

# ERP GUIDE

## ERP Comparison Guide:

Find the Right Strategic Fit

# Introduction: The Complexity of ERP Selection

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Choosing the right enterprise resource planning (ERP) solution is one of the most strategic decisions a business can make. It's reported that 78% of companies using an ERP see productivity gains, while 77% eliminated silos and improved collaboration. From automating core processes and improving visibility to scaling operations and enabling better decision-making, a well-matched ERP becomes the backbone of business success. In fact, half of companies are acquiring, upgrading or planning to update ERP systems soon. Since you're reading this, you are likely in this group. And if so, this guide is for you.

The process of selecting an ERP can feel overwhelming. With dozens of options available, how do you know which system aligns best with your organization's goals, growth stage and industry demands? There's a lot at stake in an ERP buying decision.



We've put together this guide to simplify that decision. It provides a clear, apples-to-apples comparison of five top ERP solutions supported by Armanino:

**[Sage Intacct](#)**

**[Microsoft Dynamics 365 Business Central \(D365 BC\)](#)**

**[Microsoft Dynamics 365 Finance & Supply Chain \(D365 FSC\)](#)**

**[Workday Financial Management](#)**

**[Oracle NetSuite](#)**

We'll highlight each solution's core strengths, ideal use cases and how they integrate emerging technologies like AI to improve efficiency and insight. Whether you're managing a fast-growing professional services firm or leading finance at a global manufacturer, this guide will help you narrow the field to the solution that best fits your needs. And, if you have questions, we're here to answer them.



## SECTION ONE

# The Role of AI in Modern ERP



Artificial intelligence (AI) is transforming how organizations manage their finances, operations and decision-making processes. Today's leading ERP platforms don't just store and report on data — they actively analyze it, learn from it and offer predictive insights. AI is facilitating more powerful insights to guide real-time decision-making, automating repetitive tasks and revealing insights that leaders might otherwise miss.

### Key AI Use Cases Across ERPs:

- Cash flow forecasting
- Expense categorization
- Anomaly detection
- Resource forecasting and intelligent search
- Natural language dashboards and AI copilots

All five ERPs incorporate AI differently, but with a shared purpose: reducing manual effort, driving better decision-making and increasing agility.

## WHY THIS MATTERS TO YOU

### **Faster, Smarter Decision-Making**

- AI surfaces real-time, predictive insights — not just historical reporting
- Leaders get instant answers to questions like “What’s driving cash flow variance?” or “Where are we overspending?”
- Natural language search and conversational queries reduce reliance on analysts or IT

### **Automation that Frees Up Capacity**

- AI automates high-volume tasks like invoice matching, expense categorization and forecast generation
- This reduces error rates, shortens close cycles and allows staff to focus on strategy rather than spreadsheets

### **Proactive Alerts & Anomaly Detection**

- AI monitors transactions and performance in real time, flagging exceptions or risks early (e.g., revenue dips, fraud patterns, supplier delays and more)
- This helps prevent problems before they impact the bottom line

### **AI-Adaptive Forecasting**

- Machine learning adapts to seasonality, market shifts and customer behavior faster than traditional models
- Forecasts are continuously updated — not just monthly or quarterly

### **Competitive Advantage & Scalability**

- Organizations with AI-enabled ERP can scale without increasing headcount linearly
- AI helps mid-sized firms compete at an enterprise level by unlocking operational insight and automation formerly out of reach

When evaluating ERP systems, AI should be at the forefront — it’s a key driver of efficiency, agility and long-term value.

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## SECTION TWO

# ERP Solution Overviews

Let's take a closer look at each ERP, their strengths, limitations, AI capacity, business impact and what to be aware of when considering them for your business.

## ERP Feature Comparison Chart

Feature / Functionality	Sage Intacct	D365 Business Central	D365 Finance & Supply Chain	Workday Financials	NetSuite ERP
<b>Core Financial Management</b>	✓ Best-in-class multi-entity	✓ Unified & intuitive	✓ Enterprise-grade, global	✓ Strong general ledger	✓ Fully integrated
<b>Multi-Entity Consolidation</b>	✓ Robust & seamless	✗ Limited scale	✓ Enterprise support	✓ Scalable	✓ Strong support
<b>Industry-Specific Modules</b>	✓ Unique industry solutions	✓ Expert Industry Partnerships	✓ Deep vertical tailoring	✓ Industry accelerators	✗ Modular
<b>Built-in AI &amp; Automation</b>	✓ Intelligent search and agentic AI, close automation, compliance insights, Resource planning, GL automation	✓ Copilot & Power BI	✓ Predictive supply chain, AI budgeting	✓ ML for forecasts & NLP dashboards	✓ Forecasting & workflow tools
<b>Integration Ecosystem</b>	✓ Vetted marketplace of integrations and add-ons	✓ Microsoft stack	✓ MS + partner tools	✓ HR + finance unified	✓ Partner & 3rd-party APIs

