BlackLine
for NetSuite

**A Leading Financial Close
Management Solution for NetSuite**

BLACKLINE

BlackLine is a leading provider of innovative financial controls and automation technology that elevates the financial close process for enterprises running NetSuite. The world's fastest growing companies and best-known brands run BlackLine (NASDAQ: BL).

PLURALSIGHT

Pluralsight runs NetSuite.
Closes with BlackLine.

"With BlackLine, we've reduced the time it takes to close. These savings result from the ability to perform reconciliations and reviews almost concurrently with the preparation of those reconciliations."

MARK HANSEN,
HEAD OF
FINANCE AND
ACCOUNTING,
PLURALSIGHT

BLACKLINE

At its core, NetSuite is designed to provide a scalable cloud-based accounting solution with powerful revenue recognition capabilities. BlackLine extends that functionality to your financial close process.

BlackLine integrates seamlessly with NetSuite to modernize and automate the entire record-to-report process—filling in the gaps to help you keep up with the rapidly growing pace of your organization. Only BlackLine delivers leading accounting and finance solutions to improve efficiency, provide visibility into key financial processes, and reduce risk.

The Future of Accounting & Finance

Organizations are retooling and modernizing their financial close at an accelerating pace to keep up with business growth. In 2019, leading analyst firm Gartner Research stated that nearly half of enterprise finance organizations would employ solutions to improve core financial close processes—and they noted that the majority will be delivered in the cloud.

Accounting and finance organizations that leverage automation to reduce manual effort and use insight to adjust processes and performance are better positioned to be more strategic, agile, and responsive.

They are equipped to give leadership the up-to-date and accurate information they need to make faster, more effective decisions.
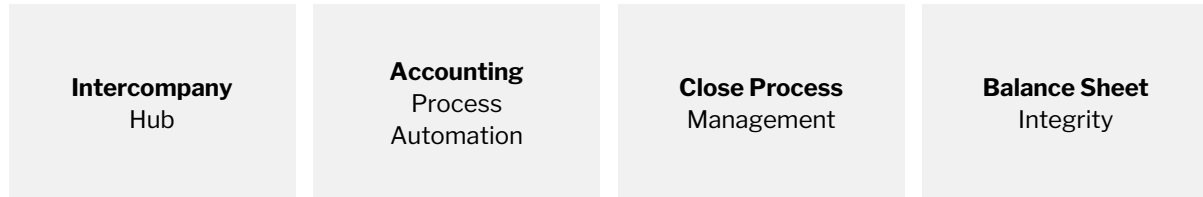
Accelerating Your Journey to Efficiency & Visibility

BlackLine integrates with NetSuite via the BlackLine Connector for NetSuite to seamlessly import data, match transactions in minutes, and auto-certify up to 70 percent of accounts.

Practitioners who use NetSuite and BlackLine together not only free their accounting teams from mundane, transactional processes—empowering them to focus more on high-value analysis—but also significantly reduce corporate risk by implementing proactive controls.
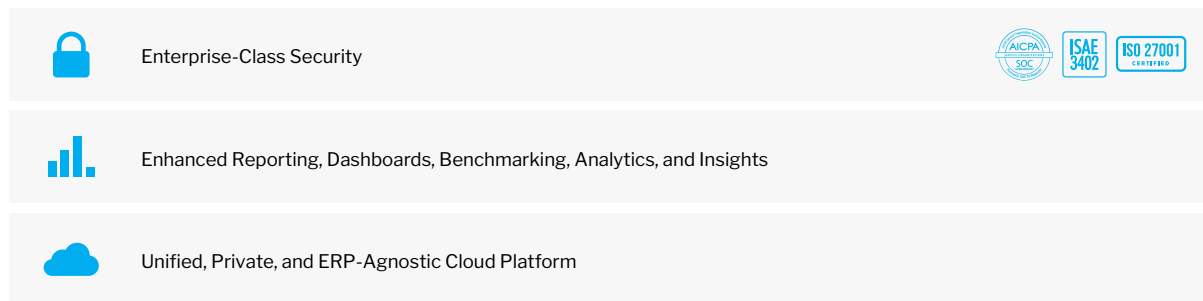
Continuous Accounting

Intercompany Hub	**Accounting** Process Automation	**Close Process** Management	**Balance Sheet** Integrity

PRODUCTS

Transaction Matching	Account Reconciliations	Consolidation Integrity Manager	Daily Reconciliations	Journal Entry	Variance Analysis	Task Management	Insights

CLOUD PLATFORM

Enterprise-Class Security

Enhanced Reporting, Dashboards, Benchmarking, Analytics, and Insights

Unified, Private, and ERP-Agnostic Cloud Platform

Invented by BlackLine.
Transforming Enterprises Running NetSuite.

