | | |
| Inventory | | | | | | | | | |
| Revenue | | | | | | | | | |
| COGS | | | | | | | | | |
| Formula (Numeric) | | | | | {REVENUE}-{COGS} | | | Gross Profit | |
| Formula (Percent) | | | | | {(REVENUE)-{COGS}}/{REVENUE} | | | Gross Profit % | |
| Formula (Numeric) | | | | | {RECEIVABLES}/{CUSTOM} | Yes | | Receivables Turnover | |
| Formula (Numeric) | | | | | {RECEIVABLES}/{CUSTOM}*{Days} | Yes | | DSO in Days | |

KPIs/Scorecards

- ▲ Example 3- KPI Scorecard
 - Date Ranges Tab

KPI Scorecard

[Edit](#) | [Back](#) | Actions

ID
custkpscorecard1
NAME
SN KPI Scorecard
OWNER
Kathryn Glass

USE PERIODS
DESCRIPTION

[Content](#) | [Audience](#) | [Translation](#)

[KPIs](#) • [Date Ranges](#) • [Custom](#) • [Highlighting](#)

| RANGE | COMPARE VALUE TO | COMPARE WITH PREVIOUS | COMPARISON TYPE | INVERT COMPARISON | LABEL | TRANSLATION |
|--------------------|--------------------|-----------------------|---------------------|-------------------|----------------|-------------|
| this month to date | | | | | | |
| last month to date | | | | | | |
| this month to date | last month to date | | Variance (Absolute) | | Variance | |
| this month to date | last month to date | | Variance (Percent) | | Variance % | |
| this year to date | | | | | | |
| last year to date | | | | | | |
| this year to date | last year to date | | Variance (Absolute) | | Variance YTD | |
| this year to date | last year to date | | Variance (Percent) | | Variance YTD % | |

KPIs/Scorecards

▲ Example 3- KPI Scorecard

- Custom Tab

- Note was able to add our Custom Search for DSO Sales as KPI that was then able to be used in the DSO Formula/Calculations on the Scorecard

KPI Scorecard

Edit Back Actions

ID
custkpscorecard1
NAME
SN KPI Scorecard
OWNER
Kathryn Glass

Content Audience Translation

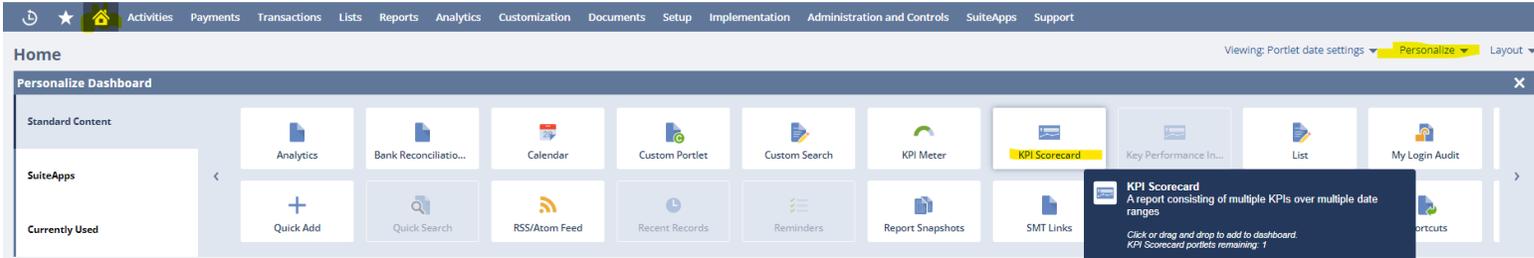
KPIs • Date Ranges • Custom • Highlighting

CUSTOM KPI #1
SN KPI-DSO Sales Transaction Search
CUSTOM KPI #2
CUSTOM KPI #3

| KPI | COMPARE VALUE TO | COMPARE WITH PREVIOUS | COMPARISON TYPE | INVERT COMPARISON | FORMULA | LESS IS MORE | HIDDEN | LABEL |
|-------------------|------------------|-----------------------|-----------------|-------------------|-------------------------------|--------------|--------|----------------------|
| Bank Balance | | | | | | | | |
| Receivables | | | | | | | | |
| Inventory | | | | | | | | |
| Revenue | | | | | | | | |
| COGS | | | | | | | | |
| Formula (Numeric) | | | | | {REVENUE}-{COGS} | | | Gross Profit |
| Formula (Percent) | | | | | {(REVENUE}-{COGS})/{REVENUE} | | | Gross Profit % |
| Formula (Numeric) | | | | | {RECEIVABLES}/{CUSTOM} | Yes | | Receivables Turnover |
| Formula (Numeric) | | | | | {RECEIVABLES}/{CUSTOM}*{Days} | Yes | | DSO in Days |

KPIs/Scorecards

- ▲ Example 3- KPI Scorecard
 - Adding KPI Scorecard to your Home Dashboard
 - Navigate to Home>Personalize>KPI Scorecard



SN KPI Scorecard

| INDICATOR | THIS MONTH TO DATE | LAST MONTH TO DATE | VARIANCE | VARIANCE % | THIS YEAR TO DATE | LAST YEAR TO DATE | VARIANCE YTD | VARIANCE YTD % |
|----------------------|--------------------|--------------------|---------------|------------|-------------------|-------------------|-----------------|----------------|
| Bank Balance | \$5,618,062 | \$5,392,396 | ↑ \$225,667 | ↑ +4.18% | \$5,618,062 | \$3,078,446 | ↑ \$2,539,616 | ↑ +82.50% |
| Receivables | \$2,026,129 | \$2,251,010 | ↓ (\$224,881) | ↓ -9.99% | \$2,026,129 | \$1,759,968 | ↑ \$266,162 | ↑ +15.12% |
| Inventory | \$2,205,019 | \$2,202,732 | ↑ \$2,286 | ↑ +0.10% | \$2,205,019 | \$1,768,654 | ↑ \$436,365 | ↑ +24.67% |
| Revenue | \$2,373,662 | \$2,441,391 | ↓ (\$67,729) | ↓ -2.77% | \$19,814,629 | \$14,459,549 | ↑ \$5,355,080 | ↑ +37.03% |
| COGS | \$1,112,492 | \$1,116,452 | ↓ (\$3,960) | ↓ -0.35% | \$11,564,100 | \$9,673,674 | ↑ \$1,890,427 | ↑ +19.54% |
| Gross Profit | 1,261,169.96 | 1,324,939.21 | ↓ -63,769.259 | ↓ -4.81% | 8,250,528.52 | 4,785,875.34 | ↑ 3,464,653.176 | ↑ +72.39% |
| Gross Profit % | 53.13% | 54.27% | ↓ -1.138% | ↓ -2.10% | 41.64% | 33.10% | ↑ 8.54% | ↑ +25.80% |
| Receivables Turnover | 0.85 | 0.92 | ↓ -0.068 | ↓ -7.42% | 0.1 | 0.12 | ↓ -0.019 | ↓ -15.99% |
| DSO in Days | 8.54 | 9.22 | ↓ -0.684 | ↓ -7.42% | 29.04 | 34.45 | ↓ -5.527 | ↓ -15.99% |

Questions?

Next Steps

- ▲ Going to send out Recording and This Deck to all those Registered and who attended today
- ▲ Will be hosting monthly with next one targeted to be Friday 11/15/24 12–1PM PST
 - Thinking next topic will be on workflows
- ▲ If you have any NetSuite pain points, enhancements, integrations or any questions we would be happy to setup a quick chat and see how we can help



NetSuite Consulting, Implementation and
Outsourced Accounting Services

THANK YOU!

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