✓ Strong ✗ Moderate/Limited



## ERP Feature Comparison Chart

Feature / Functionality	Sage Intacct	D365 Business Central	D365 Finance & Supply Chain	Workday Financials	NetSuite ERP
<b>HR/Workforce Planning Integration</b>	✗ Limited, available through add-ons	✗ Basic HR via MS tools	✓ Field service + HR workflows	✓ Native strength through Workday HCM	✗ Available through add-ons
<b>Compliance &amp; Certifications</b>	✓ AICPA, ASC 606, HIPAA, HFMA, AI Risk Management Framework	✓ SOC, GDPR	✓ FDA, global tax/ localization	✓ SOC, GDPR, industry-specific	✓ SOC, ASC 606
<b>Best for Company Size</b>	SMBs to mid-market	Lower mid-market to \$500M	\$200M+ complex orgs	Mid to large enterprise	Mid-market with complexity
<b>Implementation Timeline (Est.)</b>	4-6 months	4-6 months	9-18+ months	Varies (6-12+ months)	4-9 months
<b>Deployment Model</b>	Cloud-native	Cloud-based	Cloud-based	Cloud-native	Cloud-native
<b>Ideal Industries</b>	Nonprofit, Family Office, Professional Services, Private Equity, Technology/ SaaS, Healthcare	M&D, Healthcare, Financial Services	M&D, Life Sciences, Construction, Global Ops	Tech, AEC, Healthcare	M&D, Tech, Retail and Ecommerce, Nonprofit, Professional Services

✓ Strong ✗ Moderate/Limited





# Sage Intacct

Sage Intacct is a cloud-native financial management platform designed for midmarket businesses that need advanced accounting capabilities without the overhead of a full-scale enterprise ERP. Recognized as a leader in its category by Gartner, G2 and the AICPA, Sage Intacct is built to deliver real-time financial visibility, multi-entity management and strong compliance in a highly scalable, modular architecture.

## Core Strengths

### Best-in-Class Financial Management

- Deep capabilities across core accounting: general ledger, accounts payable/receivable, cash management, fixed assets and project accounting
- Multi-entity and multi-currency consolidation is seamless and automated – a major differentiator
- Strong audit trails, granular user permissions and built-in compliance tools support rigorous governance

### Native Cloud Architecture

- Sage Intacct was built for the cloud – not retrofitted – ensuring frequent real-time updates (no need to wait or opt into system upgrades), high uptime and strong mobile performance
- No local servers, software installs or patching required
- Users access dashboards and reports from anywhere

### Powerful Reporting & Dashboards

- Robust dimensional reporting lets users slice data by department, location, customer, project or fund without Excel gymnastics
- Real-time dashboards tailored by role (e.g., CFO, controller and program director) deliver actionable insights at a glance

### Integrations & Ecosystem

- Open API supports easy integration with CRMs (like Salesforce), payroll tools, budgeting platforms, industry-specific solutions and more
- Sage’s Marketplace features vetted third-party apps to extend functionality

## AI & Automation Capabilities

Sage Intacct includes practical AI-powered tools that streamline finance operations:

**Intelligent GL:** Uses machine learning to streamline approvals, flag anomalies and auto-suggest entries

**Spend Intelligence:** Offers AI-driven visibility into spend patterns and vendor anomalies

**Close Assistant:** Helps automate and prioritize period-close tasks, boosting speed and reducing errors

**Resource Forecasting:** Predicts future staffing needs based on project pipeline and current resource utilization

**Smart Search & Natural Language Queries:** Enables users to quickly find data and generate reports without technical skills

**Agentic AI:** Powers enhanced decision-making with proactive insights and recommendations

## Industry Fit

Sage Intacct is especially well-suited for services-based and financially complex industries. Its modular approach and strong core make it highly configurable for:

### Financial Services & Family Offices

- Multi-entity and trust accounting
- Consolidated rollups across investments and legal entities
- Tight controls and audit readiness

