



# ScaleNorth NetSuite MasterClass— Session 18-NetSuite Customized Reporting

April 24, 2026

# Confidentiality Notice

The information in this document is confidential and proprietary to ScaleNorth, Inc.

This document must not be disclosed to any third party without prior written consent from ScaleNorth, Inc.

# Objective

- ▲ We have started hosting these monthly NetSuite Master Classes, because we have found most common challenges people have with NetSuite
  - Lack of Training
    - Take advantage of saved search reporting
    - CSV Imports
    - Mass Updates
    - Simple workflows to automate processes
    - Custom Records, Forms, Fields
    - Advanced PDFs
  - Don't Know what I don't Know
- ▲ Our goal is to teach these things so companies and more importantly their employees can maximize the value and utility they get out of the NetSuite Platform/Ecosystem

# Agenda

## ▲ Introductions

- ScaleNorth
  - Quick ScaleNorth Overview

## ▲ What you'll learn

- Report Layout
  - Using formulas in layout, leveraging custom sections to link to other reports
- Formula Columns
  - Adding Formula Fields/Columns to Reports
- Filters
  - Setting up advanced filters

## ▲ Use Cases

- How to Add EBITDA to your NetSuite Financial Reports

## ▲ Live Q&A

## ▲ Next Steps

# Introductions



**Charles Stevenson**

Vice President, Sales

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



**Dean Carazza, CPA**

Sr. Business Development Manager

[dcarazza@scalenorth.com](mailto:dcarazza@scalenorth.com)

714-350-6211

- ▲ 15 years of experience
- ▲ Public and Private Accounting
- ▲ 9 years NetSuite Experience
  - 2 Years Private/User - Assistant Controller for \$100M Distributor in Irvine
  - 7 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



275+  
Team  
Members



1,650+  
Years of Collective  
NetSuite ERP  
Experience

ORACLE NETSUITE  
BPO Partner



680+  
NetSuite  
Certifications  
Held by Staff



8.5+  
Avg Years of  
NetSuite  
Experience

ORACLE NETSUITE  
Solution Provider



\$2.5B+  
Annual Revenue  
Transactions  
Processed



57%  
Percentage  
of staff with  
CPAs

ORACLE NETSUITE  
SuiteCloud Developer Network

# Services at a Glance



NetSuite  
Implementation



Outsourced  
Accounting



NetSuite Consulting &  
Managed Services



Technical  
Services

# Technology Partners



**Disclaimer** – purpose of this class is for demonstration/educational purposes. Additionally recommend any configuration and testing always be done in a Sandbox environment first before creating/deploying in production. ScaleNorth is not responsible for any actions not performed by ScaleNorth.



**This webinar is CPE eligible.** You'll be polled with **3 polling questions + 1 survey** throughout the presentation.

All questions and the survey must be answered to receive credit. Our team will follow up and issue your CPE Certificate upon successful completion.

## CPE INFORMATION



**CREDITS**  
1.0



**FIELD**  
**Computer Software & Applications**



**DELIVERY**  
**Group Internet-Based**



**LEVEL**  
**Basic**



**PREREQUISITES / PREPARATION: None**

## POLICIES & CONTACT



### CANCELLATION POLICY

If ScaleNorth, Inc. cancels a Group Internet-Based program, we email registered participants no later than 24 hours prior to the scheduled start. There is no fee for this course.



### COMPLAINTS & CONCERNS

Please contact Nancy Girouard:



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+1 415 572 2775



# Participation Polling Question

## ▶ Question #1

- ▶ How Long Have you Been Using NetSuite?
  - ▶ 0-1 Years
  - ▶ 2-4 Years
  - ▶ > 5 Years

# NetSuite Customized Reports



# Report Layouts

- Using formulas in layout, leveraging custom sections to link to other Reports

# Report Layouts – Using Formulas and Custom Sections

- ▲ The First Use case we will do is to Create a Custom Balance Sheet that uses Reference Rows to link to custom Income Statement Reports to source in key Income Statement Values. Once sourced into our balance sheet in a custom reference row, it is now usable in formulas to help calculate KPIs/Metrics directly on your balance sheet Report.
- ▲ The following is the steps and screen shots to setup

# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ Navigate to Reports>Financial>Balance Sheet
  - Click the Customize button at the bottom of the report
  - Rename your report – SN MC Reference Balance Sheet

**Financial Report Builder** CUSTOM BALANCE SHEET

● Edit Layout ● Edit Columns ● Filters ● Sorting (Optional) ● More Options

NAME \*  
SN Reference Balance Sheet

Subsidiary Context  
Parent Company (Consolidated)

LAYOUT  
Custom Balance Sheet Layout(US) 4

Edit Layout Preview Layout

LAYOUT  
Add Row/Section...

Header Row: ASSETS

HEADER LABEL \*  
ASSETS

DISPLAY ROW

- Next, we will add a Text Row called Ratios
  - Click on the last section of the report – Total Liabilities and Equity. Once selected/highlighted, then In the Edit Layout Section – select the add row/section dropdown

**Financial Report Builder** CUSTOM BALANCE SHEET

● Edit Layout ● Edit Columns ● Filters ● Sorting (Optional) ● More Options

NAME \*  
SN Reference Balance Sheet

Subsidiary Context  
Parent Company (Consoli

LAYOUT  
Add Row/Section...

Header Row: Li

HEADER LABEL \*  
Liabilities & Equity

SUMMARY LABEL  
Total Liabilities & Equit

CHILD OF

DISPLAY  
Expanded

Summary Row Calculations  
Select the method for

DYNAMIC TOTAL

APPLY A FORMULA

Total Liabilities & Equ

# Report Layouts – Using Formulas and Custom Sections - Continued

## ▲ Name your Text Row

- Note you may have to use the up/down arrows highlighted to get your text row to display at the bottom
- Save the Report

Financial Report Builder CUSTOM BALANCE SHEET

NAME \* SN Reference Balance Sheet

Subsidiary Context Parent Company (Consolidated)

LAYOUT Custom Balance Sheet Layout(US) 4

Text Row: Ratios

TEXT Ratios

CHILD OF

Format

FONT 8 pt

LINE None

ROW COLOR

- You can now see your text row added at the bottom of the Report. Can use the Collapse button to minimize to see easier/faster.

SN Reference Balance Sheet View Detail

FINANCIAL ROW	AMOUNT
ASSETS	
Current Assets	\$13,197,495.83
Total ASSETS	\$13,197,495.83
Liabilities & Equity	
Current Liabilities	\$7,209,161.72
Equity	\$5,668,334.10
Total Liabilities & Equity	\$13,197,495.83
Ratios	

DATE today AS OF 04/24/2026 SUBSIDIARY CONTEXT Parent Company (Consolidated) COLUMN Total

https://td2928790.app.netsuite.com/app/reporting/reportrunner.nl?cr=414&customized=T&whenc...

# Report Layouts – Using Formulas and Custom Sections - Continued

▲ Next we will create our first custom income statement report for Income that can then be used as a reference row on our custom balance sheet we are building.

- Navigate to Reports>New Financial Report>Standard Income Statement Layout (US)

## New Financial Report - Select Financial Statement

FINANCIAL STATEMENT
Standard Balance Sheet Layout(US)
Standard Cash Flow Statement Layout(US)
Standard Income Statement Layout(US)

- Next we can rename our custom report
  - SN MC Income Reference Income Statement

**Financial Report Builder** CUSTOM INCOME STATEMENT

● Edit Layout ● Edit Columns ● Filters ● Sorting (Optional)

NAME \*  
SN MC Income Reference Income Statement

Subsidiary Context  
Parent Company (Cor

LAYOUT  
Add Row/Section... [X] [↓] [↑]

- Income
- Cost Of Sales
- Gross Profit

Header Row:  
HEADER LABEL \*  
Ordinary Income/E  
SUMMARY LABEL  
Net Ordinary Incor  
CHILD OF

# Report Layouts – Using Formulas and Custom Sections - Continued

▲ Next, we want to move income out on it's own and delete all the other rows and sections

- Click on the Income Section of the report
- Then select Child of and select blank

**Financial Report Builder** CUSTOM INCOME STATEMENT

● Edit Layout ● Edit Columns ● Filters ● Sorting (Optional) ● More Options

NAME \* SN MC Income Reference Income Statement Subsidiary Context Parent Company (Consolidated) LAYOUT Custom Income State

LAYOUT Add Row/Section... [X] [↓] [↑]

- Ordinary Income/Expense
- Cost Of Sales
- Gross Profit
- Expense
- Net Ordinary Income
- Other Income and Expenses
- Other Income
- Other Expense
- Net Other Income

Account Section: Income

HEADER LABEL \* Income

TOTAL LABEL

CHILD OF

- Ordinary Income/Expense
- Other Income and Expenses
- Ordinary Income/Expense

Account SHOW HIERARCHY

- Can see once select blank it jumps to the top

**Financial Report Builder** CUSTOM INCOME STATEMENT

● Edit Layout ● Edit Columns ● Filters ● Sorting (Optional) ● More Options

NAME \* SN MC Income Reference Income Statement Subsidiary Context Parent Company (Consolidated) LAYOUT Custom Income Statement Layout(US) 8 Edit La

