Acumatica
The Cloud ERP

Why Manufacturers Depend on Acumatica for Their Success

MANAGE EVERY ASPECT OF YOUR MANUFACTURING BUSINESS ON A SINGLE ERP PLATFORM

Midmarket manufacturers often struggle to connect siloed business applications. Limitations in their legacy or entry-level ERP systems force them to bolt-on applications to manage production scheduling, electronic commerce, warehouse operations, field services, marketing and sales, product configuration, engineering, quality, and other specialized business areas. This approach leads to unnecessary licensing costs and costly customizations that are difficult and expensive to maintain.

Acumatica Manufacturing Edition is an end-to-end manufacturing ERP solution with embedded and connected functionality for all parts of the manufacturing business. It helps manufacturers improve profitability, manage resources, and reduce costs. Designed for modern technologies and built on a modern cloud platform with an open architecture for rapid integrations, scalability, and ease of use, Acumatica delivers an unparalleled experience for users and customers alike.

INSIDE THIS eBOOK:

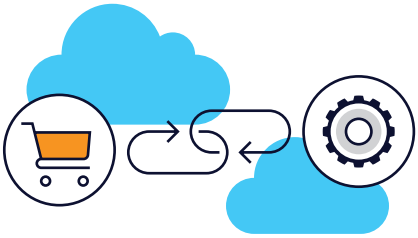


Learn how Acumatica Manufacturing Edition can help you boost manufacturing efficiency, connect disparate business systems and processes, elevate the customer experience, and manage your entire business on a single, robust, future-proof platform.

Unify processes with a comprehensive system designed for your industry

Disconnected systems cause a plethora of problems. Ballooning application fees are just the tip of the iceberg. Custom integration, and the associated maintenance, and support of multiple systems, burden IT departments. Limited integration and siloed systems propagate manual data entry and paper-based processes resulting in inaccurate and delayed information. This makes it impossible for manufacturers to get a clear picture of what is happening to make decisions to grow the business.





Acumatica Manufacturing Edition provides unique depth and breadth to manage front office and back office operations from financials to sales, inventory to manufacturing, and engineering to planning and scheduling. Grow sales with embedded CRM and commerce, capture data with native document management, and extend your business with project accounting and field services.

Now you can gain insights into every aspect of your operations to boost manufacturing efficiency, reduce costs, improve customer satisfaction, and make smarter, more proactive decisions.



BOOST MANUFACTURING EFFICIENCY

Synchronize demand with purchasing and production. Maximize resources, reduce production times, and improve product quality with integrated systems and processes designed for your manufacturing industry.

IMPROVE DATA VISIBILITY AND ACCURACY

Extract insights from your data to optimize inventory levels, improve production plans, identify quality issues, and streamline manufacturing operations. Monitor key performance indicators with dashboards and alerts.

REDUCE COSTS WITH ALL-IN-ONE FEATURES

Acumatica includes embedded CRM, service management, project accounting, commerce, and other applications. Having all of these applications in a single ERP application minimizes license fees and costly custom integration for third-party bolt-on applications.

With Acumatica, you will always know the health of your company's operations — from production to warehouse operations and financials — to help you make better decisions to grow your business.

"When we talk about Acumatica, it's not just about accounting but about where we do all our business. We work in Acumatica and don't need to leave."

– SCOTT STARKWEATHER, PRESIDENT, BOULDER CREEK STONE



HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"If you are a midsized business that desires to grow and has the need to unify your locations, Acumatica brings this amazing gain; it connects people. In today's world we need communication, and Acumatica provides the ability to have information at your fingertips that's unified and delivered fast."

– ELENA MHEIDZE, CFO, ERICKSON INTERNATIONAL

Improve Your Customer and User Experience

Inefficient manufacturing and business processes create unnecessary work for users and frustrate customers. This puts manufacturers at a severe disadvantage in today's highly competitive, global market.





Inefficiencies result in production delays, late or incorrect customer shipments, poor communication, and unhappy customers. This trickles down throughout the organization in the form of increased cost of goods sold, lower profit margins, and missed sales opportunities.

Acumatica Manufacturing Edition provides unmatched access to real-time information in the application, online through the secure customer portal, or via connected commerce storefronts. Automated data capture and configurable workflows reduce production and fulfillment cycles getting the right product to customers on-time. Embedded CRM streamlines the quote-to-cash cycle with automated customer communication providing a superior customer experience.