### Professional Services

- Project-based accounting, time/expense management and billing
- Integrates with CRMs like Salesforce for seamless quote-to-cash transactions
- Real-time project profitability tracking

### Healthcare

- HIPAA-compliant cloud solution and the only Healthcare Financial Management Association (HFMA) peer-reviewed accounting solution
- Integrates with patient billing systems
- Clear real-time visibility across clinical, financial and statistical data

### Nonprofit

- Fund accounting, grant tracking and outcomes reporting
- Role-based dashboards for program managers and executives
- Dimensional chart of accounts to analyze and understand operations by location, program, entity and more

### SaaS & Technology

- Subscription billing and ASC 606 revenue recognition
- Real-time metrics like CMRR, CAC and churn
- Native multi-currency and global consolidation

## Key Business Benefits

30%-70% improvement  
in month-end close time

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40%-60% reduction in  
manual reporting effort

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2x faster audit prep because  
of integrated compliance  
and documentation

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Productivity gains reported  
across finance teams, especially  
when replacing QuickBooks, Excel  
or fragmented legacy tools

## Limitations to Consider

While Sage Intacct is powerful, it's important to note where it may not be the best fit:

### Customization Boundaries

- Sage Intacct favors configuration over customization
- Best suited for companies with standard-to-moderately complex processes

### Pricing Transparency

- Pricing is modular and based on user licenses and modules selected, but can grow quickly for companies needing multi-entity, project and integration-heavy environments
- Requires thoughtful implementation scoping and vendor discussions

## Buyer's Checklist

Before choosing Sage Intacct, confirm that your organization:

- ✓ Prioritizes financial visibility, compliance and automation
- ✓ Has or plans to maintain a best-in-class tech stack (rather than a single-platform ERP)
- ✓ Doesn't require heavy-duty operations modules (e.g., production, warehousing)
- ✓ Values a fast deployment — many clients go live in 4-6 months
- ✓ Needs multi-entity, multicurrency or ASC 606/GAAP compliance
- ✓ Outgrowing QuickBooks or Dynamics GP

## In Summary

Sage Intacct is ideal for finance-forward organizations seeking modern, efficient and scalable accounting without the complexity of an enterprise level ERP. With deep industry expertise, strong automation and best-in-class reporting, it's a favorite among CFOs looking to elevate their finance function.



# Microsoft Dynamics 365 Business Central

Microsoft Dynamics 365 Business Central is a mid-market, cloud-based ERP solution designed for growing companies that need to unify finance, operations, sales and inventory in a single system. With tight integration to the Microsoft ecosystem, Business Central offers an approachable, scalable platform that balances depth, usability and value.

It's especially compelling for companies outgrowing QuickBooks, Dynamics GP or siloed systems that are looking for faster insights, stronger controls and future-ready automation.

## Core Strengths

### All-in-One ERP for SMBs

- Combines financial management, inventory, purchasing, sales, project accounting and light manufacturing
- Provides a single source of truth across departments — ideal for companies looking to consolidate tools

### Rapid Deployment & Transparent Pricing

- Cloud-native design supports fast implementations (as little as four months)
- Clear licensing structure via Microsoft's per-user SaaS pricing model

### Highly Configurable & Scalable

- Modular setup allows businesses to activate only the features they need
- AppSource marketplace offers thousands of certified extensions and industry-specific add-ons
- Manages growing complexity — from simple operations to multi-entity and multilocation environments

### Deep Microsoft Ecosystem Integration

- Seamlessly connects with Microsoft 365 (Excel, Teams, Outlook), Power BI, Power Automate and Copilot AI
- Users can generate quotes, access customer data or trigger approvals directly within Outlook
- Aligns well for companies already using Microsoft tools



## AI & Automation Capabilities

D365 BC leverages Microsoft's evolving AI stack, Copilot, making it more intelligent, predictive and user-friendly with each update.

