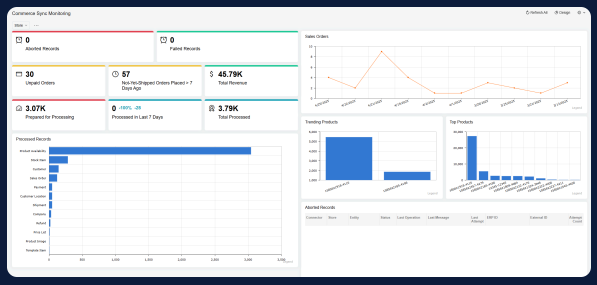
Acumatica
The Cloud ERP

Acumatica Retail Edition

A unified omnichannel platform

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



Connected commerce: flexible and limitless

Connect your ecommerce platforms and in-store point-of-sale systems with a scalable back-office system. Retail Edition natively supports customer-specific pricing, products with variations, multiple warehouses, and advanced shipment tracking.

Sell on every channel

- Thrill customers with native B2C and marketplace connectors for Shopify, Amazon, and BigCommerce.
- Master B2B and DTC relationships.
- Sell more with POS and counter sales in brick-and-mortar stores and showrooms.

Connect B2C, marketplace, B2B, or DTC storefronts with Shopify, Amazon, BigCommerce, and other apps for point-of-sale, counter, or online sales, creating a truly unified customer experience.

Run one connected operation

- 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.

Automate fulfillment

Accurately pick, pack, and ship orders, track packages automatically, and notify customers of their shipment progress. Rate shop for the lowest-cost service that meets the requested delivery date.

Manage inventory and financials together

Track inventory across multiple warehouses with automated lot and serial numbering, and publish real-time counts to online customers. Gain instant access to financial data with flexible reporting and analysis.

Key business benefits

Reduce shipping and packing errors by automatically printing barcode labels and pick tickets.

Integrate with shipping carriers through EasyPost and ShipStation API, supporting UPS, FedEx, and USPS.

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 processing for all channels with single-stream fulfillment for online, counter, catalog, and telemarketing sales.

Related resources

Omnichannel Greatness

LEARN MORE →

Retail KPIs for Growth and Customer Satisfaction

LEARN MORE →

Schedule a Demo

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> "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

Capabilities

SALES CHANNELS

Amazon Connector

Synchronize Amazon Seller Central sales, inventory, and fulfillment with Acumatica to reduce manual effort, and monitor profitability, fees, and refunds with built-in dashboards.

Shopify Plus

Unify stores and online sales with Acumatica fulfillment and financials. Process returns and exchanges as connected ERP transactions.

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 straightforward business-to-business B2B) sales from a single, integrated platform.

BigCommerce

Manage complex, high-volume B2B and DTC ecommerce, with B2B company accounts, hierarchies, and terms synced both ways.

Customer Portal

Give business customers an embedded, self-service portal for light B2B online ordering and account management.

Retail Hardware

Connect cash registers, barcode scanners, receipt printers, and credit card terminals.

ORDER MANAGEMENT

Sales Order Management

Fulfill orders from any channel with AI-powered up-sell and substitution suggestions, flexible pricing, drop shipments, and automated backorders and returns. Promise ship dates with Available-to-Promise ATP.

Purchase Order Management

Streamline vendor drop-shipments, allocate received items, and manage landed costs. Establish blanket orders for volume pricing and automate requisitions with configurable approval workflows.

Shipping Automation

Optimize carrier selection and automate rate shopping by delivery date, label printing, and tracking. Review address corrections before labels print. Support LTL freight through Marketplace apps.

INVENTORY AND WAREHOUSE

Inventory Management

Track stock across warehouses, create kits, manage matrix items, automate lot and serial numbering, and harmonize inventory across channels.

Warehouse Management (WMS)

Barcode-driven picking, receiving, put-away, and cycle counts, with unit-of-measure picking across bulk, case, and fast-pick zones.

Demand Planning

Drive time-phased DRP from demand forecasts, with separate safety stock and reorder point planning per item.

CUSTOMERS AND FINANCE

Customer Relationship Management (CRM)

Marketing, sales, service, and self-service in one CRM, with related-item suggestions and real-time availability on quotes.

Payment Processing

Accept payments securely with integrated processing that simplifies reconciliation.

Financial Management

General ledger, AR, AP, cash, tax, payroll, fixed assets, and intercompany buy-sell, with real-time reporting.

Business Insights

Role-based dashboards, Power BI, Business Events alerts, AI anomaly detection, and AI Assistant answers from ERP data.

PLATFORM

Unified Omnichannel Experience

Manage a single record for every customer across all touchpoints, channels, and platforms.

Expansive Technology Ecosystem

Connect ChannelAdvisor, ShipStation API, EasyPost, SPS Commerce EDI, Avalara, HubSpot, WooCommerce, eBay, Walmart, Etsy, and more.

OPTIONAL

Acumatica POS powered by Heuristyc

Process B2B showroom, will-call, and in-person counter orders seamlessly.

ABOUT ACUMATICA

Acumatica Cloud ERP is a comprehensive business management solution that was born in the cloud and built for more connected, collaborative ways of working. Designed explicitly to enable small and mid-market companies to thrive in today's digital economy, Acumatica's flexible solution, customer-friendly business practices, and industry-specific functionality help growing businesses adapt to fast-moving markets and take control of their future.

For more information on Acumatica, visit **www.acumatica.com** or follow us on **LinkedIn**.

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