



# Software Suitebundle

**RECORD  
TO REPORT****AP INVOICE  
TO PAY****ENTERPRISE  
PROJECT MGMT****FINANCIAL  
OPERATIONS****ORDER  
TO CASH****FINANCIAL  
REPORTING**

The software space is a rapidly growing industry, with specific accounting and operational needs. Supporting software organizations is a complex process that requires the ability to keep up with competitors, leverage opportunities for expansion, and integrate various systems for success.



## Distribution

Companies that buy and sell the manufactured products to support the growing demands of those consuming inventory to deploy these software solutions



## Services

Companies that service and maintain the software solutions being installed at residential or commercial sites



## Finance

Companies that provide the finance mechanism to pay for the software solutions being installed at residential or commercial sites

## IMPLEMENTATION MADE SIMPLE

The Team at Caravel has spent the last two decades working with clients across North America ranging from SMB, Mid-Market to Enterprise. Having worked with over 500 clients, Caravel has consolidated this experience into a repeatable framework for helping companies define lean yet scalable business processes, efficiently implementing NetSuite and providing project oversight to ultimately achieve business success.

## IMPLEMENTATION SUPPORT

Our goal is your goal – help our Clients quickly, efficiently and cost effectively configure and adopt the NetSuite platform. Services include:

- User Acceptance Testing
- Training
- Assistance
- Post Go-Live
- Management Services

## How Caravel Can Help

Our Software SuiteBundle is built directly into NetSuite to supplement the functionality needed to run a software business. Implementation of this SuiteBundle can occur during or post NetSuite base implementation. Caravel's NetSuite SuiteBundle for Software Companies is included in your implementation and is easily configured by our experienced consulting team.

Financial Reporting	Accounts Payable	Order Management	Revenue Management
Real-Time Dashboards, KPI Metrics, Segment-Based Visibility	Approval and Payment Automation	Single Source of Truth for Customer, Items and Accounts Receivable	Automated Deferred Revenue Processes and Revenue Recognition

## Setup and Configuration:

### SALES ORDER SOFTWARE LINES

These SO lines will not only denote item/customer pricing but will also identify the appropriate billing schedule (orange) and appropriate revenue recognition start and end dates (blue). If a user needs to locate sales transaction detail, they will only need to view a single record.

Items	Shipping	Billing	Accounting	Relationships	Communication	Related Records	System Information	Custom	EFT	Approver List	Sales
ITEM	DESCRIPTION	PRICE LEVEL	QUANTITY	RATE	AMOUNT	TERM START DATE	TERM END DATE	BILL. SCHED.	TAX	DEPARTMENT	
AA1: SAAS License A	SAAS License A (Annual)	Base Price	10	2,000.00	20,000.00	8/26/2020	8/25/2021	Monthly-1Y		Professional Services	
AA3: SAAS License C	SAAS License C (Monthly)	Base Price	120	200.00	24,000.00	8/26/2020	8/25/2021	Monthly-1Y		Professional Services	
AA5: Training Classes	Training Classes	Base Price	1	1,000.00	1,000.00	9/1/2020	9/1/2020	Upfront		Professional Services	

### INCOME STATEMENT

It is common to report against different product lines or software types — to do so, we leverage the “Class” segment in NetSuite. Below is an example of an income statement, where “Class” (or software type) can be reported against in a columnized format. The use of columns will be applied to all financial report types, where relevant.

Total - 4000 - Sales	\$126,466.92	\$370,936.40	\$1,795,020.53	\$247,290.93	\$127,265.97	\$2,666,980.75
Total - Income	\$126,466.92	\$370,936.40	\$1,795,020.53	\$247,290.93	\$127,265.97	\$2,666,980.75
Cost Of Sales						
5000 - Cost of Goods Sold						
5110 - Cost of Sales	\$0.00	\$177,581.08	\$0.00	\$118,387.40	\$59,193.69	\$355,162.17
5210 - 3rd Party Contracting	\$0.00	\$0.00	\$828,711.74	\$0.00	\$0.00	\$828,711.74
5310 - Purchases	\$0.00	\$377,241.75	\$0.00	\$0.00	\$0.00	\$377,241.75
5340 - Inventory Variance	(\$1,265.00)	\$0.00	\$0.00	\$0.00	\$0.00	(\$1,265.00)
Total - 5000 - Cost of Goods Sold	(\$1,265.00)	\$554,822.83	\$828,711.74	\$118,387.40	\$59,193.69	\$1,559,850.66
Total - Cost Of Sales	(\$1,265.00)	\$554,822.83	\$828,711.74	\$118,387.40	\$59,193.69	\$1,559,850.66
Gross Profit	\$127,731.92	(\$183,886.43)	\$966,308.79	\$128,903.53	\$68,072.28	\$1,107,130.09
Expense						
6000 - Expenses						
6050 - Selling Expenses						
6070 - Commission Expense	\$69,241.45	\$0.00	\$0.00	\$0.00	\$0.00	\$69,241.45
Total - 6050 - Selling Expenses	\$69,241.45	\$0.00	\$0.00	\$0.00	\$0.00	\$69,241.45
6100 - G&A Expenses						
6090 - Recruitment Costs	\$12,157.54	\$0.00	\$0.00	\$0.00	\$0.00	\$12,157.54
6210 - Salaries & Wages	\$182,322.22	\$0.00	\$0.00	\$0.00	\$0.00	\$182,322.22

“In the past, we counted on the finance team to share quarterly reports, but now we’ve got daily, accurate information whenever and how we need it. We’re much better organized internally and more efficient—something a growing tech company should be.”



# All in One Services for Software Companies

For more information about our Software SuiteBundle, or any of our additional services and offerings, please reach out and we would be happy to assist you.

REQUIREMENT	NETSUITE SOLUTION	
RECORD TO REPORT	<ul style="list-style-type: none"><li>• Multi-Entity</li><li>• Multi-Currency</li><li>• Multi-Language</li></ul>	<ul style="list-style-type: none"><li>• Allocations</li><li>• Amortizations</li><li>• Journal Entries</li></ul>
ORDER TO CASH	<ul style="list-style-type: none"><li>• Customer Mangement</li><li>• Item Management</li><li>• Order Entry</li></ul>	<ul style="list-style-type: none"><li>• Billing Schedules</li><li>• Revenue Recognition / Deferred Revenue Management</li></ul>
AP INVOICE TO PAY	<ul style="list-style-type: none"><li>• Vendor Management / Onboarding</li><li>• Vendor Bills &amp; Approvals</li></ul>	<ul style="list-style-type: none"><li>• Vendor Payment Automation</li><li>• Payables Reporting</li></ul>
FINANCIAL OPERATIONS / FINANCIAL REPORTING	<ul style="list-style-type: none"><li>• Banking / Treasury Management</li><li>• Budgeting</li><li>• Financial Planning and Analysis</li></ul>	<ul style="list-style-type: none"><li>• Financial Reporting</li><li>• Real Time Dashboards</li></ul>



## About Caravel

Caravel has served more than 500 clients over the past decade, providing a comprehensive range of services, including accounting, strategy, business processes and technology selection. Our commitment to excellence drives us to continually improve and refine our approach, helping our clients solve complex problems with modern tools.

Caravel is proud to be a part of the technology services group of BPM LLP, a top 40 accounting and advisory firm. With our team by your side, you can unlock your business’s true potential and drive success in an ever-evolving marketplace.