### Key AI Features:

#### Microsoft Copilot Integration:

Embedded in Business Central and Microsoft 365 apps, Copilot helps users create invoices, draft emails and analyze data with natural language prompts

#### Predictive Forecasting:

Suggests cash flow trends, inventory needs and sales demand based on historical patterns

#### Power BI Embedded:

Delivers real-time dashboards and visualizations directly within BC with no export needed

#### Power Automate Integration:

Enables no-code automation for tasks like approvals, reminders, data updates, and workflows

## Industry Fit

D365 BC is designed for small to mid-sized organizations (typically \$25M-\$300M) that need an affordable, flexible ERP system. It's especially strong in:

### Manufacturing & Distribution

- Light manufacturing (bill of materials, routing and capacity planning)
- Inventory management with multiple locations and tracking
- Procurement and supply-chain visibility

### Life Sciences & High Tech

- Ideal for startups and growth-stage firms with regulated or complex operations
- Provides solid financial controls, traceability and integration with quality systems

### Professional Services & Project-Based Firms

- Project cost tracking and billing
- Time and expense management
- Basic resource planning and profitability reporting

## Key Business Benefits

Faster close cycles and real-time financial visibility (up to 50% faster month-end close)

A 30%-50% reduction in data re-entry and manual reconciliation

Enhanced collaboration between finance, sales and operations via shared platform

Improved inventory accuracy and demand forecasting (up to 40% faster order-to-cash cycle)

Lower TCO compared to traditional on-premise ERPs (30-70% decrease in manual reporting time)

SOC 1 & SOC 2 compliant

Data residency options via Microsoft Azure regions

Role-based access controls and audit trails for regulatory adherence

## Limitations to Consider

While Business Central is robust, buyers should be aware of some constraints:

### Not Built for Large Enterprises

- Supports multi-entity and intercompany transactions, but isn't designed for complex global enterprises with thousands of users
- Organizations larger than \$500M often benefit more from D365 Finance & Supply Chain (FSC)

### Limited for Complex Manufacturing

- Offers basic MRP and discrete manufacturing
- Lacks advanced features like shop floor automation, process manufacturing or complex warehouse automation

### Customization vs. Configuration

- Heavily customized workflows require developers or partners
- Best suited to companies that value standardization with modest tailoring

### Learning Curve for Non-Microsoft Users

- For teams unfamiliar with Microsoft products, initial onboarding can take longer compared to tools like NetSuite or Sage Intacct
- A longer onboarding can slow time to realize ROI

## Buyer's Checklist

Consider D365 BC if your organization:

- ✓ Has outgrown QuickBooks, Xero or Dynamics GP/SL/NAV/AX
- ✓ Operates in multilocation, manufacturing, distribution or services
- ✓ Uses Microsoft 365 and wants tighter integration across tools
- ✓ Needs strong financial control, project tracking and inventory management in one system
- ✓ Plans to scale within the Microsoft ecosystem (e.g., with Power Platform, Copilot or CRM)

## In Summary

Microsoft Dynamics 365 Business Central is a high-value, cloud-native ERP that delivers big-business functionality at a mid-market price point. It's the ideal fit for organizations seeking financial control, inventory visibility and operational efficiency, especially those invested in the Microsoft ecosystem.

When paired with a proven implementation partner, D365 BC can be deployed quickly, scaled easily and extended intelligently, helping businesses gain the insights and agility needed for long-term success.



# Microsoft Dynamics 365 Finance & Supply Chain

Microsoft Dynamics 365 Finance & Supply Chain is an enterprise-grade, modular ERP solution designed for large and growing organizations with complex financial, operational and global needs. It's part of the Microsoft Dynamics 365 suite and offers extensive depth across finance, supply chain, manufacturing and project management — all built on a cloud-native platform powered by AI, automation and integration.

With its robust configurability and integration with the broader Microsoft stack (Power Platform, Microsoft 365 and Azure), D365 FSC is ideal for organizations looking to scale globally and future-proof their operations.

## Core Strengths

### Deep Financial Management for Global Operations

- Manages multi-entity, multi-currency and multi-GAAP requirements
- Provides robust budgeting, planning and consolidation capabilities
- Global tax localization, regulatory compliance and intercompany accounting

### Advanced Supply Chain & Manufacturing

- Real-time visibility into inventory, procurement, production and distribution
- Discrete, process and lean manufacturing capabilities
- Integrated asset management, quality control and vendor collaboration

### Fully Connected Microsoft Ecosystem

- Seamless integration with Microsoft 365, Power BI, Azure Data Lake and Power Automate
- Embedded Copilot AI across processes (e.g., invoice matching, demand planning and forecasting)
- Flexible integration with CRM, HR and third-party platforms

### Built for Global Scalability

- Localization for more than 40 countries and more than 70 languages
- Designed for enterprises operating across jurisdictions and regulatory frameworks
- Cloud-based deployment with global infrastructure through Azure

## AI & Automation Capabilities

D365 FSC is one of the most advanced ERP platforms for embedded AI, machine learning and process automation.

