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ORACLE NETSUITE Solution Partner

USER GUIDE FOR NETSUITE PRICING: ALL YOU NEED TO KNOW

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Lately, many high-growth companies are switching to NetSuite due to its increasing popularity in the ERP sphere. This coupled with a dominating market share is attributed to how NetSuite is enabling businesses of all sizes streamline their operations and improve their bottom line. However, one of the biggest confusion for companies while considering NetSuite is its cost.

Therefore, this NetSuite pricing guide gives a clear breakdown of NetSuite pricing and explores the options available to help you make an informed decision.

NetSuite Pricing Model Explained

While we cannot give you one definitive price, we can make you aware of all the factors determining the total cost of NetSuite implementation for your business. Here listed are the five main aspects that determine the price of NetSuite for businesses:

1. NetSuite Licensing

NetSuite offers various licensing options, but first, businesses need to figure out which NetSuite edition matches their needs and scope.

- **NetSuite Starter/Limited Editions** is available to companies that have a need for less than ten users. The limited-edition best fits SMBs with one legal entity and 50+ employees.
- **NetSuite Standard/Mid-Market Editions:** This edition comes with 100 full licensed users provisioned (excluding Employee Center, Partner Center, Advanced Partner Center, Vendor Center and Customer Center), 5 employee self-service users, and 200,000 monthly transaction lines.
- **NetSuite Enterprise edition:** it is designed for large-scale companies that require advanced customization and configuration options. The pricing for the NetSuite Enterprise edition is not publicly available and is typically provided through a consultation with a NetSuite representative or partner.

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Note that all the edition pricing and features are subject to change due to market conditions and software updates. (Please contact AlphaBOLD for most up-to-date pricing information.

NetSuite Service Tiers

Each business falls under a designated NetSuite Service Tier. Each tier has an appropriate user with file storage and monthly transaction line limits. These are explained below.

Service Tier	Users	File Storage (GB)	Monthly Transaction Lines
Standard	100	100	200,000
Premium	1,000	1,000	2,000,000
Enterprise	2,000	2,000	10,000,000
Ultimate	4,000	4,000	50,000,000

NetSuite User Licensing

NetSuite licensing follows a subscription-based pricing model where customers pay an annual fee based on the number of users, modules, and features they plan to use. NetSuite offers two types of user licenses, full or limited.

- **NetSuite Full User License** – It is intended for employees who require regular access to NetSuite and need to perform various tasks such as processing transactions, managing customer data, generating reports, etc.
- **Employee Center License** - The Employee Center License is designed for employees who need access to limited HR-related functions such as tracking project time, entering time-off requests, and adjusting expense reports. It provides a simplified user experience for these tasks and helps companies reduce cost.

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2. NetSuite Software Pricing

NetSuite software pricing depends on the company's feature-specific needs. Typically, core functionality is enhanced by advanced modules. The more advanced modules one buys, the higher will be the price of a monthly subscription. Generally, the most affordable NetSuite packages are aligned around vertical-specific functionality. NetSuite calls it **SuiteSuccess.**

SuiteSuccess

SuiteSuccess is a methodology or a collection of over 20 years of ERP implementation experience tailored to specific industries. SuiteSuccess includes a preconfigured system with dashboards, KPI's reports, roles and add-ons with a goal of providing a functional ERP system from day one. SuiteSuccess also includes a set of leading business practices that any organization may choose to adopt when they implement their NetSuite ERP. Each SuiteSuccess edition is a suite of modules; when sold separately, their total cost is higher than when they are a part of the package.

NetSuite E-commerce Pricing

The number of users is not important for the pricing of SuiteCommerce and SuiteCommerce Advanced NetSuite offers two versions of SuiteCommerce.

- **SuiteCommerce Standard:** B2B and B2C storefront and business user tools to manage an ecommerce site, unified with core NetSuite operational business systems. This module is completely configurable through business user friendly Site Management Tools and extendable with themes and extensions.
- **SuiteCommerce Advanced:** Similar to SuiteCommerce Standard from the standpoint of functionality offered; however, fully customizable through access to the core code. In addition, upgrades are manual, controlled by the user.

Businesses with third-party eCommerce software, such as Shopify, need to integrate it with NetSuite to leverage combined data. Using SuiteCommerce will make everything much more accessible!

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3. NetSuite Implementation

Depending on your NetSuite partner and your functional needs, the total price of NetSuite implementation can range from **$40,000 - $100,000.**

The reason behind such a wide price range lies in the fact that business requirements, and therefore NetSuite implementations are different for each organization.

The main cost drivers of NetSuite implementation are:

- Number of features / modules implemented: the # of modules implemented, and the level of complexity related to the functionality delivered will affect the cost of the final solution.
- Customizations: The cost of NetSuite customization is usually based on an hourly consulting fee. The customization scope during a typical project may range between **20 - 200 hours.**
- Integrations: Individual integrations can cost anywhere from **$2,500 - $5,000+.** There's also usually a one-time implementation fee ranging from **$1,500 - $10,000+** depending on the development work required.

Final Verdict

NetSuite pricing is based on the number of users, and the modules companies choose to include in their plans. The more users they have and the more modules they add, the higher the cost. However, it's important to note that NetSuite's pricing model is designed to be flexible and scalable, so companies can start with a basic plan and add more users and modules as their business grows.

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