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BLYTHECO PARTNERS WITH NETSUITE TO LAUNCH NEW CLOUD PRACTICE

Sage's Top VAR Augments Existing Product Offerings with NetSuite Cloud Business Solutions

SAN MATEO, Calif.—May 17, 2012—NetSuite Inc., (NYSE: N), the industry's leading provider of cloud-based financials / ERP software suites, announced today that Blytheco, a leading business management software and consulting services firm for the mid-market, has joined the NetSuite Solution Provider Program to deliver cloud ERP to companies across a wide range of industries. Blytheco, founded in 1980 and serving more than 5,000 SMB and enterprise clients across the U.S., is launching a new cloud computing practice in addition to its existing portfolio.

Blytheco will focus on selling, implementing and supporting NetSuite cloud ERP / financials, CRM, Ecommerce and supply chain solutions to a growing new prospect base that is increasingly interested in moving to cloud-based business management solutions from on-premise software. The partnership extends Blytheco's offerings beyond its traditional focus of on-premise Sage applications. Having built best practices for extending on-premise software to meet industry-specific needs for its clients, Blytheco is planning to utilize that domain knowledge to build SuiteApps using NetSuite's SuiteCloud Computing Platform to leverage their NetSuite cloud offerings to meet vertical needs.

"The cloud is here to stay as a proven delivery platform and NetSuite is relevant to what customers are looking for in a fully integrated suite of business applications. We see a significant opportunity to meet customer demands and make a market impact with a cloud solution proven to improve business efficiency and visibility while allowing businesses to scale on demand," said Stephen Blythe, Founder and CEO of Blytheco. "We're thrilled to partner with NetSuite, a cloud software provider that's established clear market leadership and is

continuously moving forward with product and partnering enhancements and innovations.”

Blytheco conducted thorough due diligence on NetSuite’s cloud solution, customer successes, customization capacity, market position, financial stability, partner channel program and future direction. “NetSuite was a leader in each of the areas we examined,” said Blythe.

The addition of Blytheco to the NetSuite Solution Provider Program signals the continuing momentum at which traditional on-premise Solution Providers are responding to the growing market demand for cloud solutions, capitalizing on the revenue growth opportunities of the cloud.

“This partnership is a win-win-win for Blytheco, NetSuite and companies looking to take advantage of the transformative power of cloud computing,” said Zach Nelson, NetSuite CEO. “Blytheco has been a trusted provider of software and services for more than 30 years with an excellent track record of helping clients achieve their business goals. We’re delighted to welcome them to Cloud NetSuite and look forward to many mutual successes together.”

NetSuite Solution Provider Program

Launched in 2002, the NetSuite Solution Provider Program is the industry's first cloud channel partner program and unites hundreds of channel partners and their cloud opportunities with industry-leading margins and incentives ([NetSuite SP 100](#)) to grow their businesses. Designed to help solution providers transform their business model to fully capitalize on the revenue growth opportunity of the NetSuite cloud, the NetSuite Solution Provider Program delivers them unprecedented services that begin during recruitment and range from business planning, sales, marketing and PS enablement, to training and education. For more information about the program, visit [http:// www.netsuite.com/portal/partners/solutionprogram/main.shtml](http://www.netsuite.com/portal/partners/solutionprogram/main.shtml).

Follow NetSuite's Cloud blog, NetSuite's Facebook page and @NetSuite Twitter handle for real-time updates. For more information about NetSuite, please visit www.netsuite.com.

About Blytheco, LLC

Serving the SMB and small enterprise business community since 1980, Blytheco offers a wide variety of business management software (ERP, CRM, HRMS, Marketing Automation)

supported by exceptional professional services to enable business to obtain their goals. Risk assessment, change management, [marketing strategy](#), process work flow improvement and refinement of best practices assure a successful implementation of software solution tailored for specific business objectives. With 130 employees across the U.S. in sixteen states, Blytheco works with over 5,000 clients in many industries to help turn dreams into productivity. For more information, please visit www.blytheco.com or follow us on our Blog – Think.Blytheco.com, on [Facebook](#), [LinkedIn Groups](#) and [@BlythecoLLC](#) on Twitter.

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