### Key AI Features:

#### AI-Powered Demand Forecasting:

Machine learning models dynamically predict product demand using sales, market and seasonality data

**Intelligent Budgeting:** Generates data-driven budget proposals based on historical data and trends

#### Invoice Matching & OCR:

AI automates invoice reconciliation and detects anomalies

**Predictive Maintenance:** Uses IoT and AI to anticipate equipment failures before they happen

#### Natural Language Dashboards

**(Copilot):** Users can ask questions in natural language and receive live insights

## Industry Fit

D365 FSC is purpose-built for large and sophisticated organizations, especially those with heavy operational or regulatory complexity. Key industries include:

### Manufacturing (Discrete & Process)

- Complex BOMs, routing, job costing and shop floor control
- IoT-enabled asset tracking and predictive maintenance
- Lean, batch and mixed-mode production support

### Distribution & Supply Chain

- Global inventory visibility and multi-warehouse support
- Advanced warehouse management, barcode scanning and transportation routing
- Vendor portals and contract management

### Life Sciences & Healthcare

- FDA/GxP compliance support
- Lot traceability and cold-chain inventory
- Strict audit trails and supply chain transparency

### Construction & Field Services

- Resource planning, job costing and mobile work orders
- Field service integration and subcontractor management

### Professional Services & Project-Based Businesses

- Project accounting, time and expense reporting and revenue recognition
- Multi-country resource deployment and billing



## Key Business Benefits

Enterprise-wide visibility and centralized control over finance and operations

Real-time insights through Microsoft Power BI and embedded analytics

Enhanced global compliance and localization readiness

AI-driven demand planning and budgeting for smarter decisions

Scalability to support thousands of users and entities

## Limitations to Consider

D365 FSC is powerful, but may not be right for every organization:

### Not Ideal for Small or Simpler Businesses

- It's designed for organizations with more than \$100M in revenue, 200 or more employees and complex regulatory structures
- If you're a smaller business or mid-market firm, Business Central is often a better fit

### Longer Implementation Timeline

- Implementations typically take 9-18 months, or longer, depending on complexity
- Requires strong internal alignment and readiness especially around data and process changes

### Requires Strategic Planning

- Due to its configurability, success depends on having a clear roadmap, change management plan and experienced implementation partner
- Often need to start with a more limited, phase-based deployment

## Buyer's Checklist

Consider D365 FSC if your organization:

- ✓ Operates in multiple countries or across multiple business units
- ✓ Has advanced operational needs (manufacturing, supply chain and asset management)
- ✓ Requires enterprise-level financial controls, budgeting and compliance
- ✓ Is planning to scale rapidly or enter regulated industries
- ✓ Wants to leverage advanced AI and analytics for operations and finance

## In Summary

Microsoft Dynamics 365 Finance & Supply Chain is a top-tier ERP system for large and complex enterprises. It offers unmatched configurability, deep operational and financial functionality and cutting-edge AI capabilities. Backed by Microsoft's massive ecosystem and cloud infrastructure, D365 FSC is an investment in digital maturity and long-term scalability.

However, to maximize its value, it's essential to engage a knowledgeable implementation partner, invest in change management and prepare for a transformational journey, not just a system upgrade.



# Workday Financial Management

Workday Financial Management is a modern, cloud-native ERP designed to unify core financials, planning and people operations. Built for agility and continuous innovation, Workday excels in delivering real-time insight, automation and scalability. It is a preferred solution for mid-to-large enterprises looking to future-proof finance and streamline business processes.

It's particularly strong for companies in services-heavy, people-centric or rapidly evolving industries, and is often selected for its ease of use, built-in analytics and native integration with Workday Human Capital Management (HCM).

## Core Strengths

### Unified Platform for Finance, HR, & Planning

- Workday combines financial management, HCM and enterprise planning in a single system
- Enables cross-functional collaboration and more holistic business decisions
- Continuous accounting model allows for real-time updates to financials — no more batch processing or delayed close

### Real-Time Reporting & Visibility

- Embedded analytics are built into every transaction, not added on later
- Custom dashboards, KPIs and financial statements can be refreshed instantly
- Drill-down to source transactions from any report without switching screens

### Cloud-Native & Scalable

- Workday was built from the ground up for the cloud and offers high uptime, frequent updates and seamless scalability
- Supports organizations with 100 to 100,000+ employees across multiple countries and currencies

### Continuous Innovation & Updates

- Workday releases updates twice per year, ensuring customers benefit from ongoing improvements in automation, AI and user experience, without disruptive upgrades

## AI & Automation Capabilities

Workday is among the leaders in embedded AI and machine learning in finance, focused on enabling faster decision-making, process improvement and anomaly detection.