LAYOUT Add Row/Section... [X] [↓] [↑]

- Ordinary Income/Expense
- Cost Of Sales
- Gross Profit
- Expense
- Net Ordinary Income

Account Section: Income

HEADER LABEL \* income  DISPLAY ROW

TOTAL LABEL  DISPLAY ROW

CHILD OF

- Save the Report

# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ Click Return To Customization Button at bottom of Report
  - Now we can delete the other sections/rows so just have Income
    - Select the Net Income Row/Section – then click the X to delete

**Financial Report Builder** SN MC INCOME REFERENCE INCOME STATEMENT

● Edit Layout ● Edit Columns ● Filters ● Sorting (Optional) ● More Options

NAME \*  
SN MC Income Reference Income Statement

Subsidiary Context  
Parent Company (Consolidated)

LAYOUT  
Custom Income Statement Lay

LAYOUT  
Add Row/Section... [X] [↓] [↑]

- Income
  - Ordinary Income/Expense
  - Cost Of Sales
  - Gross Profit
  - Expense
  - Net Ordinary Income
  - Other Income and Expenses
    - Other Income
    - Other Expense
    - Net Other Income

Formula Row: Net Income

FORMULA LABEL \*  
Net Income

CHILD OF

MARKER  
Net Income

Format

FONT  
8 pt [B] [I] [U] [A]

LINE  
Above Row Dotted 1 pt [A]

- Click on the Ordinary Income/Expense Row/Section and then hit the X icon to delete – hit Ok

**Financial Report Builder** CUSTOM INCOME STATEMENT

● Edit Layout ● Edit Columns ● Filters ● Sorting (Optional) ● More Options

NAME \*  
SN MC Income Reference Income Statement

Subsidiary Context  
Parent Company (Consolidated)

LAYOUT  
Custom Income Statement Layout(US) 8

Edit Layout Preview Layout

LAYOUT  
Add Row/Section... [X] [↓] [↑]

- Income
  - Ordinary Income/Expense
  - Cost Of Sales
  - Gross Profit
  - Expense
  - Net Ordinary Income
  - Other Income and Expenses
    - Other Income

Header Row: Ordinary Income/Expense

HEADER LABEL \*  
Ordinary Income/Expense [X]  DISPLAY ROW

SUMMARY LABEL  
Net Ordinary Income

CHILD OF

DISPLAY  
Expanded

Delete  
Are you sure you want to delete this header row and all of its children?  
OK Cancel

# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ Click Return To Customization Button at bottom of Report
  - Now we can delete the other sections/rows so just have Income
    - Select the Net Other Income Row/Section – then click the X to delete

The screenshot shows the 'Financial Report Builder' interface for 'SN MC INCOME REFERENCE INCOME STATEMENT'. The 'Edit Layout' tab is active. In the 'LAYOUT' section, the 'Add Row/Section...' dropdown is open, and the 'Net Other Income' row is highlighted. A red circle highlights the 'X' icon next to the row. A red arrow points from this icon to a 'Delete' dialog box that appears, asking 'Are you sure you want to delete this header row and all of its children?'. The dialog has 'OK' and 'Cancel' buttons.

- Now can see just left with Income Section

The screenshot shows the 'Financial Report Builder' interface for 'SN MC INCOME REFERENCE INCOME STATEMENT'. The 'Edit Layout' tab is active. The 'LAYOUT' section shows the 'Add Row/Section...' dropdown with the 'Income' section selected. The 'Account Section: Income' configuration is visible, showing the 'HEADER LABEL' as 'Income' and the 'TOTAL LABEL' as 'Income'.

- Save the Report – Can see only thing on the Income Statement is the Income Section

The screenshot shows the final report titled 'SN MC Income Reference Income Statement'. The report is displayed in a table format with columns for 'FINANCIAL ROW' and 'AMOUNT'. The 'Income' section is expanded, showing the following data:

FINANCIAL ROW	AMOUNT
<b>Income</b>	
4000 - Sales	
4210 - Revenue - Services	\$8,856,920.98
4310 - Revenue - Products	\$1,551,441.71
4410 - Reimbursed Expenses	\$2,616.50
<b>Total - 4000 - Sales</b>	<b>\$10,410,979.19</b>
<b>Total - Income</b>	<b>\$10,410,979.19</b>

# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ Now we can follow the same steps to create a custom income statement report for Cost of Goods Sold that can then be used as a reference row on our custom balance sheet we are building.

- Navigate to Reports>New Financial Report>Standard Income Statement Layout (US)

## New Financial Report - Select Financial Statement

FINANCIAL STATEMENT
Standard Balance Sheet Layout(US)
Standard Cash Flow Statement Layout(US)
Standard Income Statement Layout(US)

- Next we can rename our custom report
  - SN MC COGS Reference Income Statement

## Financial Report Builder

### CUSTOM INCOME STATEMENT

● Edit Layout ● Edit Columns ● Filters ● Sorting (Optional) ● More Options

NAME \*  
SN MC COGS Reference Income Statement

Subsidiary Context  
Parent Company (Consolidated)

LAYOUT  
Custom Income Statement Layout(US) 9

Edit

LAYOUT  
Add Row/Section... [X] [↓] [↑]

[-] Ordinary Income/Expense [Pencil]

Income

Header Row: Ordinary Income/Expense

HEADER LABEL \*  
Ordinary Income/Expense

DISPLAY ROW

SUMMARY LABEL

# Report Layouts – Using Formulas and Custom Sections - Continued

▲ Next, we want to move Cost of Sales out on it's own and delete all the other rows and sections

- Click on the Cost of Sales Section of the report
- Then select Child of and select blank

**Financial Report Builder** CUSTOM INCOME STATEMENT

Edit Layout Edit Columns Filters Sorting (Optional) More Options

NAME \* SN MC COGS Reference Income Statement Subsidiary Context Parent Company (Consolidated) LAYOUT Custom Income Statement Layout(US) 9 Edit Layout Preview Layout

LAYOUT Add Row/Section... [X] [↓] [↑]

- Ordinary Income/Expense
  - Income
  - Cost of Sales
  - Gross Profit
  - Expense
  - Net Ordinary Income
- Other Income and Expenses
  - Other Income
  - Other Expense

Account Section: Cost Of Sales

HEADER LABEL \* Cost Of Sales [X] DISPLAY ROW

TOTAL LABEL [X] DISPLAY ROW

CHILD OF Ordinary Income/Expense

- Other Income and Expenses
- Ordinary Income/Expense

- Can see once select blank it jumps to the top

**Financial Report Builder** CUSTOM INCOME STATEMENT

Edit Layout Edit Columns Filters Sorting (Optional) More Options

NAME \* SN MC COGS Reference Income Statement Subsidiary Context Parent Company (Consolidated) LAYOUT Custom Income Statement Layout(U:

LAYOUT Add Row/Section... [X] [↓] [↑]

- Ordinary Income/Expense
  - Income
  - Gross Profit
  - Expense
  - Net Ordinary Income

Account Section: Cost Of Sales

HEADER LABEL \* Cost Of Sales [X] c

TOTAL LABEL [X] c

CHILD OF [X]

- Save the Report

# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ Click Return To Customization Button at bottom of Report
  - Now we can delete the other sections/rows so just have Income
    - Select the Net Income Row/Section – then click the X to delete

**Financial Report Builder** SN MC COGS REFERENCE INCOME STATEMENT

● Edit Layout ● Edit Columns ● Filters ● Sorting (Optional) ● More Options

NAME \* SN MC COGS Reference Income Statement Subsidiary Context Parent Company (Consolidated) LAYOUT Custom Income Statement Layout(US) 9 Edit L

LAYOUT Add Row/Section... [X] [↓] [↑]

- Cost Of Sales
- Ordinary Income/Expense
  - Income
  - Gross Profit
  - Expense
  - Net Ordinary Income
- Other Income and Expenses
  - Other Income
  - Other Expense
  - Net Other Income

**Formula Row: Net Income**

FORMULA LABEL \* Net Income  DISPLAY ROW

CHILD OF Income

MARKER Net Income

**Format**

FONT 8 pt **B** *I* **A**

LINE Above Row Dotted 1 pt

- Click on the Ordinary Income/Expense Row/Section and then hit the X icon to delete – hit Ok

**Financial Report Builder** SN MC COGS REFERENCE INCOME STATEMENT

● Edit Layout ● Edit Columns ● Filters ● Sorting (Optional) ● More Options

NAME \* SN MC COGS Reference Income Statement Subsidiary Context Parent Company (Consolidated) LAYOUT Custom Income Statement Layout(US) 9 Edit Layout Preview Layout Do

LAYOUT Add Row/Section... [X] [↓] [↑]

- Cost Of Sales
- Ordinary Income/Expense
  - Income
  - Gross Profit
  - Expense
  - Net Ordinary Income
- Other Income and Expenses
  - Other Income
  - Other Expense
  - Net Other Income

**Header Row: Ordinary Income/Expense**

HEADER LABEL \* Ordinary Income/Expense  DISPLAY ROW

SUMMARY LABEL Net Ordinary Income

CHILD OF

DISPLAY Expanded

MARKER

**Delete**

Are you sure you want to delete this header row and all of its children?

