



# ADVANCED CUSTOMER SUPPORT

Proactive Approach for All Your Solution Optimization Requirements

What verticals are covered by Advanced Customer Support (ACS) offerings? All of them. Check.

What Oracle NetSuite products are covered? All of them. Check.

What technical development assistance does ACS provide? All. Check.

What performance and scalability support comes with ACS? You get the picture.

When you're ready to go beyond basic support, your one-stop shop to advance and optimize your solution is all right here.

## Key benefits include:

- Maximize the value of your Oracle NetSuite investment.
- Get responsive results when you need them (no waiting for SOWs).
- Optimize the performance of your solution to its highest capability.
- Proactively monitor solution to mitigate risks and increase performance and ROI.
- Leverage software releases for maximum functionality.
- Complete team of platform, solution and development personnel at a fraction of the cost.

## Maximize the Value of Your Oracle NetSuite Investment

Your business is not static. Software continues to change. Your initiatives continue to change. Your knowledge of the solution continues to change. You need your solution to scale alongside your business—and you need a proactive managed service to make that happen. ACS allows you to react to all of these changes and maximize the value of your Oracle NetSuite investment on a continuous basis.

Oracle Netsuite has created a single offering to meet all support and ongoing sustainment and optimization needs across all products and all markets. As the next step in your support continuum, ACS is available to any Premium Support customer. This managed service takes you from reactive to proactive, keeping your solution at optimal level, mitigating risks and increasing ROI as your business continues to grow and change.

In addition to what Premium Support provides, ACS includes solution administration, solution configuration, SuiteCloud development, release guidance and testing, performance assessment and guidance, and advisement on your platform and environment architecture. With ACS, you receive a named customer success manager and a named solution team that understands your business and solution environment, and provides proactive guidance and preventative services. And as

### Key features include:

- Single point of coordination for Oracle NetSuite Service and Support.
- One contract for your maintenance, administration, sustaining and enhancement needs.
- Consistent contextual team to meet your needs.
- Contextual advice on best solution usage and execution against that advice.
- Release advisement and recommendations.
- Performance advisement and recommendations.
- Multi-vendor environment advice and structure.

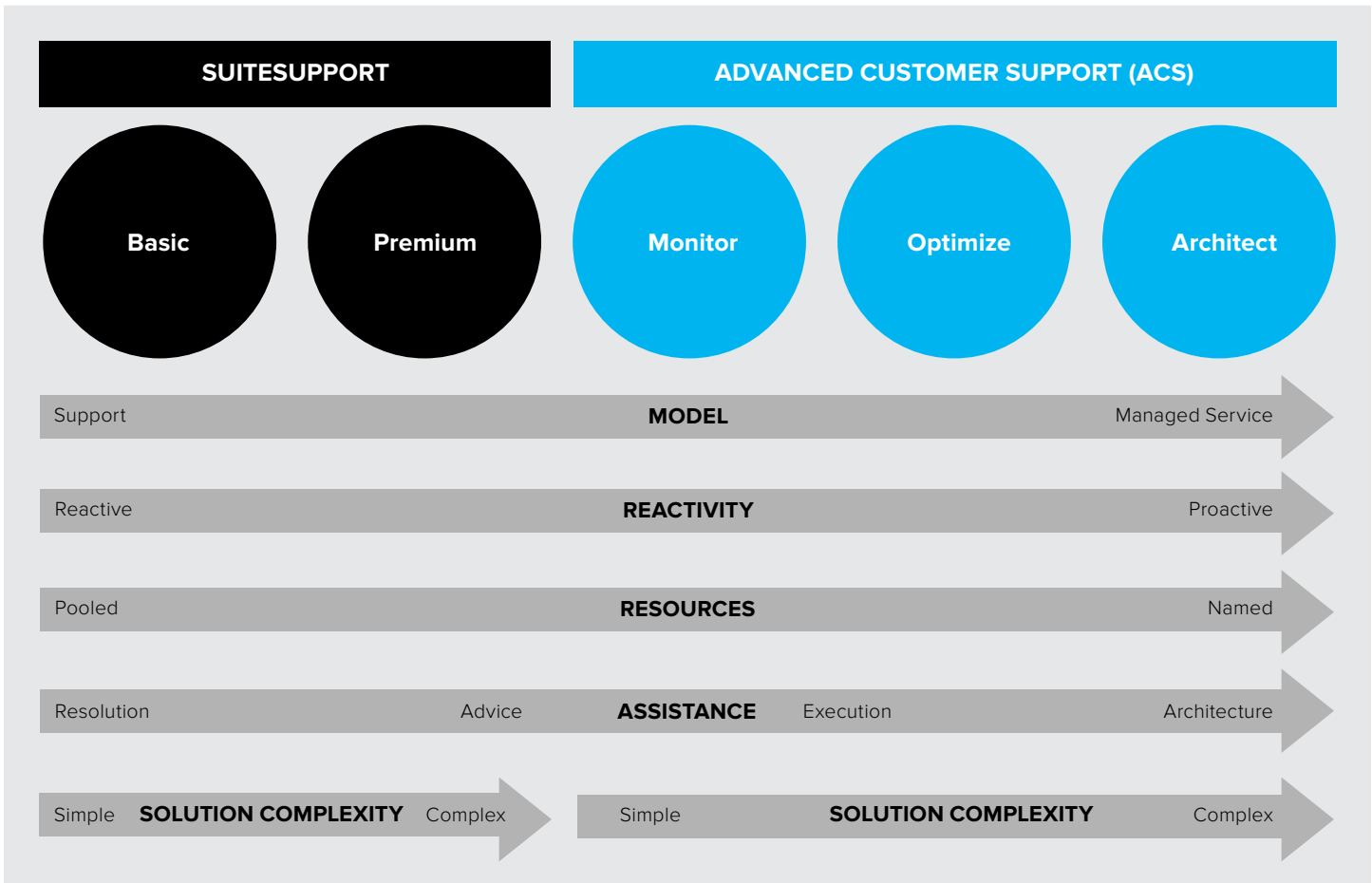
part of our full breadth of advanced support offerings, ACS also provides retail customers with expertise in growing your online business and delivering engaging experiences to your shoppers.