### Key AI Features:

#### Machine Learning for

**Forecasting:** Learns from historical data to predict revenue, expenses and workforce needs

**Anomaly Detection:** Flags irregularities in transactions or budget variances before they cause financial errors

#### AI-Powered Expense

**Matching:** Automatically categorizes and flags unusual or duplicate expenses

#### Natural Language Queries &

**Dashboards:** Executives and finance users can ask questions in plain English and receive interactive, real-time results

#### Smart Audit Trail &

**Approvals:** Automates workflows with AI-suggested routing, approvals and compliance checks

## Industry Fit

Workday Financials is best suited for mid-to-large enterprises that prioritize financial agility, rapid insight and people-driven operations. It is especially strong in:

### Technology & SaaS

- Subscription billing, revenue recognition (ASC 606) and global compliance
- Workforce planning and compensation management in tandem with finance

### Healthcare & Nonprofit

- Grants and fund accounting, HIPAA-compliant workflows
- Complex workforce tracking and staffing optimization

### Architecture, Engineering & Construction (AEC)

- Project-based accounting, subcontractor tracking and mobile time entry
- Integrated project staffing and billing

### Financial Services

- Investment and fund accounting, insurance operations
- Global reporting and regulatory compliance

### Professional Services & Consulting

- Time and expense, project profitability and global billing
- Workforce deployment planning

## Key Business Benefits

Real-time visibility into financials and operations without IT reliance

Continuous accounting can lead to a 30% to 50% faster financial close

Unified system for workforce and finance leads to stronger alignment

Automation of routine tasks reduces manual effort and risk

Always-current platform with no disruptive upgrades

## Limitations to Consider

While Workday is powerful, prospective buyers should be aware of these considerations:

### Primarily a Financials + HCM Platform

- Unlike full ERPs like D365 FSC or NetSuite, Workday does not include native supply chain, manufacturing or complex inventory modules
- It is best suited for services-based organizations — not product-based or operationally intensive businesses

### Higher Investment & Licensing Model

- Pricing can be higher than other mid-market ERPs due to Workday's enterprise positioning and per-user licensing
- Best suited for organizations that want to streamline across finance, HR and planning

### Requires Partner-Led Implementation

- While configuration is streamlined, Workday implementations still require skilled partners, especially for organizations with complex entities, billing models or planning needs
- Implementation timelines can vary depending on the Workday deployment methodology

## Buyer's Checklist

Consider Workday Financial Management if your organization:

- ✓ Needs unified visibility across finance, HR and planning
- ✓ Prioritizes real-time reporting, AI-driven forecasting and audit automation
- ✓ Operates in a service-centric or people-heavy industry
- ✓ Has outgrown legacy systems or disconnected platforms
- ✓ Values frequent updates and rapid innovation without IT overhead

## In Summary

Workday Financial Management is a modern, intuitive and AI-infused financial platform designed for strategic agility. It empowers finance leaders with real-time insights, workflow automation and planning integration needed to make confident decisions at scale.

For services-oriented, high-growth and people-centric organizations, Workday is more than a financial system, it's a collaborative business platform that breaks down silos between teams and keeps pace with change.





# NetSuite

NetSuite is a cloud-native, unified ERP platform designed for mid-market to upper mid-market organizations that need a scalable, all-in-one system to manage their financials, operations, CRM, inventory, projects and e-commerce. As one of the first true cloud ERPs (founded in 1998), NetSuite is mature, flexible and built to support companies through rapid growth, multi-entity complexity and global expansion.

It's particularly well-suited for product-based businesses, multi-entity organizations and fast-growing companies outgrowing siloed or entry-level systems.

## Core Strengths

### True All-in-One ERP

- Unified suite covering financials, CRM, inventory, warehouse management, order processing, project accounting, procurement and e-commerce
- Eliminates the need for separate systems and messy integrations

### Cloud-Native Architecture

- Built for the cloud from the start — no legacy code or retrofits
- Delivers high reliability, performance and access from anywhere with real-time dashboards

### Modular and Scalable

- Start with what you need (core financials, inventory, etc.) and expand into other modules like budgeting, WMS or SuiteCommerce
- Supports multi-entity, multi-currency, multi-language and multi-subsidiary operations with consolidated roll-ups

### Seamless Upgrades and Customization

- Twice-yearly updates that don't break customizations
- Uses SuiteScript, a JavaScript-based platform and SuiteBuilder for low-code configuration
- Large marketplace of SuiteApps for vertical or advanced needs

## AI & Automation Capabilities

NetSuite has steadily integrated AI and machine learning features to boost automation and business insight.