OK Cancel

# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ Click Return To Customization Button at bottom of Report
  - Now we can delete the other sections/rows so just have Income
    - Select the Net Other Income Row/Section – then click the X to delete

Financial Report Builder SN MC COGS REFERENCE INCOME STATEMENT

Edit Layout Edit Columns Filters Sorting (Optional) More Options

NAME \* SN MC COGS Reference Income Statement

Subsidiary Context Parent Company (Consolidated)

LAYOUT Custom Income Statement Layout(US) 9

Edit Layout Preview Layout Down

LAYOUT Add Row/Section... [X] [↓] [↑]

Cost Of Sales

Other Income and Expenses

Other Income

Other Expense

Header Row: Other Income and Expenses

HEADER LABEL \* Other Income and Expenses  DISPLAY ROW

SUMMARY LABEL Net Other Income

BUILD OF

DISPLAY Expanded

Delete

Are you sure you want to delete this header row and all of its children?

OK Cancel

- Now can see just left with Cost of Sales Section

Financial Report Builder SN MC COGS REFERENCE INCOME STATEMENT

Edit Layout Edit Columns Filters Sorting (Optional) More Options

NAME \* SN MC COGS Reference Income Statement

Subsidiary Context Parent Company (Consolidated)

LAYOUT Custom Income Statement Layout(US) 9

Edit Layout

LAYOUT Add Row/Section... [X] [↓] [↑]

Account Section: Cost Of Sales

HEADER LABEL \* Cost Of Sales  DISPLAY ROW

TOTAL LABEL

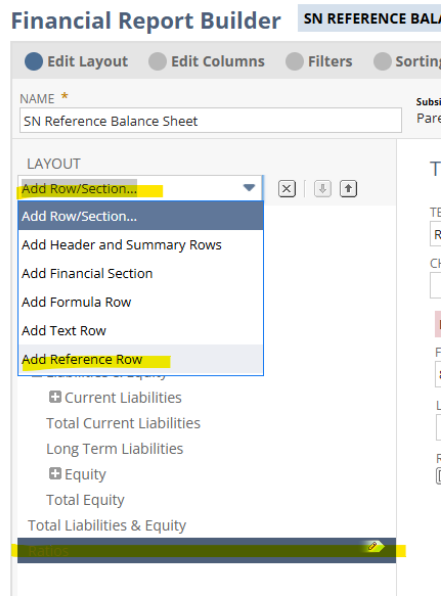
- Save the Report – Can see only thing on the Income Statement is the Cost of Sales Section

SN MC COGS Reference Income Statement [View Detail](#)

FINANCIAL ROW	AMOUNT
<b>Cost Of Sales</b>	
5000 - Cost of Goods Sold	
5110 - Cost of Sales	\$1,017,771.62
5210 - 3rd Party Contracting	\$2,374,800.49
5310 - Purchases	\$785,792.81
5340 - Inventory Variance	(\$651,740.00)
<b>Total - 5000 - Cost of Goods Sold</b>	<b>\$3,526,624.91</b>
<b>Total - Cost Of Sales</b>	<b>\$3,526,624.91</b>

# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ Now that we have our saved reference reports, next we will add our first Reference Row to source in Income as a row on our custom balance sheet
  - Bring back up your custom balance sheet that you were working on
  - Click the Customize/Return to Customization button at the bottom of the report
  - Click on the Ratios text row at the bottom of the layout to highlight/select, then select the add row/section dropdown and select add Reference Row



- Use the Up/Down Arrows to get it to show at the bottom

# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ We can now rename our reference row and select the desired reference report we want to link
  - Change Header Label to – Income
  - Select our Income Reference Income Statement Report in the Report Dropdown
  - Relative Range Select Beginning of Year TO Beginning of Year

**Financial Report Builder** SN REFERENCE BALANCE SHEET

Edit Layout  
  Edit Columns  
  Filters  
  Sorting (Optional)  
  More Options

NAME \* SN Reference Balance Sheet  
 Subsidiary Context Parent Company (Consolidated)  
 LAYOUT Custom Balance Sheet Layout(US) 4  
 [Edit Layout](#)

LAYOUT Add Row/Section...

- ASSETS
  - Current Assets
  - Total Current Assets
  - Fixed Assets
  - Other Assets
  - Total ASSETS
- Liabilities & Equity
  - Current Liabilities
  - Total Current Liabilities
  - Long Term Liabilities
  - Equity
  - Total Equity
  - Total Liabilities & Equity
  - Ratios

**Reference Row: Income**

HEADER LABEL \*   DISPLAY ROW

CHILD OF

REPORT

ROW

RELATIVE RANGE  TO

**Format**

FONT 8 pt

LINE Above Row  Dotted  1 pt

- Hit Save – Collapse Button
- Can See Income Sourced in on Report and Ties to Regular Income Statement Report for this YTD

**SN Reference Balance Sheet** [View Detail](#)

FINANCIAL ROW	AMOUNT
<b>ASSETS</b>	
Current Assets	\$13,197,495.83
<b>Total ASSETS</b>	\$13,197,495.83
<b>Liabilities &amp; Equity</b>	
Current Liabilities	\$7,529,161.72
Equity	\$5,668,334.10
<b>Total Liabilities &amp; Equity</b>	\$13,197,495.83
<b>Ratios</b>	
<b>Income</b>	\$10,410,979.19

**Income Statement** [View Detail](#)

FINANCIAL ROW	AMOUNT
<b>Ordinary Income/Expense</b>	
Income	
4000 - Sales	
4210 - Revenue - Services	\$8,856,920.98
4310 - Revenue - Products	\$1,551,441.71
4410 - Reimbursed Expenses	\$2,616.50
<b>Total - 4000 - Sales</b>	<b>\$10,410,979.19</b>
<b>Total - Income</b>	<b>\$10,410,979.19</b>



# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ Now we can add our second Reference Row to source in Cost of Sales as a row on our custom balance sheet
  - Bring back up your custom balance sheet that you were working on
  - Click the Customize/Return to Customization button at the bottom of the report
  - Click on the Income Reference row at the bottom of the layout to highlight/select, then select the add row/section dropdown and select add Reference Row

The screenshot shows the 'Financial Report Builder' interface for a report titled 'SN REFERENCE BALANCE SHEET'. The 'Edit Layout' tab is active. The 'LAYOUT' section on the left has a dropdown menu open, showing options like 'Add Row/Section...', 'Add Header and Summary Rows', 'Add Financial Section', 'Add Formula Row', 'Add Text Row', and 'Add Reference Row'. The 'Add Reference Row' option is highlighted. The main area shows the configuration for a 'Reference Row: Income'. Fields include 'HEADER LABEL' (Income), 'CHILD OF', 'REPORT' (SN MC Income Reference Income Statement), 'ROW' (Income), and 'RELATIVE RANGE' (Beginning of Year to Beginning of Year). A 'Format' section is also visible with options for 'FONT' (8 pt) and 'LINE' (Above Row, Dotted, 1 pt).

- Use the Up/Down Arrows to get it to show at the bottom

# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ We can now rename our reference row and select the desired reference report we want to link
  - Change Header Label to – COGS
  - Select our COGS Reference Income Statement Report in the Report Dropdown
  - Relative Range Select Beginning of Year TO Beginning of Year

**Financial Report Builder** SN REFERENCE BALANCE SHEET

Edit Layout  
  Edit Columns  
  Filters  
  Sorting (Optional)  
  More Options

NAME \* SN Reference Balance Sheet  
 Subsidiary Context Parent Company (Consolidated)  
 LAYOUT Custom Balance Sheet Layout(US) 4  
   
  

LAYOUT

Add Row/Section...

