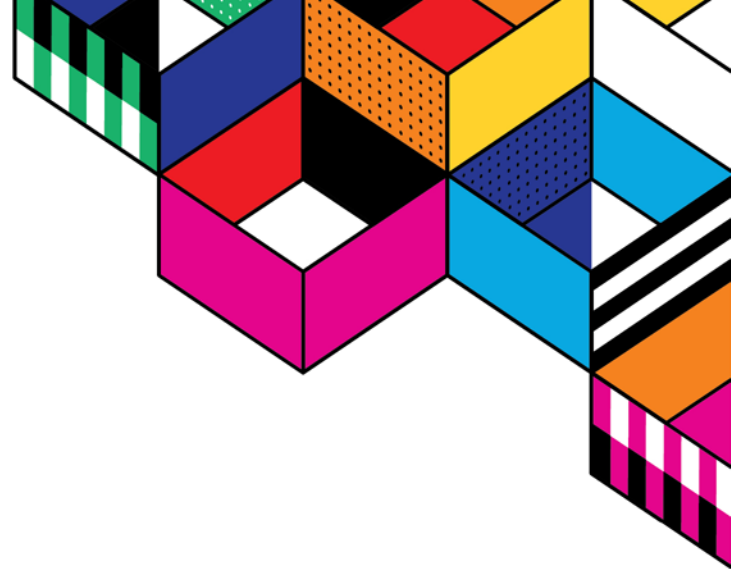


# **GROW BEYOND...** **BUSINESS AS USUAL**

Planning for Growth: Lessons from the  
Field on Integration and Configuration in  
High-Volume Environments

John Rush & Ron Draganowski  
April 2, 2019



# Safe Harbor Statement

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

# Agenda

---

- 1 Introductions & RSM Overview
- 2 Defining High-Volume and Performance
- 3 Top 5 Lessons From the Field
- 4 Questions

# RSM Instructors

---



**John Rush**  
Director, Application Development  
and Integration  
RSM US LLP



**Ron Draganowski**  
Principal, Application Development  
and Integration  
RSM US LLP

# RSM US LLP - Overview

RSM US ranks among the top NetSuite partners and has earned the following recognitions:



Our ERP and CRM practice ranks #1 worldwide in Accounting Today's VAR100 List the past 4 years



# RSM US LLP - Overview

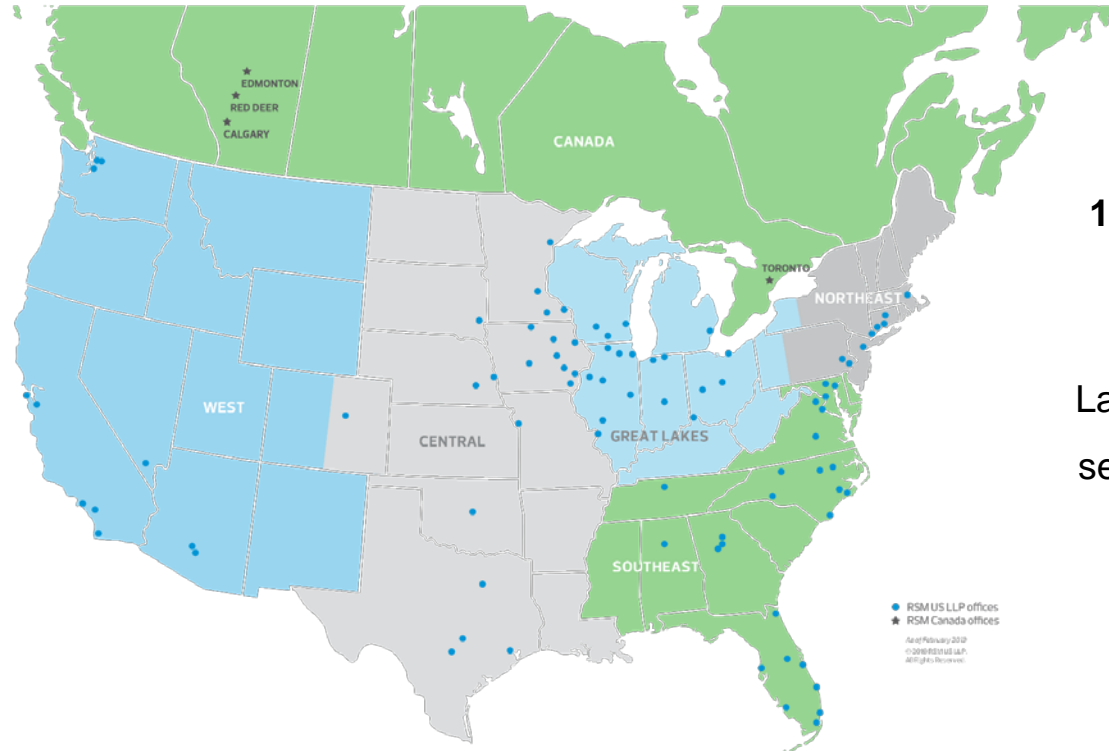
---

RSM US has advanced authorizations and certifications to implement the most sophisticated NetSuite components.

- Among the first Partners authorized for **SuiteSuccess**
- Authorized member of the **Commerce Agency Program** to implement SuiteCommerce Advanced e-commerce solutions
- **NetSuite Learning Provider** with access to NetSuite's proprietary educational content
- Advanced certification to implement **NetSuite Advanced Revenue Management** and **Multi-Book** accounting modules
- RSM employs consultants individually certified as **SuiteCloud Developers** and **ERP Consultants**



# RSM US and Canada – Working with RSM



**175+** Consultants, Developers  
and Project Managers

Largest Global NetSuite Partner  
serving 1,500+ NetSuite Clients  
since 2002

# RSM International – Global NetSuite Solution Provider



As of Dec 2018



ORACLE®  
NETSUITE

5 STAR AWARD  
2019 ★★★★★



# Defining High-Volume and Performance



# Defining High-Volume and Performance

---

Many of the following characteristics:

- 5,000 orders/transactions per day
- Complex integration architecture
- ARM enabled
- WMS Operations tightly integrated
- Large data processing (think usage billing)
- Custom manufacturing processes
- Complex Customizations



# Top 5 Lessons from the Field

(Because we don't have enough time for ten)



## Top 5 Lessons From the Field: #1

---

# Understand Integration Architecture

- SOAP vs REST
- Batched vs Real-time
- ETL vs Custom Integration

## Top 5 Lessons From the Field: #2

---

# Data Volumes Matter

- Submit Accurate Information for Tier Assessment
- Understand SLA for Integration and Performance
- Work With NetSuite for Database Tuning

## Top 5 Lessons From the Field: #3

---

# Operations vs Finance & Accounting

NetSuite can be:

- OMS
- WMS
- PLM

But should it be?

## Top 5 Lessons From the Field: #4

---

# Role of Organizational Change Management

- User buy-in
- Process Control
- Avoid Over-Engineering
- Test Plan

## Top 5 Lessons From the Field: #5

---

LESS IS  
MORE

- More data = less performant
- Avoid migrating historical transactions
- Sales Order + Item Fulfillment + Invoice = 3 Transactions



# Q&A



# THANK YOU