### Key AI Features:

#### Predictive Cash Flow

##### Forecasting:

Analyzes historical data, open receivables and expenses to project liquidity

#### Automated Bank

##### Reconciliation:

Uses AI to auto-match transactions and flag discrepancies

#### Intelligent Order

**Management:** Automatically routes orders based on inventory levels, fulfillment rules and customer priority

**SuiteAnalytics:** Embedded analytics and pivot-style dashboards enable real-time visibility without relying on IT

#### Revenue Recognition

**Engine:** Automates complex ASC 606/IFRS 15 compliance with AI-driven triggers and schedules

## Industry Fit

NetSuite is a strong fit for mid-market product and project-based businesses with operational complexity, especially those growing quickly or managing multiple business units.

### Manufacturing & Wholesale Distribution

- Demand planning, procurement, production management and warehouse automation
- Serial/lot tracking, multi-location inventory and BOM management

### International Operations

- Localized for more than 200 currencies, 27 languages and more than 100 countries
- Tax compliance, e-invoicing and global chart of accounts

### Retail, eCommerce, and Omnichannel

- Real-time inventory, POS, order orchestration and returns across all channels
- Fully integrated e-commerce via SuiteCommerce

### Professional & Software Services

- Project costing, resource allocation, time tracking and billing
- Subscription billing and SaaS metrics for recurring revenue businesses

### Multi-Entity & Private Equity Portfolio Companies

- Built-in global consolidation and intercompany eliminations
- Supports tiered ownership structures, shared services models and portfolio-level visibility

## Key Business Benefits

30%-60% faster  
financial close through  
real-time automation

Consolidation of multiple  
systems into a single platform  
reduces IT overhead

Improved data visibility  
and decision-making with  
centralized dashboards

Flexibility to adapt and scale  
without re-platforming

Twice-annual upgrades with  
no version lock or breakage

## Limitations to Consider

NetSuite is powerful and flexible, but there are a few things to be aware of:

### Implementation Complexity

- Full-suite implementations require careful scoping and an experienced partner
- While NetSuite is highly configurable, it's not plug-and-play — implementation can take 4 to 6 months or more, depending on scope

### Requires Training & Internal Champions

- Power users need training to fully leverage features like SuiteAnalytics or advanced workflows
- May require ongoing admin oversight for maintenance, user permissions and minor development

### Pricing Is Tiered

- Per-user licensing plus module-based pricing; costs can rise quickly as needs expand (e.g., with WMS, budgeting, planning, etc.)
- May be cost-prohibitive for companies less than \$20M in revenue or with simple needs

## Buyer's Checklist

Choose NetSuite if your organization:

- ✓ Involves complex operations, inventory or order fulfillment needs
- ✓ Manages multiple entities, subsidiaries or countries
- ✓ Wants a true all-in-one system (financials + operations + CRM + e-commerce)
- ✓ Needs scalable automation without sacrificing customization
- ✓ Prefers a mature, cloud-native platform with deep Oracle backing

## In Summary

Oracle NetSuite delivers a powerful, proven ERP platform that serves as a growth enabler for mid-sized to upper mid-market businesses. Its unified suite, global capabilities and flexible customization make it a strong contender for companies that want centralized data, scalable operations and deep financial control.

While implementation requires thoughtful planning and skilled execution, NetSuite pays off in long-term operational efficiency, automation and strategic clarity — especially for fast-growing, multi-entity businesses.



### SECTION THREE

## Industry Fit

While we noted industries in the Solution Overviews, each industry comes with distinct operational challenges, compliance requirements and reporting needs. Below, we explore how each of the five ERP platforms excels in serving these key industry needs.