ASSETS  
 Current Assets  
 Total Current Assets  
 Fixed Assets  
 Other Assets  
 Total ASSETS  
 Liabilities & Equity  
 Current Liabilities  
 Total Current Liabilities  
 Long Term Liabilities  
 Equity  
 Total Equity  
 Total Liabilities & Equity  
 Ratios  
 Income

**Reference Row: COGS**

HEADER LABEL \* COGS  
 DISPLAY ROW

CHILD OF

REPORT **SN MC COGS Reference Income Statement**

ROW **Cost Of Sales**

RELATIVE RANGE **Beginning of Year** TO **Beginning of Year**

**Format**

FONT 8 pt  
 B  
 I  
 U

LINE Above Row  
 Dotted  
 1 pt

ROW COLOR

- Hit Save – Collapse Button
- Can See Income Sourced in on Report and Ties to Regular Income Statement Report for this YTD

## SN Reference Balance Sheet [View Detail](#)

FINANCIAL ROW	AMOUNT
<b>ASSETS</b>	
Current Assets	\$13,197,495.83
<b>Total ASSETS</b>	\$13,197,495.83
<b>Liabilities &amp; Equity</b>	
Current Liabilities	\$7,529,161.72
Equity	\$5,668,334.10
<b>Total Liabilities &amp; Equity</b>	\$13,197,495.83
<b>Ratios</b>	
Income	\$10,410,979.19
<b>COGS</b>	<b>\$3,526,624.91</b>

## Income Statement [View Detail](#)

FINANCIAL ROW	AMOUNT
<b>Ordinary Income/Expense</b>	
Income	\$10,410,979.19
<b>Cost Of Sales</b>	
5000 - Cost of Goods Sold	
5110 - Cost of Sales	\$1,017,771.62
5210 - 3rd Party Contracting	\$2,374,800.49
5310 - Purchases	\$785,792.81
5340 - Inventory Variance	(\$651,740.00)
<b>Total - 5000 - Cost of Goods Sold</b>	<b>\$3,526,624.91</b>
<b>Total - Cost Of Sales</b>	<b>\$3,526,624.91</b>



# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ Now we can add some formula fields for calculations/metrics
  - Return to your Custom Balance Sheet clicking Return to Customization/Customize button
  - First Formula Row we will add is for Gross Profit
    - Click on last reference row for COGS, then click the add row/section dropdown and select add formula row

The screenshot shows the 'Financial Report Builder' interface for 'SN REFERENCE BALANCE SHEET'. The 'LAYOUT' dropdown menu is open, and 'Add Formula Row' is highlighted. The main panel shows the configuration for a 'Reference Row: COGS'. The 'HEADER LABEL' is 'COGS'. The 'REPORT' is 'SN MC COGS Reference Income Statement' and the 'ROW' is 'Cost Of Sales'. The 'RELATIVE RANGE' is set from 'Beginning of Year' to 'Beginning of Year'. The 'Format' section shows 'FONT' as '8 pt' and 'LINE' as 'Above Row' with a 'Dotted' style and '1 pt' size.

- Use up/down arrows to move to bottom

The screenshot shows the 'Financial Report Builder' interface for 'SN REFERENCE BALANCE SHEET'. The 'LAYOUT' dropdown menu is open, and 'New Formula Row' is highlighted. The main panel shows the configuration for a 'Formula Row: New Formula Row'. The 'FORMULA LABEL' is 'New Formula Row'. The 'CHILD OF' field is empty. The 'Format' section shows 'FONT' as '8 pt' and 'LINE' as 'Above Row' with a 'Dotted' style and '1 pt' size. There are also checkboxes for 'SHOW CURRENCY' and 'REVERSE SIGN', and fields for 'PREFIX' and 'SUFFIX'.

# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ Now we can rename our Formula Label and add our formula
  - Change Formula Label to – Gross Profit
  - Add the following formula using the Operator fields/section in the formula section

The screenshot shows the 'Financial Report Builder' interface for 'SN REFERENCE BALANCE SHEET'. The 'Formula Row: Gross Profit' configuration is visible. The 'FORMULA LABEL' is set to 'Gross Profit' with the 'DISPLAY ROW' checkbox checked. The 'CHILD OF' field is empty. The 'Format' section includes 'FONT' (8 pt), 'LINE' (Above Row, Dotted, 1 pt), and 'ROW COLOR' (checked). The 'SHOW CURRENCY' checkbox is checked, and 'REVERSE SIGN' is unchecked. The 'Formula' section shows the formula:  $[Gross Profit] = [Income] - [COGS]$ . Below the formula, a table shows the operator and value components:

OPERATOR	PARENS	TYPE	VALUE	PARENS
-		Row	Income	
		Row	COGS	

- Click Save to Run and View the Report – Can see ties to native Income Statement

## SN Reference Balance Sheet [View Detail](#)

FINANCIAL ROW	AMOUNT
<b>ASSETS</b>	
Current Assets	\$13,197,495.83
<b>Total ASSETS</b>	\$13,197,495.83
<b>Liabilities &amp; Equity</b>	
Current Liabilities	\$7,529,161.72
Equity	\$5,668,334.10
<b>Total Liabilities &amp; Equity</b>	\$13,197,495.83
<b>Ratios</b>	
Income	\$10,410,979.19
COGS	\$3,526,624.91
<b>Gross Profit</b>	<b>\$6,884,354.28</b>

## Income Statement [View Detail](#)

FINANCIAL ROW	AMOUNT
<b>Ordinary Income/Expense</b>	
Income	\$10,410,979.19
Cost Of Sales	\$3,526,624.91
<b>Gross Profit</b>	<b>\$6,884,354.28</b>
-	



# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ Now we can add another formula row for a ratio calculation
  - Return to your Custom Balance Sheet clicking Return to Customization/Customize button
  - We will add the working capital turnover ratio –
    - Total Income/(Total Current Assets – Total Current Liabilities)
    - Click on last reference row for Gross Profit, then click the add row/section dropdown and select add formula row

The screenshot shows the 'Financial Report Builder' interface for 'SN REFERENCE BALANCE SHEET'. The 'Edit Layout' tab is active. The 'LAYOUT' section on the left has a dropdown menu open, showing options like 'Add Row/Section...', 'Add Header and Summary Rows', 'Add Financial Section', 'Add Formula Row', 'Add Text Row', and 'Add Reference Row'. The 'Add Formula Row' option is highlighted. The main area shows the configuration for a 'Formula Row: Gross Profit', including fields for 'FORMULA LABEL', 'CHILD OF', 'Format' (Font, Line, Row Color), and checkboxes for 'SHOW CURRENCY' and 'REVERSE SIGN'.

- Use up/down arrows to move to bottom

The screenshot shows the 'Financial Report Builder' interface for 'SN REFERENCE BALANCE SHEET'. The 'Edit Layout' tab is active. The 'LAYOUT' section on the left has a dropdown menu open, showing options like 'Add Row/Section...', 'ASSETS', 'Liabilities & Equity', 'Ratios', 'Income', 'COGS', and 'Gross Profit'. The 'Add Formula Row' option is highlighted. The main area shows the configuration for a 'Formula Row: New Formula Row', including fields for 'FORMULA LABEL', 'CHILD OF', 'Format' (Font, Line, Row Color), and checkboxes for 'SHOW CURRENCY' and 'REVERSE SIGN'.

# Report Layouts – Using Formulas and Custom Sections - Continued

- ▲ Now we can rename our Formula Label and add our formula
  - Change Formula Label to – Working Capital Turnover
  - Add the following formula using the Operator fields/section in the formula section
    - Uncheck the show currency box

The screenshot shows the 'Financial Report Builder' interface for 'SN REFERENCE BALANCE SHEET'. The 'Formula Row: Working Capital Turnover' configuration is visible. The 'FORMULA LABEL' is set to 'Working Capital Turnover' with the 'DISPLAY ROW' checkbox checked. The 'Format' section shows 'SHOW CURRENCY' is unchecked. The 'Formula' section contains the following formula: 
$$[\text{Working Capital Turnover}] = [\text{Income}] / ([\text{Total Current Assets}] - [\text{Total Current Liabilities}])$$

- Click Save to Run and View the Report – Use Collapse Button

The screenshot displays the 'SN Reference Balance Sheet' report. The 'FINANCIAL ROW' and 'AMOUNT' columns are shown. The 'ASSETS' section is expanded, showing 'Current Assets' at \$13,197,495.83 and 'Total ASSETS' at \$13,197,495.83. The 'Liabilities & Equity' section is also expanded, showing 'Current Liabilities' at \$7,529,161.72, 'Equity' at \$5,668,334.10, and 'Total Liabilities & Equity' at \$13,197,495.83. The 'Ratios' section shows 'Income' at \$10,410,979.19, 'COGS' at \$3,526,624.91, and 'Gross Profit' at \$6,884,354.28. The 'Working Capital Turnover' ratio is calculated as 1.84.

FINANCIAL ROW	AMOUNT
<b>ASSETS</b>	
Current Assets	\$13,197,495.83
<b>Total ASSETS</b>	\$13,197,495.83
<b>Liabilities &amp; Equity</b>	
Current Liabilities	\$7,529,161.72
Equity	\$5,668,334.10
<b>Total Liabilities &amp; Equity</b>	\$13,197,495.83
<b>Ratios</b>	
Income	\$10,410,979.19
COGS	\$3,526,624.91
Gross Profit	\$6,884,354.28
<b>Working Capital Turnover</b>	<b>1.84</b>

The screenshot shows a Windows Calculator in Scientific mode. The calculation  $10410979.19 / (13197495.83 - 7529161.72) = 1.8366911667456384288540112184742$  is displayed. A red arrow points from the 'Working Capital Turnover' value of 1.84 in the report to the calculator's result.



