

# *Methodology for NetSuite Implementations*

Trajectory's approach and methodology to NetSuite implementations and projects focuses on:

## ***people.process.technology***

This is the approach we take when evaluating, planning and implementing each NetSuite solution we deliver.

For each solution, we establish a balanced understanding of how your organizational goals are best supported by your business processes and the people who drive them. The NetSuite solutions we build create real business value.

With so many technical solutions and providers to choose from, it's essential to find the right balance between business value with your project's critical success factors such as timelines, budget, and the needs of your people, processes and technology.

**trajectory inc.**

# Methodology for NetSuite Implementations

## Trajectory's Approach and Methodology

Each implementation begins with a meaningful evaluation of your business goals. Once we understand where your business needs to go, it's easier to create the roadmap to get you there.

The Business Value Matrix allows us to grasp the big picture of your business and establish baseline metrics to measure the success of your NetSuite solution.

Our team is made of the most experienced project managers, consultants and configuration experts in the NetSuite domain. Trajectory guarantees continuity from your implementation team to ongoing optimization and support to ensure your NetSuite solution delivers what your business needs.

### Business Value Matrix

Our approach is built on the premise that your organization's people, processes and technology support the business and strategic objectives. Trajectory's Business Value Matrix isolates your company's business and strategic goals to provide a NetSuite solution that creates real business value.

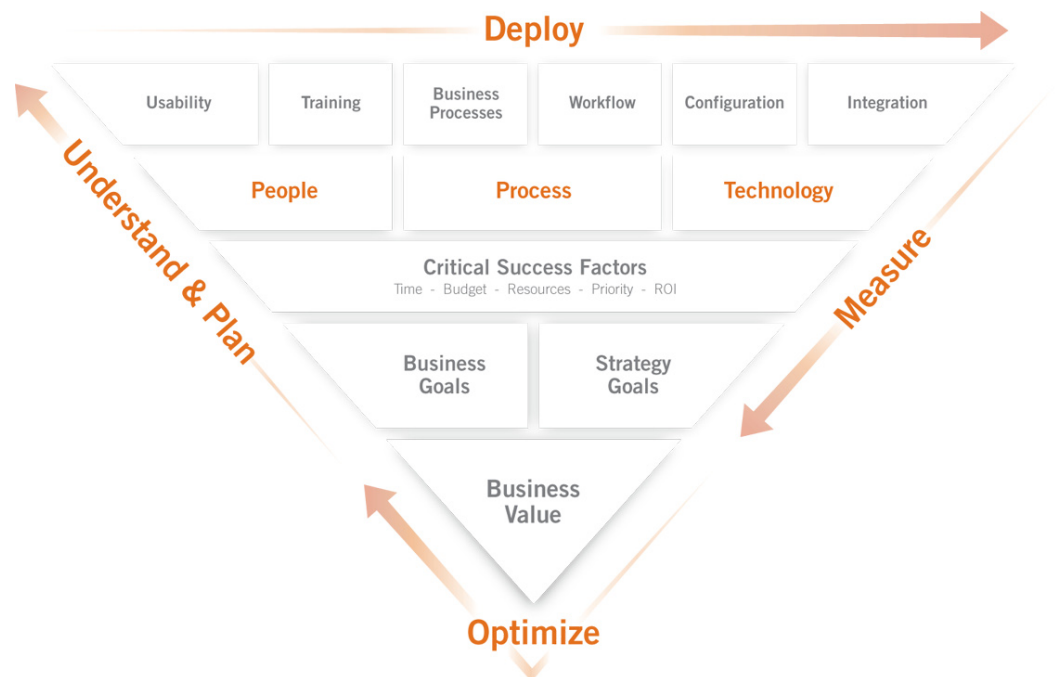
To understand the big picture, our business analysts and solution consultants use discovery sessions and surveys to create a custom Business Value Matrix. We then consider each business need in comparison with the processes and technical requirements to identify the highest-value project blueprint.

A blueprint with prioritized business needs ensures the lowest delivery cost and fastest time to utility.

### Metrics

You need your NetSuite solution to deliver real business value. Your solution needs real metrics. Once we establish business goals, Trajectory builds metrics to reflect your organization's criteria for success. We can easily see where the NetSuite solution is delivering real value and make improvements where required.

*Because Trajectory's promise to our clients is, "Success, period." our approach to implementing a NetSuite solution can't rely on technology alone. Plugging the gaps left by your legacy systems won't deliver the results your business needs. Instead, Trajectory focuses on your goals, people and processes to deliver valuable solutions across your organization.*



# Methodology for NetSuite Implementations

## *people.process.technology* for NetSuite Implementations

Trajectory focuses on the highest value solution as defined by your custom Business Value Matrix. Each phase strives to balance the relationship between people, processes and the NetSuite technology. The end result is a NetSuite solution tailored to your business and your people.



# Why work with Trajectory?

## Many Options. One Sure Thing.

When selecting a technology partner for your NetSuite implementation, there is no shortage of options. You must choose carefully as the success of your investment depends greatly on the skills of your partner.

At Trajectory, we offer unparalleled experience and comprehensive capabilities across every aspect of NetSuite's features. Our commitment and dedication to your business success sets us apart. There are many reasons our clients choose Trajectory, here are a few:

- Our unique Business Value approach.
- Business value realized in 30-60 days.
- Proven and flexible methodology.
- NetSuite expertise: Hundreds of engagements, certified solutions.
- Provider Partner and OneWorld Partner.
- Integration specialists with on-demand technologies.
- Agile, cost-effective NetSuite customizations.
- Our promise to deliver "Success, period." on your timeline and budget.

## Making Netsuite work for you

The challenge in implementing a successful NetSuite solution is balancing your organization's people, processes and technology. Leveraging the power of these three elements makes Trajectory's approach unique.

We want to help you grow your business while streamlining costs and achieving your business goals.

The right NetSuite solution can make this happen. Because NetSuite is at the core of our business, we know how to make it work for yours.

Success, **period.**

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