

WHITE PAPER · S4 CONSULTING

Industry-Specific ERP Solutions: Choosing The Right Platform For Your Operating Model

Why enterprises should not choose an ERP based on brand reputation or a feature checklist alone. How S4 Consulting advises on Oracle NetSuite, Acumatica, eSuite, and No-Code/Low-Code integration to match the specifics of each industry.



CONTENT ADVISOR

Lac Pham - CEO, S4 Consulting

17+ years in IT, 10 years specializing in ERP advisory and implementation
- leading digital transformation projects on Oracle EBS, Oracle NetSuite,
and Acumatica Cloud ERP.

Acumatica
Gold Partner

Oracle NetSuite
SuiteSuccess Alignment Excellence

12+
Industries advised in depth

S4 Consulting

Sabay Building, 99 Cong Hoa Street, Tan Son
Nhat, Ho Chi Minh City
ERP@s4.com.vn · www.s4.com.vn

01 | INTRODUCTION

ERP Doesn't Start With A Famous Name

Enterprises should not choose an ERP simply for brand reputation or a feature list. The right ERP system must fit the industry's specifics, the operating model, company size, and growth direction.

In practice, quite a few enterprises choose Oracle NetSuite simply because the name "sounds familiar, sounds big" - tied to the global Oracle brand - without carefully considering whether their operating model actually needs a Financial-First platform. Reputation does not equal fit.

S4 Consulting advises on the choice between Oracle NetSuite and Acumatica Cloud ERP based on the real operating model - not on which brand is more famous - while combining eSuite and No-Code/Low-Code integration capability, both built in-house by S4, to create an ERP architecture that can scale and adapt to change. The assessments in this document about how well each platform fits each industry are drawn from S4's own implementation experience, not official statements from Oracle or Acumatica. This approach comes from a simple but often overlooked observation: every industry has a completely different "ERP problem" to solve.

Why Does Every Industry Need A Different ERP Approach?

Retail businesses care about revenue, inventory, stores, and the supply chain. Manufacturers need to control raw materials, bills of materials, production planning, and costing. Construction companies, meanwhile, focus on projects, budgets, costs, and the ability to control profitability project by project. These three very different operating models cannot be well served by the same ERP deployment approach - and certainly cannot be solved simply by picking the most familiar brand.

That's why S4 doesn't start with the question "Which ERP do you want to buy?" or "Which brand is most reputable?" We start by identifying how the business actually operates, where the bottlenecks are, and what role the ERP needs to play in the management model. Only then is the right platform chosen - not the other way around.

"Oracle's reputation is not the reason to choose NetSuite. Your enterprise's actual operating model is."

Three Pillars Of S4's Approach

This entire document explains how S4 builds ERP solutions on three pillars: **two Cloud ERP platforms** suited to different models (Chapters 2 and 3), **eSuite** - a suite of extension applications that optimizes license cost, and **No-Code/Low-Code integration capability** (Chapter 5) - helping enterprises deploy an ERP not just for today, but with an architecture ready for future change.

02 | TWO PLATFORM PHILOSOPHIES

How Does S4 Choose Between Oracle NetSuite And Acumatica?

Based on real-world implementation experience across many projects, S4 classifies the two Cloud ERP platforms along two fitting orientations: Oracle NetSuite is typically a better fit for a **Financial-First** model, and Acumatica is typically a better fit for an **Operations-First** model. This is S4 Consulting's own classification and advisory framework - not an official positioning from Oracle or Acumatica - and it is not an absolute rule for every business, but a starting point for quickly identifying which platform better matches the management focus of a given model.

FINANCIAL-FIRST

Oracle NetSuite

In S4's implementation experience, NetSuite tends to fit businesses that prioritize financial governance, scalability, multi-entity management, and the need for real-time financial data - especially when paired with satellite solutions S4 has built, such as eSuite.

Retail

Fintech

Edutech

Startups

OPERATIONS-FIRST

Acumatica

In S4's implementation experience, Acumatica tends to fit businesses where operations sit at the center of the ERP system - handling well the specific challenges of manufacturing, distribution, construction, and services, especially when combined with the No-Code/Low-Code integration capability S4 has developed.

Manufacturing

Distribution

Construction

F&B

Oracle NetSuite - Financial-First (S4's Approach)

S4 Consulting provides Oracle NetSuite implementation advisory services in Vietnam, focused on helping businesses build a real-time financial system and gain better cost control as they scale. Based on S4's experience, this approach is especially well suited to businesses that need a unified financial management platform across multiple entities or countries.