# Participation Polling Question

## ▶ Question #2

- ▶ On a Scale of 1-3 with 3 being advanced, how would you rank your knowledge of custom reports in NetSuite?
  - ▶ 1 - Beginner
  - ▶ 2 - Intermediate
  - ▶ 3 - Advanced

# Formula Columns

- Adding Formula Fields/Columns to Reports

# Formula Columns – Adding Formula Columns/Fields

▲ For this use Case, we will show how you can add a Formula Column to a NetSuite Report. We will add a calculated column for Gross Profit % to the Customer Profitability Report which currently doesn't display/show a Gross Profit %. The screen shots/steps to setup are below.

- Navigate to Reports>Customers/Receivables>Customer Profitability
- Click the Customize Button
- Rename your Report – SN MC Customer Profitability Summary

**Report Builder** CUSTOM CUSTOMER PROFITABILITY SUMMARY

● Edit Columns ● Filters ● Sorting ● More Options

NAME \*  
SN MC Customer Profitability Summary

SEARCH FIELDS  
 🔍

ADD FIELDS  
Add Formula Field

- + Customer/Project
- + Profitability

Report Preview

Customer:Job	Total Cost
Customer:Job 1	\$50000.00
Customer:Job 2	\$40000.00
Customer:Job 3	\$30000.00
Customer:Job 4	\$20000.00
Customer:Job 5	\$10000.00
Total	\$150000.00

# Formula Columns – Adding Formula Columns/Fields - Continued

- ▲ Let's re-arrange the report to move so reads Total Revenue | Total Cost | Total Profit
  - Click on Total Revenue and move to the left
- ▲ Need click the Add Formula Field Button

Report Builder CUSTOM CUSTOMER PROFITABILITY SUMMARY

NAME \*  
SN MC Customer Profitability Summary

SEARCH FIELDS

ADD FIELDS

- Add Formula Field
- Customer/Project
- Profitability

Report Preview

CustomerJob	Total Cost	Total Revenue	Total Profit	Formula
CustomerJob 1	\$50000.00	\$50000.00	\$50000.00	Formula 1
CustomerJob 2	\$40000.00	\$40000.00	\$40000.00	Formula 2
CustomerJob 3	\$30000.00	\$30000.00	\$30000.00	Formula 3
CustomerJob 4	\$20000.00	\$20000.00	\$20000.00	Formula 4
CustomerJob 5	\$10000.00	\$10000.00	\$10000.00	Formula 5
Total	\$150000.00	\$150000.00	\$150000.00	

- Rename the column label to – Gross Profit % -
- Complete remaining setup from screen shot below

Report Preview

CustomerJob	Total Revenue	Total Cost	Total Profit	Gross Profit %
CustomerJob 1	\$50000.00	\$50000.00	\$50000.00	1
CustomerJob 2	\$40000.00	\$40000.00	\$40000.00	2
CustomerJob 3	\$30000.00	\$30000.00	\$30000.00	3
CustomerJob 4	\$20000.00	\$20000.00	\$20000.00	4
CustomerJob 5	\$10000.00	\$10000.00	\$10000.00	5
Total	\$150000.00	\$150000.00	\$150000.00	15

Move Left Move Right Remove Column

Column Label  
Gross Profit %

Add Grand Total

Drop Decimals

Divided by 1000

Display Negative Numbers  
Normal example: -123

Negatives in Red

Formula Type  
Percent...x/y\*100

x  
Total Profit

y  
Total Revenue

Apply Formula to Grand Total

# Formula Columns – Adding Formula Columns/Fields - Continued

## ▲ Can Run the Report to See Results

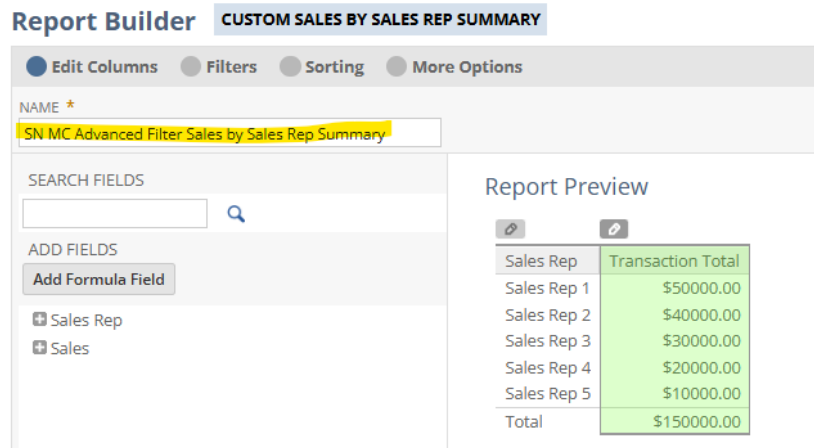
<b>SN MC Customer Profitability Summary</b> <a href="#">View Detail</a>				
CUSTOMER	TOTAL REVENUE	TOTAL COST	TOTAL PROFIT	GROSS PROFIT %
Aspirat Corp	\$529.00		\$529.00	100.00%
Biggs Supplies	\$0.00	\$3,118.00	(\$3,118.00)	0.00%
<b>Copper Software</b>				
Copper Software	\$49,270.65	\$35.61	\$49,235.04	99.93%
PRJ1102 Proof of Concept*	\$6,263.50	\$293.50	\$5,970.00	95.31%
PRJ1127 Customization Work	\$0.00	\$2,525.00	(\$2,525.00)	0.00%
<b>Total - Copper Software</b>	<b>\$55,534.15</b>	<b>\$2,854.11</b>	<b>\$52,680.04</b>	<b>94.86%</b>
Davis Supplies Davis Supplies	\$4,887.00	\$2,727.00	\$2,160.00	44.20%
Demizz Consulting Demizz Consulting	\$11,712.00	\$3,636.00	\$8,076.00	68.95%
<b>Design Excellence Ltd.</b>				
PRJ1103 Centralization Proof of Concept Project	\$0.00	\$620.00	(\$620.00)	0.00%
<b>Total - Design Excellence Ltd.</b>	<b>\$0.00</b>	<b>\$620.00</b>	<b>(\$620.00)</b>	<b>0.00%</b>
Entenmanns LLC Entenmanns LLC	\$35,320.00	\$3,636.00	\$31,684.00	89.71%
Falcon Systems	\$8,145.00		\$8,145.00	100.00%
Fernhill Solutions	\$1,650.00		\$1,650.00	100.00%
<b>Ghetti Ltd</b>				
PRJ1128 PS Services*	\$21,689.00	\$6,860.00	\$14,829.00	68.37%
<b>Total - Ghetti Ltd</b>	<b>\$21,689.00</b>	<b>\$6,860.00</b>	<b>\$14,829.00</b>	<b>68.37%</b>
Global Information	\$6,702.00		\$6,702.00	100.00%
Godric Motors	\$34,000.00		\$34,000.00	100.00%
Heidelberg Haus	\$950.00		\$950.00	100.00%
Isaer and Associates	\$81,340.00		\$81,340.00	100.00%

# Filters

- Setting up advanced filters

# Filters – Setting up Advanced Filters

- ▲ For this Use Case, we are going to show the power of being able to source/Filter from other Records on reports to gain precise/tailored insights
  - Use Case is to customize a Sales by Sales Rep Report and to add the following custom filters to help answer questions like
    - How much of current sales comes from longer term customers
    - How much sales come from different industries
    - Filter down sales to a specific sales rep in any combination with the filters above and available
  - Start by navigating to Reports>Sales>Sales by Sales Rep
    - Click the Customize Button
    - Rename report
      - › SN MC Advanced Filter – Sales by Sales Rep Summary Report



**Report Builder** CUSTOM SALES BY SALES REP SUMMARY

● Edit Columns ● Filters ● Sorting ● More Options

NAME \*  
SN MC Advanced Filter Sales by Sales Rep Summary

SEARCH FIELDS

ADD FIELDS

Add Formula Field

Sales Rep

Sales

Report Preview

Sales Rep	Transaction Total
Sales Rep 1	\$50000.00
Sales Rep 2	\$40000.00
Sales Rep 3	\$30000.00
Sales Rep 4	\$20000.00
Sales Rep 5	\$10000.00
Total	\$150000.00

- › Save the Report

# Filters – Setting up Advanced Filters-Continued

- ▲ We can now add the additional columns we want on our report and start to proceed to also adding them as filters
  - Click on Return To Customization/Customize Button of the Report
    - Remove the Sales Rep column that is there right now since is the grouped one
    - We want to add the following columns
      - › Sales Rep>Name – Not Grouped
      - › Sales>Customer/Project: Industry – Grouped with Previous Column
      - › Sales: Customer/Project: Name (Grouped) – Grouped with Previous Column
      - › Sales: Customer/Project: Company Name
      - › Sales: Customer/Project: First Sale Date