RETAIN CUSTOMERS

Access to accurate information, streamlined processes, and automated communication allow manufacturers to deliver an exceptional customer experience. This results in happier, loyal customers who buy more products and services with less effort.

EMPOWER SELF-SERVICE

Acumatica empowers customers with self-service access to information for account information or order creation. Setup automated notifications to let customers know when products ship, when returns are received, and when invoices and statements are available for download.

INCREASE SALES

Automated workflows and embedded CRM improve estimate win rates. Connected field service and project accounting allow manufacturers to provide complementary services for a stronger and more profitable customer relationship.

With Acumatica, you empower employees with information to provide an exemplary customer experience. Differentiate from competitors with shorter lead times, lower prices, better quality, and complementary services.

"We use the Acumatica Customer Management Suite religiously to track opportunities and leads, and what's going on with a contact, and we love that Acumatica integrates well with the Microsoft Office suite because we are also strong users of Excel, Power BI, and Outlook."

– PATRICK MADISON, CFO, KORPACK



HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"Everything has to be traceable because if anything goes wrong at the customer location, we need to know how to resolve it . . . Only Acumatica could allow us to integrate all of this information."

– DAVID GREEN, VICE PRESIDENT OF OPERATIONS, OFS INTERNATIONAL

Hear Acumatica customer stories on how their businesses depend on Acumatica Manufacturing Edition for their success.

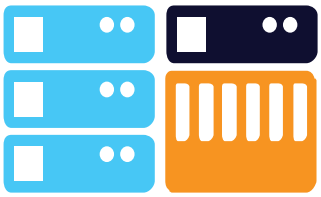


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Prepare for the factory of the future with a modern and extensible ERP platform

Entry-level and legacy ERP systems lack features and connectivity tools to manage all areas of the business effectively. Connecting data from multiple systems is costly and difficult to maintain and support. Compatibility issues between systems limit your ability to adapt to modern technologies to drive improvements throughout the business.





Older technologies stifle growth and create islands of siloed data in disparate systems. Manual workarounds, spreadsheets, and paper-based processes create confusion due to missing, inaccurate, or untimely information.

Acumatica is a future-proof, cloud ERP platform designed for modern technologies with Open APIs to connect systems and data. This results in streamlined processes and improved visibility into operations and financials that allows you to:



- **Scale your business as you grow**
- **Adapt to changing customer and vendor requirements**
- **Access business data anytime, anywhere, on any device**
- **Harness big data and analytics for deeper insights**
- **Integrate modern additive manufacturing and robotic technologies**
- **Connect with machines and IIoT devices**
- **Monitor manufacturing processes in real-time**
- **Avoid costly customizations and integrations**
- **Tailor systems and processes to match the way you do business**

Acumatica's enterprise-grade SOAP and REST APIs allow manufacturers to connect systems with low-code or no-code customizations to improve data accuracy, timeliness, and visibility throughout the organization.

"Acumatica has an open platform, which was a huge selling point. The company looks for outside innovation and to work with as many ISV's as possible to provide a multitude of solutions. We believe in that ethos because that's how we operate."

– FRANKLIN SHIRAKI, CFO, FIREWIRE SURFBOARDS



HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"The strength of Acumatica is that it's an open system that's flexible and integrates well with other applications. That gives us a lot of control to run our business the way we want."

– STEVE CATES, PRESIDENT, RAY ALLEN MANUFACTURING (PRIOR)

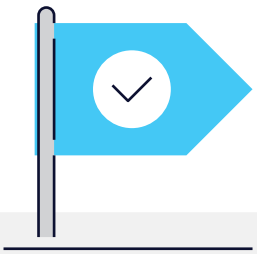
Summary

Manufacturers struggle to connect disparate systems resulting in increased costs, inefficient processes, and poor customer service. Entry-level and legacy ERP systems create barriers to growth.

As your manufacturing business evolves, you need an adaptable and comprehensive back-office system with scalability and connectivity to manage every part of your business and manufacturing operations.

Acumatica Manufacturing Edition provides unmatched depth and breadth of products and industry features. Designed for modern technologies, Acumatica's future-proof platform provides an open architecture for rapid integrations, scalability, and ease of use.

Acumatica Cloud ERP provides the best business and industry management solution for transforming your manufacturing business to thrive in the new digital economy.



"We can now place orders faster and react to sales quicker. As a result, I think we'll be able to reduce our total inventory by somewhere between $1.5 million and $2 million dollars."

– MATT STONER, CFO
DAKOTA RED

Acumatica
The Cloud ERP

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.