Acumatica Cloud ERP - Operations-First (S4's Approach)

With experience implementing Acumatica in Vietnam, S4 Consulting focuses on its own **Fast & Saving** methodology, helping businesses deploy according to real business priorities instead of turning the ERP project into a long, drawn-out technology program. Based on S4's observations across completed projects, Acumatica's Unlimited Users model is especially well suited to businesses with a large field workforce, multiple plants, or many points of sale.

03 | ERP BY INDUSTRY

The Operating Challenges Of 12 Industries

ERP for each industry is advised by S4 based on real operating specifics - not a one-size-fits-all approach.

ORACLE NETSUITE · FINANCIAL-FIRST

Retail

The ERP needs to connect finance with sales, inventory, purchasing, and multiple points of sale. Fast-growing businesses with many branches or legal entities fit NetSuite well when the focus is financial governance and scalability.

Fintech

Needs strong financial control, transaction data management, and fast scaling as the customer base grows. The ERP must provide a centralized financial management foundation while still connecting to the broader technology ecosystem.

Edutech

Grows quickly but must manage multiple revenue streams, costs, and services on a digital platform. NetSuite can serve as the digital core for financial management, with specialized applications connected through the integration architecture.

Startups & Fundraising

Needs an ERP system that keeps pace with growth instead of having to be replaced after every growth stage - covering financial management, cash flow, multi-entity structures, and connections to the technology ecosystem.



The S4 Consulting team

ACUMATICA · OPERATIONS-FIRST

Manufacturing

The challenge spans raw materials, BOMs, standard costs, production planning, inventory, purchasing, and costing. S4 builds the process from planning through production, connecting operational data directly to finance.

Distribution

Needs to control purchasing, inventory, warehousing, sales, receivables, and profitability simultaneously as the number of SKUs, customers, and suppliers grows - avoiding fragmented data across multiple systems.

Construction

Needs to manage projects, budgets, costs, revenue, and performance on a project-by-project basis - knowing whether a project is profitable or losing money, and where actual costs are going.

F&B Chains

Controls revenue by store, raw materials, recipes, purchasing, inventory, and cost of goods. The ERP is the hub connecting POS, purchasing, warehousing, recipes, and finance.

IT Services

Revenue comes from projects, contracts, or specialized resources - the ERP needs to track revenue, cost, time, resources, and profitability by project or by customer.

Electronics Assembly

Controls components, BOMs, inventory, production, quality, and costing - with a large number of components requiring tight materials control.

Marketing & Events

Operates project by project, with revenue, staffing, and costs varying by program - needs to know exactly what resources were used and what profit was generated.

Logistics & Freight Forwarders

Manages shipments, freight charges, shipping documents, and partners - needs operational data connected directly to finance and receivables/payables by shipment.

04 | THREE PILLARS & COMPOSABLE ERP

An ERP Architecture Ready For **Change**

S4 builds its ERP solutions on three pillars: two Cloud ERP platforms suited to different models, eSuite, and No-Code/Low-Code integration capability.

01 Two Cloud ERPs - Choosing The Right Digital Core

Oracle NetSuite and Acumatica Cloud ERP are advised by S4 under different philosophies, helping businesses choose the platform that fits their financial or operational model - detailed in Chapters 2 and 3.

02 eSuite - Extending ERP With A Cost-Saving Mindset

eSuite is a solution S4 built for the NetSuite ecosystem, aimed at extending ERP usability and optimizing user-license cost - especially for businesses that need to expand their user count.

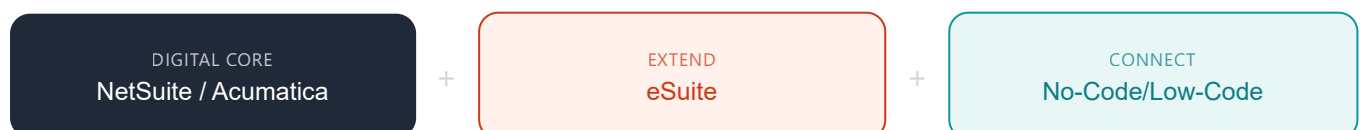


03 No-Code/Low-Code Integration - Ready For Change

S4 has developed No-Code/Low-Code integration capability to connect the ERP with POS, eCommerce, CRM, WMS, banking, BI, and specialized applications - reducing dependence on rigid architecture and letting businesses change the systems around the ERP without rebuilding the entire platform.