**Report Builder** SN MC ADVANCED FILTER SALES BY SALES REP SUMMARY

● Edit Columns ● Filters ● Sorting ● More Options

NAME \*  
SN MC Advanced Filter Sales by Sales Rep Summary

SEARCH FIELDS  
[Search Box]

ADD FIELDS  
Add Formula Field

- First Sale Date
- First Sales Order Date
- Full Name (Furigana)
- Gross Lead Date
- Has Budget?
- Home Phone
- ICO
- ID

Report Preview

Customer/Project: Name (Grouped)	Customer/Project: Company Name	Customer/Project: First Sale Date	Transaction Total
Name 1			
Customer/Project: Industry 2			
Customer/Project: Name (Grouped)	Customer/Project: Comp	04/24/2026	\$40000.00
Customer/Project: Name (Grouped)	Customer/Project: Comp	04/24/2026	\$30000.00
Customer/Project: Name (Grouped)	Customer/Project: Comp	04/24/2026	\$20000.00
Customer/Project: Name (Grouped)	Customer/Project: Comp	04/24/2026	\$10000.00
Total			\$100000.00

Move Left Move Right  Group With Previous Column Remove Column

- › Save to Run the Report – Can click Collapse Button

# Filters – Setting up Advanced Filters-Continued

- ▲ We can now see what our report looks like.
- Can display by total instead of month in the columns

**SN MC Advanced Filter Sales by Sales Rep Summary** [View Detail](#)

CUSTOMER/PROJECT: NAME (GROUPED)	CUSTOMER/PROJECT: COMPANY NAME	CUSTOMER/PROJECT: FIRST SALE DATE	TRANSACTION TOTAL
[-] - Unassigned -			\$10,019,437.19
[-] - Unassigned -			\$5,000.00
[-] Apparel			\$98,660.00
[-] Manufacturing			
Total - Unassigned -			\$10,123,097.19
[-] Dean Carazza			
[-] Construction			\$4,800.00
[-] Technology			\$9,400.00
[-] Manufacturing			\$101,500.00
[-] Finance			\$28,500.00
[-] Retail			\$9,800.00
[-] Biotechnology			\$9,700.00
[-] Transportation			\$9,700.00
[-] Insurance			\$4,700.00
Total - Dean Carazza			\$178,100.00
[-] Joel Williams			
[-] - Unassigned -			\$117,700.00
Total - Joel Williams			\$117,700.00
[-] Alex Green			
[-] - Unassigned -			\$83,164.50
Total - Alex Green			\$83,164.50
[-] Will Clark			
[-] - Unassigned -			\$1,387,944.50
[-] Manufacturing			\$329.00
Total - Will Clark			\$1,388,273.50
Total			\$11,890,335.19

DATE: this year to date FROM: 01/01/2026 TO: 04/24/2026 SUBSIDIARY CONTEXT: Parent Company (Consolidated) COLUMN: Total

# Filters – Setting up Advanced Filters-Continued

- ▲ We can now go and add the following filters so we can start to slice/dice the data how we want
  - Click the Return to Customization/Customize Button. Add the following to your filters section
  - Sales Rep>Name – Note can specify a rep for now so can save the filter.
  - Sales: Customer/Project: First Sale Date
  - Sales>Customer/Project: Industry

Report Builder SN MC ADVANCED FILTER SALES BY SALES REP SUMMARY

● Edit Columns ● Filters ● Sorting ● More Options

NAME \*  
SN MC Advanced Filter Sales by Sales Rep Summary

SEARCH FIELDS

ADD FIELDS

- Industry
- Internal ID
- Is Project
- Is Project
- Job Title
- Know who Decision Maker Is?
- LSA Link
- LSA Link Name
- Last Sales Activity
- Last Sales Date
- Last Sales Order Date
- Lead Date
- Lead Processed
- Lead Revenue

Choose Filters

REPORT COMPONENT *	FIELD *	VALUE	SHOW IN FILTER REGION
Sales	Date	<input checked="" type="checkbox"/> Filter: between Date Range: this year to date From: 01/01/2026 To: 04/24/2026	Yes
Sales	Subsidiary	<input checked="" type="checkbox"/> Filter: Subsidiary Context Parent Company (Consolidated)	Yes
Sales Rep	Name	<input checked="" type="checkbox"/> Filter: equal to Dean Carazza	Yes
Customer/Project	First Sale Date	<input checked="" type="checkbox"/> Filter: between Date Range: this year to date From: 01/01/2026 To: 04/24/2026	Yes
Customer/Project	Customer/Project: Industry	<input checked="" type="checkbox"/> Filter: equal to Manufacturing	Yes

Add  Cancel  Insert

- Save the Report and can now try out your filters

# Filters – Setting up Advanced Filters-Continued

▲ Can See Report Results and start playing with Filters

- Example – show me all Will Clark Current Sales with Customers that were signed up in 2025

**SN MC Advanced Filter Sales by Sales Rep Summary** [View Detail](#)

CUSTOMER/PROJECT: NAME (GROUPED)	CUSTOMER/PROJECT: COMPANY NAME	CUSTOMER/PROJECT: FIRST SALE DATE	MARCH 2025 Transaction Total	DECEMBER 2025 Transaction Total	TOTAL Transaction Total
<b>Will Clark</b>					
- Unassigned -					
Falcon Systems	Falcon Systems	12/10/2025	\$0.00	\$2,921.70	\$2,921.70
Davis Supplies Davis Supplies	Davis Supplies	12/17/2025	\$0.00	\$5,031.00	\$5,031.00
Magna Tech Limited	Magna Tech Limited	03/24/2025	\$0.00	\$3,004.65	\$3,004.65
Mauris Solutions	Mauris Solutions	12/10/2025	\$0.00	\$57,744.00	\$57,744.00
Magneto Services	Magneto Services	12/13/2025	\$0.00	\$49,679.70	\$49,679.70
The Altima Technology The Altima Technology	The Altima Technology	12/10/2025	\$0.00	\$11,068.00	\$11,068.00
Finch Computing	Finch Computing	03/20/2025	\$114,587.00	\$57,305.00	\$171,892.00
McGuire Systems	McGuire Systems	12/10/2025	\$0.00	\$12,672.00	\$12,672.00
Davidson Supplies Davidson Supplies	Davidson Supplies	12/17/2025	\$0.00	\$11,403.00	\$11,403.00
Fernhill Solutions	Fernhill Solutions	03/26/2025	\$0.00	\$3,004.65	\$3,004.65
Demizz Consulting Demizz Consulting	Demizz Consulting	12/10/2025	\$0.00	\$4,110.00	\$4,110.00
Jasper and Associates	Jasper and Associates	12/17/2025	\$0.00	\$5,031.00	\$5,031.00
Global Information	Global Information	03/15/2025	\$0.00	\$62,897.00	\$62,897.00
Copper Software	Copper Software	12/20/2025	\$0.00	\$57,674.70	\$57,674.70
Support Staffing	Support Staffing	03/22/2025	\$95,639.18	\$0.00	\$95,639.18
Manchester Mfg	Manchester Mfg	12/10/2025	\$0.00	\$4,110.00	\$4,110.00
The Abbott Inc.	The Abbott Inc.	12/10/2025	\$0.00	\$2,820.00	\$2,820.00
Jupiter Technology	Jupiter Technology	12/10/2025	\$0.00	\$57,744.00	\$57,744.00
Entenmanns LLC Entenmanns LLC	Entenmanns LLC	12/17/2025	\$0.00	\$2,184.00	\$2,184.00
<b>Total - Unassigned -</b>			<b>\$210,226.18</b>	<b>\$410,404.40</b>	<b>\$620,630.58</b>
<b>Manufacturing</b>					
Renner Inc	Renner Inc	03/18/2025	\$114,445.60	\$0.00	\$114,445.60
<b>Total - Manufacturing</b>			<b>\$114,445.60</b>	<b>\$0.00</b>	<b>\$114,445.60</b>
<b>Total - Will Clark</b>			<b>\$324,671.78</b>	<b>\$410,404.40</b>	<b>\$735,076.18</b>
<b>Total</b>			<b>\$324,671.78</b>	<b>\$410,404.40</b>	<b>\$735,076.18</b>

CUSTOMER/PROJECT: FIRST SALE DATE BETWEEN 01/01/2025 AND 12/31/2025 CUSTOMER/PROJECT: INDUSTRY ANY OF - All - NAME ANY OF Will Clark

DATE (Custom) FROM 01/01/2025 TO 12/31/2025 SUBSIDIARY CONTEXT Parent Company (Consolidated) COLUMN Month LESS

# Filters – Setting up Advanced Filters-Continued

- ▲ Can See Report Results and start playing with Filters
  - Example – show me all manufacturing sales