#### PROFESSIONAL SERVICES

**Common Needs:** Time tracking, project-based billing, multi-entity management, real-time reporting

**Best Fit ERPs:**

- ✓ **Sage Intacct:** Offers PSA (Professional Services Automation), Sage Project Intelligence, real-time project insights and multi-entity support
- ✓ **Workday Financials:** Strong in services-focused firms with integrated HR/finance planning and automation

#### NONPROFITS

**Common Needs:** Fund accounting, grant tracking, donor reporting and compliance

**Best Fit ERPs:**

- ✓ **Sage Intacct:** Industry leader with nonprofit-specific modules, built-in compliance and robust dashboards
- ✓ **Workday Financials:** Useful for larger nonprofit institutions focused on strategic workforce and financial integration
- ✓ **NetSuite:** Offers scalability and strong reporting for nonprofits with multiple funding sources



## HEALTHCARE

**Common Needs:** HIPAA compliance, real-time financial visibility, grant management and workforce planning

**Best Fit ERPs:**

- ✓ **Workday Financials:** Offers strong support for healthcare workforce planning and compliance
- ✓ **Sage Intacct:** HIPAA-compliant, HFMA reviewed, with robust financial and grant reporting capabilities
- ✓ **Microsoft Dynamics 365 FSC:** Ideal for large, inventory-intensive healthcare organizations requiring tight supply chain control

## SAAS & TECHNOLOGY

**Common Needs:** Subscription billing, revenue recognition, multi-entity consolidation and real-time KPIs

**Best Fit ERPs:**

- ✓ **Sage Intacct:** Strong for SaaS companies with prebuilt integrations for ASC 606 compliance
- ✓ **Workday Financials:** Scalable and tailored for fast-growth tech firms with robust people-data linkage
- ✓ **NetSuite:** Great for high-growth companies with international expansion and subscription models

## MANUFACTURING & DISTRIBUTION

**Common Needs:** Production planning, inventory management procurement and order fulfillment

**Best Fit ERPs:**

- ✓ **Microsoft Dynamics 365 Business Central:** Ideal for midsize manufacturers and distributors looking for rapid deployment and seamless Microsoft stack integration
- ✓ **Microsoft Dynamics 365 FSC:** Designed for large, complex supply chains with advanced logistics and planning tools
- ✓ **NetSuite:** Provides end-to-end order-to-cash and procure-to-pay visibility for growing mid-market M&D firms

## FINANCIAL SERVICES & PRIVATE EQUITY

**Common Needs:** Consolidated reporting, compliance tracking, investor management and audit-ready financials

**Best Fit ERPs:**

- ✓ **Sage Intacct:** Especially suited to family offices, PE firms and portfolio companies with strong entity management
- ✓ **Workday Financials:** Supports insurance, lending and investment firms needing deep insight across HR and finance

## ARCHITECTURE, ENGINEERING & CONSTRUCTION

**Common Needs:** Architecture, Engineering and Construction (AEC) firms: Project-based accounting, subcontractor management and resource planning

**Best Fit ERPs:**

- ✓ **Workday Financials:** Effective for AEC firms balancing HR and project accounting needs
- ✓ **Microsoft Dynamics 365 FSC:** Offers robust project costing and field operations for large construction organizations

## RETAIL & ECOMMERCE

**Common Needs:** Inventory visibility, multichannel integration and flexible order processing

**Best Fit ERPs:**

- ✓ **Microsoft Dynamics 365 Business Central:** Unified system for retail, POS and eCommerce
- ✓ **NetSuite:** Well-suited for omnichannel operations with real-time customer and inventory data

## SECTION FOUR

# Next Step: Selecting Your ERP Solution

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The best ERP for your business isn't necessarily the most feature-rich or the most popular, it's the one that aligns most closely with your strategy. As you can see, all five of these ERPs have strengths and features that can equip your teams with the automation, data, insights and efficiency that will streamline your business.

Which one is right for you will come down to best aligning the ERP's overall structure, strengths, functionality and costs with your unique needs and business drivers.

We consult with leaders who are evaluating ERPs. Our ERP solution experts provide decades of experience and practical insight from working with hundreds of organizations in the ERP selection and implementation process. We are here to support you throughout the process, so if you would like to discuss more in-depth pros and cons of ERP solutions or need help figuring out your strategy, please connect with us.

Want to read more? We've packaged up our best advice on how to select an ERP in our comprehensive guide:

LEARN MORE →

**Be sure to download it for a detailed look at:** 

- Defining your ERP solution decision criteria
- Choosing your internal project team
- Understanding common risks and pitfalls (and how to avoid them!)
- Important questions to ask ERP vendors when evaluating solutions

### **Need a faster ERP decision process?**

Our ERP solution experts are here to help you quickly identify your organization's strategy, ERP requirements and help you match the best ERP to fit your needs. Schedule a consultation with one of our award-winning experts today to kick-start your ERP process.



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