Why Is Composable ERP Changing How Businesses Deploy ERP?

Composable ERP doesn't mean a business no longer needs a central ERP system. On the contrary, a business still needs a digital core strong enough for finance and operations, but the systems around it need the ability to change without forcing a complete ERP rebuild.



This philosophy aligns with the Composable ERP trend: choose the right core, extend flexibly, and connect to always stay ready for change. It's also how S4 brings its **Fast & Saving** mindset into ERP architecture - deploying faster, controlling cost better, and reducing the risk of a business getting locked into a rigid system.

05 | FREQUENTLY ASKED QUESTIONS

Questions Businesses Often Ask

Which industries does S4 advise ERP for?

S4 focuses on industries such as retail, fintech, edutech, startups, manufacturing, distribution, construction, F&B chains, IT services, electronics assembly, marketing & events, and logistics & freight forwarders. The ERP choice is made based on each business's operating specifics and growth direction.

Does S4 implement Oracle NetSuite or Acumatica?

S4 advises on both Oracle NetSuite and Acumatica Cloud ERP. NetSuite is positioned as Financial-First, while Acumatica is positioned as Operations-First, and the platform is chosen accordingly to fit the business's model.

Is eSuite a separate ERP?

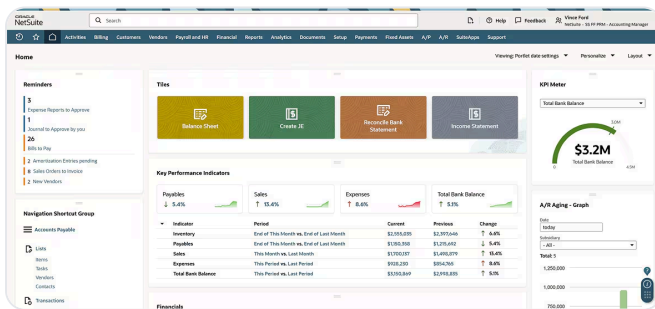
No. eSuite is an extension solution built by S4 for the NetSuite ecosystem, focused on extending ERP usability and optimizing the user-license cost problem through its own pricing model.

Does Composable ERP replace traditional ERP?

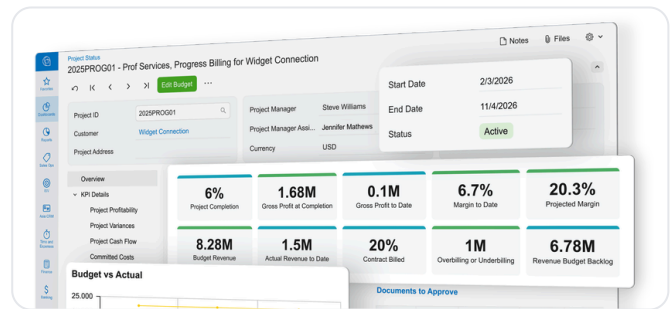
No. Composable ERP still requires a strong digital core, but it lets a business build a more flexible ecosystem around that core. Applications can be added, replaced, or connected as business needs change.

Why does S4 focus on industry-specific ERP solutions?

Industry-specific ERP lets a business start from its real operating challenges instead of deploying a one-size-fits-all system. Standardized implementation experience and models also let S4 pursue its Fast & Saving methodology more effectively.



Financial reporting dashboard on Oracle NetSuite



Operations interface on Acumatica Cloud ERP

Learn More About ERP

A foundational video series presented by Huynh Ngoc Nu (Consulting Director, S4 Consulting):

- [What Can An ERP System Do?](#)
- [The Advantages And Disadvantages Of ERP Systems](#)
- [When Should A Business Start Using An ERP System?](#)

"S4 Consulting truly understands the F&B industry - they helped us control costs and run operations better." - Ms. Hieu Tran, COO, An Nhien Cafe

START YOUR ERP PROJECT

Find The Right ERP Platform For Your Industry, With S4

Tell us about your business's operating model. S4 Consulting will advise the right platform for you - Oracle NetSuite, Acumatica, or an S4 Solution - without pushing any platform upfront. We'll get back to you within one business day.

ADDRESS

Sabay Building, 99 Cong
Hoa Street, Tan Son Nhat
Ward, Ho Chi Minh City,
Vietnam

PHONE / ZALO / WHATSAPP

(+84) 93 2724 396

EMAIL

ERP@s4.com.vn