## SN MC Advanced Filter Sales by Sales Rep Summary [View Detail](#)

CUSTOMER/PROJECT: NAME (GROUPED)	CUSTOMER/PROJECT: COMPANY NAME	CUSTOMER/PROJECT: FIRST SALE DATE	TRANSACTION TOTAL
- Unassigned -			
↳ Manufacturing			
Renner Inc	Renner Inc	03/18/2025	\$98,660.00
<b>Total - Manufacturing</b>			<b>\$98,660.00</b>
<b>Total - Unassigned -</b>			<b>\$98,660.00</b>
Dean Carazza			
↳ Manufacturing			
142	V4 Credit Limit Review	04/14/2026	\$92,000.00
146	V7 Test Credit Limit	04/19/2026	\$9,500.00
<b>Total - Manufacturing</b>			<b>\$101,500.00</b>
<b>Total - Dean Carazza</b>			<b>\$101,500.00</b>
Will Clark			
↳ Manufacturing			
Aspiral Corp	Aspiral Corp	04/05/2026	\$329.00
<b>Total - Manufacturing</b>			<b>\$329.00</b>
<b>Total - Will Clark</b>			<b>\$329.00</b>
<b>Total</b>			<b>\$200,489.00</b>

CUSTOMER/PROJECT: FIRST SALE DATE BETWEEN  AND  CUSTOMER/PROJECT: INDUSTRY ANY OF  NAME ANY OF

DATE  FROM  TO  SUBSIDIARY CONTEXT  COLUMN  [LESS](#)

# Filters – Setting up Advanced Filters-Continued

- ▲ Can See Report Results and start playing with Filters
  - Example – show me all manufacturing sales where Sales Rep was Dean

**SN MC Advanced Filter Sales by Sales Rep Summary** [View Detail](#)

CUSTOMER/PROJECT: NAME (GROUPED) | CUSTOMER/PROJECT: COMPANY NAME | CUSTOMER/PROJECT: FIRST SALE DATE | TRANSACTION TOTAL

Dean Carazza			
Manufacturing			
142	V4 Credit Limit Review	04/14/2026	\$92,000.00
146	V7 Test Credit Limit	04/19/2026	\$9,500.00
<b>Total - Manufacturing</b>			<b>\$101,500.00</b>
<b>Total - Dean Carazza</b>			<b>\$101,500.00</b>
<b>Total</b>			<b>\$101,500.00</b>

CUSTOMER/PROJECT: FIRST SALE DATE BETWEEN [ ] AND [ ] CUSTOMER/PROJECT: INDUSTRY ANY OF Manufacturing NAME ANY OF Dean Carazza

DATE this fiscal year to date FROM 01/01/2026 TO 04/24/2026 SUBSIDIARY CONTEXT Parent Company (Consolidated) COLUMN Total [Less](#)

# Adding EBITDA to Financial Statements

# Adding EBITDA to Financial Statements

▲ For this Use Case, we are going to show how to add EBITDA to your Income Statement

- Navigate to Reports>Financial>Income Statement
  - Hit the Customize Button
  - Rename your Report – SN MC EBITDA Income Statement

The screenshot shows the 'Financial Report Builder' interface for a 'CUSTOM INCOME STATEMENT'. The 'NAME' field is set to 'SN MC EBITDA Income Statement'. The 'Subsidiary Context' is 'Parent Company (Consolidated)' and the 'LAYOUT' is 'Custom Income Statement Layout(US) 10'. The 'LAYOUT' section on the left shows a list of rows, with 'Income' selected. The 'Header Row: Ordinary Income/Expense' section shows the 'HEADER LABEL' set to 'Ordinary Income/Expense' and the 'DISPLAY ROW' checkbox checked.

- Click Save
- Then click the Return to Customization Button
- Click on the Net Income Section/Row to where highlighted, then click the add Row/Section dropdown and select the add formula row

The screenshot shows the 'Financial Report Builder' interface for a 'SN MC EBITDA INCOME STATEMENT'. The 'NAME' field is set to 'SN MC EBITDA Income Statement'. The 'Subsidiary Context' is 'Parent Company (Consolidated)' and the 'LAYOUT' is 'Custom Income Statement Layout(US) 10'. The 'LAYOUT' section on the left shows a list of rows, with 'Net Income' selected. The 'Formula Row: Net Income' section shows the 'FORMULA LABEL' set to 'Net Income' and the 'DISPLAY ROW' checkbox checked. The 'Format' section shows the 'FONT' set to '8 pt', the 'LINE' set to 'Above Row', and the 'ROW COLOR' set to a light blue color.

# Adding EBITDA to Financial Statements - Continued

▲ Next complete the following

- Use the up/down arrows to move the new formula row to the bottom

Financial Report Builder - SN MC EBITDA INCOME STATEMENT

NAME: SN MC EBITDA Income Statement

LAYOUT: Custom Income Statement Layout(US) 10

Formula Row: New Formula Row

FORMULA LABEL: New Formula Row

CHILD OF: [Dropdown]

MARKER: [Dropdown]

Format

FONT: 8 pt

LINE: Above Row, Dotted, 1 pt

ROW COLOR: [Color Picker]

Buttons: Edit Layout, Edit Columns, Filters, Sorting (Optional), More Options

Financial Report Builder - SN MC EBITDA INCOME STATEMENT

NAME: SN MC EBITDA Income Statement

LAYOUT: Custom Income Statement Layout(US) 10

Formula Row: New Formula Row

FORMULA LABEL: New Formula Row

CHILD OF: [Dropdown]

MARKER: [Dropdown]

Format

FONT: 8 pt

LINE: Above Row, Dotted, 1 pt

ROW COLOR: [Color Picker]

Buttons: Edit Layout, Edit Columns, Filters, Sorting (Optional), More Options

- Rename the Formula Label – to EBITDA and complete the following steps – Hit Save

Financial Report Builder - SN MC EBITDA INCOME STATEMENT

NAME: SN MC EBITDA Income Statement

LAYOUT: Custom Income Statement Layout(US) 10

Formula Row: EBITDA

FORMULA LABEL: EBITDA

CHILD OF: [Dropdown]

MARKER: Net Income

Format

FONT: 8 pt

LINE: Above Row, Dotted, 1 pt

ROW COLOR: [Color Picker]

Buttons: Edit Layout, Edit Columns, Filters, Sorting (Optional), More Options

Formula

OPERATOR*	PARENS	TYPE*	VALUE*	PARENS
+		Row	Net Ordinary Income	
-		Row	Net Other Income	

# Adding EBITDA to Financial Statements - Continued

- ▲ Once Saved – can collapse report, can see the EBITDA section added to your report

SN MC EBITDA Income Statement <a href="#">View Detail</a>	
FINANCIAL ROW	AMOUNT
▣ Ordinary Income/Expense	
▣ Income	\$10,410,979.19
▣ Cost Of Sales	\$3,526,624.91
Gross Profit	\$6,884,354.28
▣ Expense	\$6,139,277.96
Net Ordinary Income	\$745,076.32
▣ Other Income and Expenses	
▣ Other Income	\$100.00
▣ Other Expense	\$1,000.00
Net Other Income	(\$900.00)
Net Income	\$744,176.32
EBITDA	\$744,176.32

- Next, we will add an account section for our EBITDA Adjustments to get to Net Income
  - Click Return to Customization/Customize on your report
  - Select EBITDA section at the bottom to highlight, then once selected click the add row/section dropdown and select Add Financial Section

**Financial Report Builder** SN MC EBITDA INCOME STATEMENT

● Edit Layout ● Edit Columns ● Filters ● Sorting (Optional) ● More Options

NAME \*  
SN MC EBITDA Income Statement

Subsidiary Context  
Parent Company (Consolidated)

LAYOUT  
Custom Income Statement Layout

LAYOUT

- Add Row/Section...
- Add Row/Section...
- Add Header and Summary Rows
- Add Financial Section
- Add Formula Row
- Add Text Row
- net Ordinary income
- ▣ Other Income and Expenses
  - Other Income
  - Other Expense
- Net Other Income
- Net Income

Formula Row: EBITDA

FORMULA LABEL \*  
EBITDA

CHILD OF  
net Ordinary income

MARKER  
Net Income

Format

FONT  
8 pt

LINE  
Above Row Dotted 1 pt

ROW COLOR

# Adding EBITDA to Financial Statements - Continued

▲ Next, complete the following

- Select Expense as the Section Name/ID

Financial Report Builder SN MC EBITDA INCOME STATEMENT

NAME \* SN MC EBITDA Income Statement

Subsidiary Context Parent Company (Consolidated) LAYOUT Custom Income Statement Layout(US) 10

Formula Row: EBITDA

FORMULA LABEL \* EBITDA  DISPLAY ROW

CHILD OF

MARKER Net Income

Format

FONT 8 pt

LINE Above Row Dotted 1 pt

ROW COLOR

New Section Row

How would you like to insert the row?