In short, ACS provides support for all products and provides customers with everything from advice on maintaining and optimizing your solution, to executing against that advice, to finding the best way to plug your NetSuite solution into a multi-platform environment.

The results are knowledgeable resources, faster response, optimized performance and reduced risk.

## Support Services

Oracle NetSuite provides a full spectrum of Support Services—from Basic and Premium support, to Monitor, Optimize and Architect levels of ACS. As you move up levels in ACS, we increase our level of support across five pillars: Model, Reactivity, Resources, Assistance and Solution Complexity.



### Model

ACS moves beyond ticket-by-ticket support needs to managed services that provide more aggressive, ongoing, proactive support.

### Reactivity

As you move through the spectrum, ACS provides higher levels of reactivity from proactively generating analysis on your Oracle NetSuite instance to driving business change based on the latest release.

### Resources

As your ACS level increases, your team commitment follows from your Customer Success Manager, to your ACS delivery team to your Technical Support team.

### Assistance

ACS goes from providing support and advice to executing on that advice.

ACS provides the time and resources needed for the unique challenges that come with more complex solutions.

	Monitor	Optimize	Architect
<b>Remediation Support</b>			
Technical Remediation Services (4 hours a month)	●	●	●
Named Support Team			●
<b>Release Management</b>			
Release Awareness	●	●	●
Release Guidance & Regression Testing		●	●
<b>Performance &amp; Scalability</b>			
Quarterly Performance Report	●	●	●
Performance Assessment & Environment Assistance		●	●
<b>Business &amp; Solution Optimization</b>			
Named Customer Success Manager	●	●	●
Named Optimizing Team		●	●
Business Solution Advice and Execution	●	●	●
Technical Development Advice and Execution	●	●	●
<b>Platform and Environment Architecture</b>			
Systems Architecture Guidance			●
Integration Architecture Guidance			●
Environment Architecture Guidance			●
<b>Education</b>			
Education Services	●	●	●
Education Online Pass (# of Named Attendees)		1	2
Education Public Class		●	●
Education Custom Class		●	●

## **Your Business is Our Business**

Successfully advancing and sustaining your solution means going beyond a one-size-fits-all approach. Your business is unique, and your support services should reflect that. Our team of experts are invested in understanding your business, its unique environment and your specific solution needs. That's why we conduct a SuiteReview prior to implementing your ACS services.

Through a series of one-on-one interviews and workshops with key users and stakeholders on your team, we focus on your business goals, your future plans, the key processes and policies to support these goals.

We look at your solution and understand how you are using it, how it is configured, customized, integrated, where there is complexity, where you've invested and finally the quality of the data in the solution. By understanding these, we can better determine how your solution can support your business needs now and into the future. This holistic approach to understanding your business will enable us to document your needs, target functionality and any existing gaps in your solution.

For more information on ACS, please contact your Account Manager.