We live and breathe financial close innovation—it's all we do. Continuous Accounting provides a distinct advantage for organizations running NetSuite. It pivots tasks like reconciliations, intercompany processes, transaction matching, and variance analysis so they aren't only automated: they're real time.

It delivers more than efficiency benefits alone, because it distributes the accounting workload over the accounting period, reducing overtime and weekend crunches that often overload and burn out accounting talent.

This evolution of process optimization and Robotic Process Automation facilitates continuous processing and ongoing monitoring for fraud and inaccuracies, and delivers real-time visibility to the organization. It enables precious accounting resources to work more efficiently over the period, rather than compressing work cycles to period end.

BLACKLINE

Solutions Designed for NetSuite

With an unrelenting focus on accounting success, BlackLine provides a complete range of solutions no matter what your organization's size – from upgrading traditional record-to-report processes through automation and improving close and balance sheet integrity to achieving finance transformation through both Continuous Accounting and continuous improvement.

Balance Sheet Integrity

Built to equip NetSuite with automation and auditability, the Balance Sheet Integrity solution standardizes and automates reconciliations— from general ledger to balance sheet accounts and bank, credit card, cash, and inventory reconciliations—minimizing the risk of material errors and misstatements. Create a powerful foundation for building trust based on substantiated account balances.

Close Process Management

Financial close automation and orchestration capabilities work in unison to manage and execute the "last mile of finance," embedding controls and process standardization in reconciliation and month-end close processes. BlackLine becomes the go-to configurable, web-based command center across NetSuite and your other source systems. From here, you can manage accounting and finance tasks while providing the visibility needed to track and manage the financial close process.

Accounting Process Automation

The Accounting Process Automation solution is designed for organizations that are looking to increase automation across the record-to-report process in order to meet growing demands on the accounting and finance function. It covers the full reconciliation to adjustment process, allowing for transactional process automation through configurable matching rules with automated clearing of items. It's the key to elevating accounting processes to the next level and focusing resources on strategic analysis, not transactional tasks.

Intercompany Hub

Designed for organizations to govern intercompany transactions and adapt to global regulatory change, Intercompany Hub provides a single view and place for centralizing and managing strategy controls, documentation, reconciliations, netting, and settlement facilitation.

Extend & Complement Your NetSuite Investment

BlackLine streamlines and automates your financial close, integrating with your NetSuite and non-NetSuite investments every step of the way. BlackLine provides matching, reconciliation, and auto-certification using configurable business rules, processes, and workflow management across the entire record-to-report process. It furthers individual close optimizations such as intercompany reconciliation, open items clearing, close management, variance analysis, and pre-consolidation integrity.

Accountants

Approvers

Controller / CFO

Auditors

Account Reconciliations
Transaction Matching
Intercompany Hub
Journal Entry
Variance Analysis

BLACKLINE

AICPA SOC
ISAE 3402
ISO 27001 CERTIFIED

Consolidation Integrity
Task Management
Automated Matching
Process & Workflow
Auto-account Certification

**REAL-TIME INTEGRATION
BLACKLINE EMBEDDED CONNECTOR**

SuiteWorld
ORACLE NETSUITE
APRIL 20 - 23, 2020
PROUD SPONSOR

NETSUITE

BLACKLINE

GoodRx

GoodRx runs NetSuite.
Closes with BlackLine.

"Previously, I've had a lot of problems linking up systems. Data wouldn't flow through or records would get lost. But the integration between NetSuite and BlackLine was really clean from the start."

MILTON MASSERY,
DIRECTOR OOF
ACCOUNTING,
GOODRX

BLACKLINE CONNECTOR FOR NETSUITE:

Pre-Built & Certified Integration

Our packaged integration supports the full range of NetSuite data, from general ledger balances to subledgers, transactional data, and currency rates, all working within NetSuite's security model.

Using certified integration that is validated against NetSuite product standards, we securely process your account reconciliations in our cloud, with no need to worry about formatting, extracting, and importing from NetSuite to BlackLine.

Because we're a NetSuite partner, you benefit from lower risk, faster delivery, and true data compatibility.

BlackLine Products

Account Reconciliations

Automates and standardizes the reconciliation process with streamlined, rules-based automation. Quickly compare general ledger, bank, and other data, investigate discrepancies, and attach supporting documentation from an intuitive, unified workspace.

Transaction Matching

Matches any type of data from data sources within minutes, identifies matched and unmatched transactions, and flags exceptions. Creates reconciling items from unmatched transactions as part of a reconciliation.

