

NetSuite Implementation For a Leading Attack Surface Management SaaS Company

THE CLIENT

The client is a Texas-based leading Attack Surface Management (ASM) platform for Managed Service Providers (MSPs), helping organizations automate IT documentation, enhance visibility, and strengthen security across cloud and on-premises environments. Their platform continuously discovers, monitors, and maps critical assets to provide a comprehensive view of the IT ecosystem.

BUSINESS CHALLENGES

Before implementing NetSuite, the client was operating across multiple disconnected systems, which led to several operational and financial reporting challenges:

- 1** **Lack of automation and integration** between QuickBooks, Salesforce (SFDC), and payment gateways
- 2** **Heavy reliance on manual processes** across finance and operations
- 3** **Revenue recognition handled manually**, increasing the risk of errors and reporting issues
- 4** **Manual data movement** from systems such as Bill.com, Brex, and Reple for accounting in QuickBooks
- 5** **Absence of a Unified System** to view, manage, and report on business and financial data

OUR APPROACH

We adopted a hybrid methodology combining NetSuite Suite Success with a Traditional implementation approach.



Suite Success – It provided industry-leading best practices, pre-configured workflows, roles, dashboards, and reports to accelerate deployment and ensure alignment with standard business processes.



Traditional approach – That allowed flexibility to implement client specific business requirements, integrations, and process that could not be fully covered by out-of-the-box configurations.

VALUE DELIVERED

Following the NetSuite implementation, the client achieved significant improvements across both financial and operational areas:- Impact areas included the following:

- **Unified Business Platform** – Established a centralized system providing complete visibility into financial and operational data
- **Process Automation** – Automated critical integrations and workflows including Salesforce (SFDC) to NetSuite, Billing information, Payment collection automation, expense and payroll data automation.
- **Operational Efficiency** – Significantly reduced month-end close times and enabled faster and more accurate financial reporting and improved analytics.
- **Cost optimization** – Consolidated AP and billing processes within NetSuite, eliminating third-party tools and improving cost efficiency and controls.
- **Streamlined Revenue Recognition Process** – Leveraged NetSuite to automate revenue schedules and recognition, improving accuracy and ensuring timely, compliant reporting.

ABOUT US

Valueonshore (“VOS”) Advisors is a global business advisory firm of Big 4 alumni and industry leaders, supporting financial executives on complex, high-impact matters across accounting, M&A, risk, and managed services. Founded in 2009, the firm has grown to ~400 professionals across the U.S., India, and the UAE, serving mid-cap and high-growth companies as a trusted partner in navigating complexity and driving value.

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