USE EXISTING SHARED SECTION

Section Name/ID Expense

CREATE NEW SECTION

OK Cancel

- Use the up/down arrows to move the new account section to the bottom, below EBITDA

- Then rename – EBITDA Adjustments and complete the following setup – Save and Collapse the Report

Financial Report Builder SN MC EBITDA INCOME STATEMENT

NAME \* SN MC EBITDA Income Statement

Subsidiary Context Parent Company (Consolidated) LAYOUT Custom Income Statement Layout(US) 10

Account Section: EBITDA Adjustments

HEADER LABEL \* EBITDA Adjustments  DISPLAY ROW

TOTAL LABEL  DISPLAY ROW

CHILD OF

DISPLAY Expanded

GROUP BY Account  SHOW HIERARCHY

THEN BY  SHOW HIERARCHY

MARKER

Section Format Account Order

Share Section  USE EXPRESSIONS

NOT	PARENS	FILTER *	DESCRIPTION *	PARENS	AND/OR
		Account Number	starts with 68		Or
		Account Number	starts with 81		Or

# Adding EBITDA to Financial Statements - Continued

- ▲ Can now see the Report has the EBITDA Adjustments Section added showing Depreciation and Interest deductions

## SN MC EBITDA Income Statement [View Detail](#)

FINANCIAL ROW	AMOUNT
+ Ordinary Income/Expense	\$792,076.32
+ Other Income and Expenses	\$100.00
<b>Net Income</b>	<b>\$792,176.32</b>
<b>EBITDA</b>	<b>\$792,176.32</b>
- EBITDA Adjustments	
- 6000 - Expenses	
- 6800 - Depreciation & Amortization Expense	
6800 - Depreciation & Amortization Expense	(\$5,000.00)
6860 - Depr Exp - Building	(\$15,000.00)
6820 - Depr Exp - Furniture & Fixtures	(\$5,000.00)
6870 - Depr Exp - Leasehold Improvements	(\$2,000.00)
6810 - Depr Exp - Machinery & Equipment	(\$20,000.00)
<b>Total - 6800 - Depreciation &amp; Amortization Expense</b>	<b>(\$47,000.00)</b>
<b>Total - 6000 - Expenses</b>	<b>(\$47,000.00)</b>
- 8000 - Other Expenses	
8100 - Interest Expense	(\$1,000.00)
<b>Total - 8000 - Other Expenses</b>	<b>(\$1,000.00)</b>
<b>Total - EBITDA Adjustments</b>	<b>(\$48,000.00)</b>

# Adding EBITDA to Financial Statements - Continued

▲ Last, we can add our formula Row for Net Income

- EBITDA + EBITDA Adjustments
- Click return to Customization/customize on the report
- Click the EBITDA Adjustments section to highlight, then click the Add Row/Section dropdown and select – Add Formula Row

The screenshot shows the 'Financial Report Builder' interface for 'SN MC EBITDA INCOME STATEMENT'. The 'Edit Layout' tab is active. The 'LAYOUT' dropdown menu is open, showing options like 'Add Row/Section...', 'Add Header and Summary Rows', 'Add Financial Section', 'Add Formula Row', and 'Add Text Row'. The 'Account Section: EBITDA Adjustments' configuration panel is visible, with fields for 'HEADER LABEL \*' (EBITDA Adjustments), 'TOTAL LABEL', 'CHILD OF', 'DISPLAY' (Expanded), 'GROUP BY' (Account), 'THEN BY', and 'MARKER'. Checkboxes for 'DISPLAY ROW' and 'SHOW HIERARCHY' are checked.

- Use the up/down arrow to move to the bottom after EBITDA Adjustments

The screenshot shows the 'Financial Report Builder' interface for 'SN MC EBITDA INCOME STATEMENT'. The 'Edit Layout' tab is active. The 'LAYOUT' dropdown menu is open, showing options like 'Add Row/Section...', 'Add Header and Summary Rows', 'Add Financial Section', 'Add Formula Row', and 'Add Text Row'. The 'Formula Row: New Formula Row' configuration panel is visible, with fields for 'FORMULA LABEL \*' (New Formula Row), 'CHILD OF', 'MARKER', and 'Format' (Font: 8 pt, Line: Above Row, Row Color). Checkboxes for 'DISPLAY ROW' and 'SHOW CURRENCY' are checked.

# Adding EBITDA to Financial Statements - Continued

- ▲ Now that we have added our formula row for Net Income
  - Rename to Net Income and Complete the following setup

Financial Report Builder **SN MC EBITDA INCOME STATEMENT**

● Edit Layout ● Edit Columns ● Filters ● Sorting (Optional) ● More Options

NAME \* SN MC EBITDA Income Statement Subsidiary Context Parent Company (Consolidated) LAYOUT Custom Income Statement Layout(US) 10 Edit Layout Preview

LAYOUT Add Row/Section... [X] [U] [D]

- ☑ Ordinary Income/Expense
  - Income
  - Cost Of Sales
  - Gross Profit
  - Expense
- Net Ordinary Income
- ☑ Other Income and Expenses
  - Other Income
  - Other Expense
- Net Other Income
- Net Income
- EBITDA
- EBITDA Adjustments

Formula Row: Net Income

FORMULA LABEL \* **Net Income**  DISPLAY ROW

CHILD OF

MARKER

**Format**

FONT 8 pt [B] [I] [U]

LINE Above Row Dotted 1 pt

ROW COLOR

SHOW CURRENCY

REVERSE SIGN

PREFIX

SUFFIX

**Formula**

[Net Income] = [EBITDA] + [EBITDA Adjustments]

OPERATOR *	PARENS	TYPE *	VALUE *	PARENS
		Row	EBITDA	
+		Row	EBITDA Adjustments	

- Save and Run the Report - Collapse

# Adding EBITDA to Financial Statements - Continued

- ▲ Can now see your Income Statement with EBITDA added to it

**SN MC EBITDA Income Statement** [View Detail](#)

FINANCIAL ROW	AMOUNT	
+	Ordinary Income/Expense	\$792,076.32
+	Other Income and Expenses	\$100.00
<b>Net Income</b>		<b>\$792,176.32</b>
<b>EBITDA</b>		<b>\$792,176.32</b>
EBITDA Adjustments		
6000 - Expenses		
6800 - Depreciation & Amortization Expense		
	6800 - Depreciation & Amortization Expense	(\$5,000.00)
	6860 - Depr Exp - Building	(\$15,000.00)
	6820 - Depr Exp - Furniture & Fixtures	(\$5,000.00)
	6870 - Depr Exp - Leasehold Improvements	(\$2,000.00)
	6810 - Depr Exp - Machinery & Equipment	(\$20,000.00)
	<b>Total - 6800 - Depreciation &amp; Amortization Expense</b>	<b>(\$47,000.00)</b>
	<b>Total - 6000 - Expenses</b>	<b>(\$47,000.00)</b>
8000 - Other Expenses		
	8100 - Interest Expense	(\$1,000.00)
	<b>Total - 8000 - Other Expenses</b>	<b>(\$1,000.00)</b>
	<b>Total - EBITDA Adjustments</b>	<b>(\$48,000.00)</b>
	<b>Net Income</b>	<b>\$744,176.32</b>

**Income Statement** [View Detail](#)

FINANCIAL ROW	AMOUNT	
Ordinary Income/Expense		
+	Income	\$10,410,979.19
+	Cost Of Sales	\$3,526,624.91
<b>Gross Profit</b>		<b>\$6,884,354.28</b>
+	Expense	\$6,139,277.96
<b>Net Ordinary Income</b>		<b>\$745,076.32</b>
Other Income and Expenses		
+	Other Income	\$100.00
+	Other Expense	\$1,000.00
<b>Net Other Income</b>		<b>(\$900.00)</b>
<b>Net Income</b>		<b>\$744,176.32</b>

- ▲ Can tie out Net Income to Regular Income Statement



# Participation Polling Question

## ▶ Question #3

- ▶ What Business Area do you work in?
  - ▶ 1 – Finance/Accounting
  - ▶ 2 - Operations
  - ▶ 3 – Sales
  - ▶ 4 - IT

Questions?

# Questions

- ▲ Would love to survey and ask for some tips and tricks you may know that were not covered today so we can all learn and collaborate?

# Next Steps

- ▲ Follow me and ScaleNorth on LinkedIn. Will be posting the materials from today on our LinkedIn
  - [https://www.linkedin.com/mynetwork/discovery-see-all/?usecase=PEOPLE\\_FOLLOWS&followMember=dean-carazza-cpa-5b511553](https://www.linkedin.com/mynetwork/discovery-see-all/?usecase=PEOPLE_FOLLOWS&followMember=dean-carazza-cpa-5b511553)
- ▲ Group “NetSuite Made Easy”. Material from prior classes are posted out there as well. Can request to join group using link below
  - <https://www.linkedin.com/groups/14571179/>
- ▲ Will be hosting monthly with next one TBD
  - Topic TBD
- ▲ 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
  - Send me an email or give me a call or grab time on my calendar
    - [dcarazza@scalenorth.com](mailto:dcarazza@scalenorth.com)
    - 714-350-6211
    - <https://calendly.com/dcarazza-1>



NetSuite Consulting, Implementation and  
Outsourced Accounting Services

THANK YOU!

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