

## BUILT FOR SOFTWARE COMPANIES LIKE YOURS

Designed to be the platform for cloud-enabled web and mobile business applications, the powerful and flexible Acumatica Cloud xRP Platform allows you to write software once and run it on any platform. Achieve maximum productivity at a lower cost with faster time-to-market.

**“It fast-forwarded the development cycle. If you had to build all the underlying infrastructure from end to end, at the level of detail that the Acumatica Cloud xRP platform provides out of the box, I guarantee it would take you two years. The Acumatica Cloud xRP Platform probably saved at least a year off the front end of our development cycle alone.”**

Allen Dobbins, CEO  
AutoStar Solutions

**“We saved \$400,000 in development costs and delivered a cloud manufacturing application in 10 months instead of 3 years.”**

Fred Szumlic, General Manager  
JAMS Manufacturing  
JAAS Systems

# ACUMATICA DEVELOPER NETWORK

## Get your business applications ready for cloud, mobile, and modern web

The Acumatica Cloud xRP Platform is a leading cloud business application development platform that empowers developers and software companies to get their solution to SaaS, fast.

Acumatica Cloud xRP Platform is built on the world’s best cloud and mobile technology. It enables developers and software companies to bring applications to market faster, significantly reduce cost, and deliver a SaaS offering at scale without compromises.

### KEY BENEFITS OF THE ACUMATICA CLOUD xRP PLATFORM

- **Get to SaaS fast with pre-built ERP and CRM functionality.** Reduce cost and speed to market by taking advantage of an array of world-class ERP and CRM functionality that can be assembled and adapted into your solution.
- **Leverage multi-tenant and multi-database capabilities.** Acumatica is built for both. You decide which works best – a shared cloud for all your customers, or a single-tenant cloud per customer.
- **Control where the data is.** With Acumatica you have the freedom to host your data anywhere you want, whether in a public or private cloud.
- **Leverage industry standard technology and talent.** The Acumatica Cloud xRP Platform is built on top of industry standard HTML5, Microsoft .NET technologies and the Visual Studio Integrated Development Environment. Leverage the large worldwide talent pool familiar with standard .NET technology.

### IS IT RIGHT FOR MY BUSINESS?

The Acumatica Cloud xRP Platform is the ideal next step for ISVs and software developers to create a specialized solution for the cloud.

| YOU NEED...   | ACUMATICA CLOUD XRP PLATFORM |
|---|------------------------------|
| A highly flexible cloud platform  | ✓                            |
| Full control over go-to-market  | ✓                            |
| To white-label as your own  | ✓                            |
| A software partner for joint strategy and roadmap                           | ✓                            |
| To modernize legacy IP for the cloud  | ✓                            |
| To leverage an array of pre-built ERP and CRM capabilities to your cloud IP | ✓                            |
| To get to market as quickly as possible                                     | ✓                            |
| To make incremental investments starting low                                | ✓                            |

## JOIN ACUMATICA DEVELOPER NETWORK (ADN)

Leverage a variety of software, technical support, and training resources.

| BENEFITS   | LEVEL 1<br>Developer | LEVEL 2<br>Solution | LEVEL 3<br>Partner |
|--|----------------------|---------------------|--------------------|
| <b>Product/Licenses</b>  |                      |                     |                    |
| Acumatica Cloud ERP trial instance limited to 2 users  | Yes                  | Yes                 | Yes                |
| Sandbox instances for development, tests and demo  | -                    | 3                   | 10                 |
| Access to pre-release software versions of Acumatica   | -                    | Yes                 | Yes                |
| Internal use rights for Acumatica Cloud ERP  | -                    | -                   | Yes                |
| Influence product roadmap via advisory group membership  | -                    | -                   | Yes                |
| <b>Training Resources</b>  |                      |                     |                    |
| Online training through Acumatica University   | Yes                  | Yes                 | Yes                |
| Access to the Acumatica Partner Portal   | -                    | Yes                 | Yes                |
| Acumatica classroom training (passes)  | -                    | 3                   | 6                  |
| Remote technical training (2-hour sessions)  | -                    | 5                   | 10                 |
| <b>Technical and Sales Support</b>   |                      |                     |                    |
| Community support through online forum   | Yes                  | Yes                 | Yes                |
| Developer support with access to support case system   | -                    | Yes                 | Yes                |
| Assistance through Technical Account Manager   | -                    | Yes                 | Yes                |
| Pre-sales support with demo assistance for initial 3 deals   | -                    | -                   | Yes                |
| <b>Solution Confidence</b>   |                      |                     |                    |
| Promoted in public Extensions Catalog and in Partner Portal  | -                    | Yes                 | Yes                |
| Solution Certification with signature medallion and press release template (products per major Acumatica release)* | -                    | 1                   | 3                  |
| Private label solution and use own company name and logo   | -                    | -                   | Yes                |
| <b>Marketing Activities</b>  |                      |                     |                    |
| Event sponsorship opportunities (additional cost apply)  | Yes                  | Yes                 | Yes                |
| ISV Spotlight promotional webinar for Acumatica VARs   | -                    | Yes                 | Yes                |
| Joint press release and case study   | -                    | -                   | Yes                |
| <b>Annual Cost</b>   | Free                 | \$6,000             | \$24,000           |

\* Additional products optional at an additional cost

**“We replatformed our legacy solution based on AS/400 COBOL in just 18 months. Any other platform would have taken us twice as long. By using Acumatica, we reduced development costs by 40 percent. In less than a year since launch, we now have 20 customers live on our JAMIS solution!”**

Jeff Noolas, CEO  
JAMIS