Acumatica
The Cloud ERP

Is an ERP Solution Right for You?
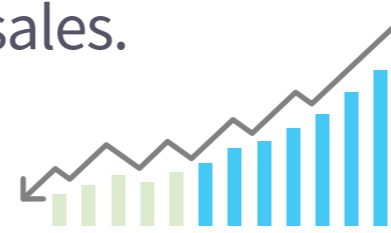## Transform Your Business with a Modern ERP Application

An Enterprise Resource Planning (ERP) solution delivers a holistic business management suite with powerful automation and flexible configuration options. Acumatica's future-proof platform optimizes ongoing operations with extensive capabilities, a mobile platform built for emerging technologies, and rapid development tools to support future needs.

RISKS WITHOUT ERP	ERP REWARDS

BUSINESS GROWTH

Risks:
- Unable to spot and resolve issues hindering sales.
- Lack visibility into the evolving sales pipeline and deals.
- Struggle to grow sales because you cannot seize upsell opportunities.
- Launch misaligned marketing campaigns that lack solid leads and result in disjointed sales hand-offs.

Rewards:
- Visualize issues affecting sales, customers, and operations.
- Access real-time insights to analyze the sales pipeline and support pending deals.
- Consistently identify upsell, cross-sell, and item substitution opportunities to boost sales.
- Generate qualified opportunities with cohesive sales and marketing efforts through unified CRM.

ABILITY TO CAPITALIZE ON OPPORTUNITIES

Risks:
- Unable to analyze fluctuating, performance data to identify opportunities or anticipate customer needs.
- Cannot forge connections with the systems needed to launch new products and services.
- Lack technology that can support global customers and operations.
- Conduct extensive programming to connect to third-party hardware and software.

Rewards:
- Uncover and analyze opportunities with 360-degree views of customer and performance data.
- Support new products by connecting to required hardware and software through native and custom integrations.
- Support global operations with multiple currencies, international accounting, and localizations.
- Use Low-Code/No-Code tools to connect to new technologies with minimal coding.

> "Acumatica is enabling our growth. We are able to bring a new organization on board, show them our tools, and have them integrated with Acumatica within 30 to 60 days of closing a deal, which is phenomenal."
>
> BRYAN MULLEN, SENIOR VICE PRESIDENT SHARED SERVICES, LIFEWAY MOBILITY

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COMPETITIVE EDGE

Risks:
- Maintain siloed operations that lack transparency and the ability to optimize business processes.
- Face delays addressing customer issues due to lack of comprehensive data, alerts, and collaboration tools.
- Cannot monitor company health in real-time.
- Struggle to identify and resolve issues jeopardizing goals.

Rewards:
- Optimize and integrate processes to boost profitability.
- Increase customer satisfaction by spotting and addressing issues fast.
- Monitor company health with real-time KPIs and personalized dashboards.
- Address performance problems with trend analysis and multidimensional reporting with drill-down capabilities.

SCALABILITY

Risks:
- Lack a centralized solution that can connect diverse hardware and software systems.
- Face hefty license fees for each new user.
- Unable to automatically share data with stakeholders.
- Undertake extensive programming to connect diverse applications.

Rewards:
- Add new systems to a Cloud-based ERP system without extensive coding using Low-Code/No-Code tools.
- Support unlimited users for free with consumption-based licensing.
- Share one source of truth with all users with a central database and maintain accuracy via scheduled data imports and exports with Data Exchange Services.
- Use Open APIs to build seamless connections to external systems and leverage a marketplace with hundreds of certified integrations.

OPERATIONAL EFFICIENCY

Risks:
- Struggle to streamline processes due to multi-step, manual operations.
- Toggle between inflexible and disjointed workflows without integrated processes.
- Unable to notice and respond to performance issues efficiently.
- Disrupt operations during software upgrades.

Rewards:
- Automate manual operations and auto-complete fields with a modern ERP equipped with artificial intelligence and machine learning.
- Integrate disparate systems and workflows.
- Access real-time reporting, alerts, and KPIs to proactively manage operations.
- Upgrade the platform without disrupting operations with contract-based APIs.

> "Acumatica allows my focus to be more on the business rather than wondering where to find information. Knowledge is power and the quicker you can get to the knowledge, the better off you are. Acumatica allows me to uncover pinch points quickly. The time savings is significant. I can do a report that rolls everything up rather than wasting time manually tracking things on Excel and using a calculator."
>
> SCOTT MCCALLA, CHIEF STRATEGY OFFICER AT INTERNATIONAL PIPE & SUPPLY

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INDUSTRY CAPABILITIES

Risks:
- **Businesses** are unable to optimize core business functions with disconnected accounting, limited financial management tools, and and without embedded project management, CRM, inventory, and warehouse automation.
- **Construction companies** struggle to consolidate financial management, control expenses amid seasonal work, and manage projects: including costs, materials, and labor. They face delays and inaccuracy when sending and receiving data on construction site workers.
- **Distributors** cannot connect and optimize finances, operations, packing, shipping, and inventory or connect diverse hardware and software and provide transparency into ERP functions.
- **Manufacturers** cannot integrate inventory, finance, and warehouse management, optimize production and resources, reduce waste, and enhance quality.
- **Retailers** lack the ability to optimize and connect front and back-office operations across a global enterprise, support omnichannel sales, fulfill orders efficiently, and improve customer service on one intuitive ERP solution.

Rewards:
- **Acumatica General Business** edition provides robust accounting with advanced financial applications for managing expenses, fixed assets, payroll, deferred and recurring revenue, automated bank feeds, and global financials as well as embedded CRM, project, inventory, and warehouse management.
- **Acumatica Construction** edition manages end-to-end projects with applications for project management, resource scheduling, project estimates, job cost accounting, certified payroll, inventory tracking, order management, field service, equipment management, route optimization, and property development
- **Acumatica Distribution** edition delivers streamlines order processing, purchasing, inventory management, and warehouse automation with kitting, lot and serial tracking, matrix items, purchase order requisitions, and more.
- **Acumatica Manufacturing** edition optimizes bill of material and routing management, production orders, material planning and scheduling, engineering change control, product configuration, manufacturing estimates, and manufacturing data collection.
- **Acumatica Retail-Commerce** edition manages online B2B and B2C storefronts, connected marketplaces, brick-and-mortar point of sale transactions, and retail hardware including cash registers, receipt printers, credit card terminals, and barcode scanners.

> "Acumatica has undoubtedly supported SEACOM's rapid expansion. We've deployed Acumatica to several acquired companies in the last five months, so we know we can easily get new companies up and running on the platform very quickly."
>
> WARREN WILBRAHAM, HEAD OF FINANCE PLANNING AND EXCELLENCE, SEACOM

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