Daily Reconciliations

Streamline the regular monitoring and verification of account balances. Continually check and ensure accuracy throughout an accounting period for balances of bank, credit card, lockbox, and other key accounts.

Consolidation Integrity Manager

Automate the tedious system-to-system reconciliation process, and bring data from across NetSuite and other ERP systems into a centralized location. An automated workflow ensures discrepancies are investigated, and eliminates the need to manually compare multiple ledgers to a consolidation system.

Journal Entry

Centralizes journal entry management and enables the creation, review, and approval of journals, with electronic certification and supporting documentation. Posts journals directly back to NetSuite with pre-posting validation to catch entry or logic errors, eliminating ledger rejections.

Task Management

Manages accounting tasks including reporting, journal creation, and reconciliation approval. Automatically certify tasks in a hierarchy when child tasks are complete, and provide complete control to track a variety of task types including close checklists, PBC lists, tax filings, and more.

Variance Analysis

Automates the monitoring and calculation of account balance fluctuations using configurable rules. Easily identifies account balances that fall outside of configurable thresholds and manages risks by quickly uncovering discrepancies and flagging them for further investigation.

Enhanced Reporting

Run custom ad-hoc reports tailored to requirements or leverage over 41 template reports to analyze your data. View powerful statistics and comparative benchmarking around accounting process performance.

BLACKLINE

zendesk

San Francisco-based Zendesk builds software for better customer relationships. When the company went public in 2014, it was growing rapidly. But the company's growth brought challenges. Its paid customer accounts were increasing rapidly, and meanwhile, the accounting group was still using mostly manual processes for reconciling accounts at the monthly close.

The company brought in BlackLine to automate its transaction matching, account reconciliation, and task management processes in 2014. For a company replacing manual processes with automation, it's important for users to be able to trust in the new system. BlackLine facilitates that trust by providing seamless integration.

In one demo that he performed for a new user, Patrick Loughnane, Senior Financial Systems Analyst at Zendesk, imported spreadsheets directly into BlackLine. The process, error-free as it was, surprised him: "I didn't expect to be able to quickly import the Excel sheet she had been using, but it uploaded to BlackLine and just worked. I ran a quick reconciliation. It was really easy."

BlackLine Transaction Matching eliminates the time-consuming tedium of matching transactions by hand, known as ticking and tying. In a business with high transaction volumes, manual matching can tie up accounting resources for many hours a month, and requires accountants to check each transaction just to find the small percentage that don't match.

Zendesk uses Transaction Matching to compare their bank account with NetSuite's general ledger and track the company's cash daily. It used to be a manual process that was time-consuming for accountants. By automatically linking matched transactions to Zendesk's account reconciliation process, BlackLine saves significant time and effort during the monthly close.

Zendesk's accounting workload has doubled, yet they continue to cut time and effort from their financial processes. And some of the greatest savings have come from automating key transaction matching processes. "We use Transaction Matching for a number of applications now, and we're adding more every day," says Loughnane.

Since 2014, Zendesk's paid customer accounts have jumped to 94,000; employee count has grown to 1,600; and annual revenues have grown past $300 million. BlackLine and the automated processes it offers have become even more valuable to Zendesk's monthly close processes and accounting group.

zendesk

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Closes with BlackLine.

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PATRICK
LOUGHNANE,
SENIOR FINANCIAL
SYSTEMS ANALYST
ZENDESK

Proven Success

+97%
Client Retention

100-600%
*Typical ROI

<6 Months
*Payback Time

+78
Net Promoter Score

270,000+
User Community

Recognition

- 2019 Gartner-recognized Leader for Cloud Financial Close Solutions
- 2020 Gartner Peer Insights Customers' Choice for Cloud Financial Close Solutions
- Top 10 G2 Best Products for Finance 2020
- 2020 Top-Rated Award in the Financial Close Category from TrustRadius

Customer Focus

- New user and product training provided through BlackLine U
- Dedicated customer success team
- Global support available live 24/7/365

Integration

- Extensible, data-agnostic system that integrates with any GL, subledger, POS, billing, or treasury system
- Connects to ERPs like SAP, Oracle, NetSuite, Dynamics, Intacct, and more
- SAP-Endorsed Business Solution

Trust

- 99.99% uptime (excluding scheduled maintenance) and leading disaster recovery
- Compliant with security audit standards: ISO 27001, SSAE 18, SOC 2, SOC 3, and ISAE 3402
- All data is encrypted in transit and at rest

Design

- One user interface
- One reporting environment
- One security model
- One upgrade and maintenance path
- One unified cloud solution

Flexibility

- Easy to configure by accounting
- Highly configurable cloud platform to flexibly fit any accounting organization's needs

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