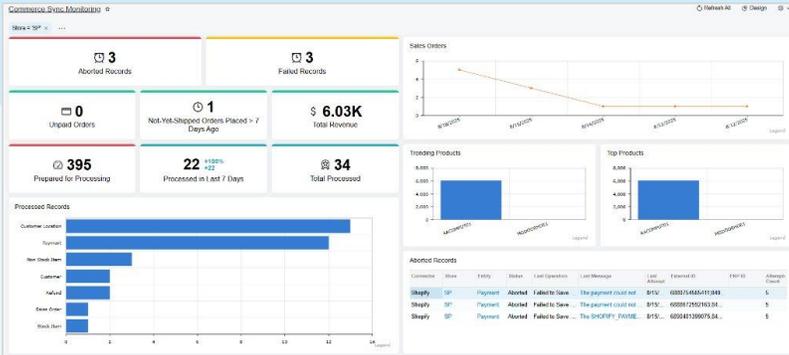## Acumatica Retail Edition

Drive Growth with a Unified Omnichannel Platform

Seamlessly connect digital and brick-and-mortar storefronts for real-time inventory visibility, reduced operational costs, and increased profit margins.

- Thrill customers with native B2C and marketplace connectors
- Master B2B and DTC relationships
- Sell more with POS and counter sales in brick-and-mortar stores and showrooms

Key business benefits

- Reduce shipping and packing errors by automatically printing barcode labels and pick tickets.
- Integrate with UPS WorldShip and FedEx Ship stations for even greater efficiency.
- Manage returns for credit with automated reporting and quality control.
- Get real-time inventory counts across your business and publish those counts online for customers.
- Centralize your processing for all channels by using a single-stream fulfillment for online, counter, catalog, and telemarketing sales.

Related resources

- Get Ready for Omnichannel Greatness > LEARN MORE
- Retail KPIs for Growth and Customer Satisfaction > LEARN MORE

Connected Commerce: Flexible and Limitless

Connect your ecommerce platforms and in-store point-of-sale systems with a scalable back-office system. Acumatica Retail Edition natively supports customer-specific pricing, products with variations, multiple warehouses, and advanced shipment tracking. With our connected ERP solution, you can:

- Simplify the creation of products with multiple attributes using matrix items.
- Increase warehouse efficiency with advanced picking methods.
- Avoid overselling by updating inventory in real time across all sales channels.
- Analyze per-unit profitability to drive better business decisions.
- Record fees and reconcile marketplace statements with ease.

Seamless Fulfillment Automation

Streamline fulfillment to reduce errors, generate more transactions, and increase productivity. Accurately pick, pack, and ship your orders, track packages automatically, and notify customers of their shipment progress.

Powerful Native Connectors

Connect your business-to-consumer, marketplace, business-to-business, or direct-to-consumer storefronts with ease with Shopify, Amazon, BigCommerce, and other apps for point-of-sale, counter sales, or online sales, creating a truly unified customer experience.

Comprehensive Inventory Management

Track inventory, manage multiple warehouses, provide automated lot and serial numbering, and publish real-time inventory counts directly to your online customers.

Integrated Financial Management

Gain instant access to your mission-critical financial data. This powerful application puts comprehensive, flexible reporting and analysis right at your fingertips.

"Now, every single sales order that comes in from the ecommerce site is automatically uploaded to Acumatica, so we're able to see that sale."

– Edward Cohen, Chief Executive Officer, Boca Terry

> CUSTOMER STORIES

Unified Omnichannel Experience

Manage a single record for every customer to deliver a truly connected, seamless experience across all touchpoints, channels, and technology platforms.

Amazon Connector

Synchronize Amazon Seller Central sales, inventory, and fulfillment with Acumatica to reduce manual effort.

Shopify Plus

Unify your brick-and-mortar retail locations directly with your online presence and back-office Acumatica systems for fulfillment, financials, and operations management.

Shopify POS

Fulfill orders from multiple channels, create shipments, track prices, apply discounts, and check available inventory – all from a central dashboard.

B2B on Shopify

Streamline your straightforward business-to-business (B2B) sales requirements from a single, integrated platform.

BigCommerce

Manage complex, high-volume business-to-business (B2B) and direct-to-consumer (DTC) ecommerce operations with ease.

Customer Portal

Empower your business customers with an embedded, self-service portal for light business-to-business online ordering and account management.

Counter Sales Powered by Heuristyc

Streamline B2B showroom and will-call orders. Process in-person transactions seamlessly from your showroom or counter.

Retail Hardware

Connect seamlessly with retail and point-of-sale hardware, including cash registers, barcode scanners, receipt printers, and credit card terminals.

Warehouse Management (WMS)

Streamline every warehouse activity, including advanced picking, efficient receiving, organized put-away, cycle counting, and barcode-driven processes. Maximize productivity and accuracy with robust warehouse management tools tailored for high-volume operations.

Demand Planning

Use demand forecasts to drive time-phased distribution requirements planning (DRP), ensuring optimal stock levels, reducing shortages, and minimizing excess inventory.

Purchase Order Management

Streamline vendor drop-shipments, allocate received items, and manage landed costs. Establish blanket orders for volume pricing and enforce process controls with configurable approval workflows to ensure complete visibility. You can also automate request-and-requisition workflows for maximum efficiency.

Inventory Management

Keep track of stock across multiple warehouses, create kits, and manage matrix items. Automate lot or serial numbering, manage item recommendations for upsells, cross-sells, and substitutions, and harmonize inventory levels across all sales channels.

Sales Order Management

Fulfill orders from any channel with real-time data, AI-powered recommendations, and suggested up-sell and item substitutions. Allocate inventory efficiently, manage flexible pricing and discount strategies, and link seamlessly to purchase orders. Support drop shipments and special-order types, while automating backorders, blanket contracts, and returns to enhance customer satisfaction and operational agility.

Shipping Automation

Automate carrier selection, rate shopping, label printing, and shipment tracking to streamline outbound logistics and ensure timely deliveries. Pick, pack, and ship orders accurately, while automatically tracking packages and notifying customers of their shipment progress.

Embedded CRM

Drive more direct sales, build stronger relationships, and manage every customer interaction with an integrated customer relationship management solution featuring marketing and sales automation, service and support case management, and customer self-service.

Payment Processing

Accept payments quickly and securely with seamless, fully integrated payment processing that simplifies reconciliation, minimizes transaction fees, and boosts cash flow.

Financial Management

Streamline financial operations with apps for general ledger, accounts receivable, accounts payable, cash management, tax management, and more. Gain real-time financial insight through robust, flexible reporting to drive smarter decisions and sustainable growth. Automate intercompany buy-sell transactions, process payroll, and depreciate fixed assets.

Business Insights

Empower teams with role-based dashboards, actionable inquiries, and live reports for data analysis. Connect seamlessly with Microsoft Power BI for advanced visualizations, use Business Events to automate alerts and notifications, and leverage built-in AI to detect anomalies—fueling proactive, data-driven decisions at every level.

Expansive Technology Ecosystem

Connect seamlessly with other essential retail, commerce, and sales applications and marketplaces, including ChannelAdvisor, 1Retail, Descartes Pacejet, ShipStation, SPS Commerce EDI, HubSpot, Avalara, WooCommerce, Adobe Commerce, eBay, Walmart, and Etsy.