Acumatica
The Cloud ERP

Why Successful Wholesale Distributors Choose Acumatica

MAKE SMARTER WHOLESALE BUSINESS DECISIONS WITH A COMPLETE, CONNECTED, AND MOBILE DISTRIBUTION ERP

Wholesale distributors historically had limited ERP options to manage their businesses. Cost-conscious wholesalers built their businesses on entry-level accounting applications. These low-cost systems lack advanced inventory and warehouse management capabilities. Established distributors implemented specialized ERP applications built on aging technology platforms.

It is costly to connect and extend entry-level and legacy systems with modern applications. Distributors struggle to find plug-and-play operational systems for warehouse management, electronic data interchange, or shipping and logistics management. As supply chains get more complicated and customers demand shift, distributors have to work harder to grow sales with disparate systems for customer relationship management, commerce storefronts, point of sale, and field services.

Acumatica Distribution Edition is unlike any other midmarket wholesale distribution ERP application. Built on a future-proof cloud platform, it incorporates everything progressive distributors need to manage all parts of their business in a single, connected system.

INSIDE THIS eBOOK:

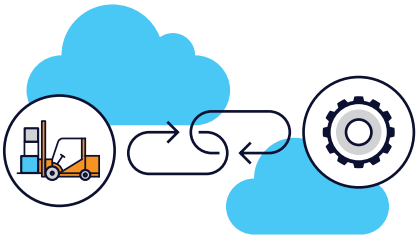


Discover why distributors across wholesale industry segments choose Acumatica as a strategic platform to boost sales and automate business processes to thrive in the new digital economy.

End-to-End Distribution Management

Distributors with multiple disparate applications and bolt-on applications experience breakdowns in cross-departmental processes. This causes late and incomplete customer deliveries with increased carrying costs, costly rush orders, poor customer service, and lost sales. Siloed data results in incomplete, untimely, and inaccurate information. Poor data visibility decreases the company's ability to manage cash flow, and increased costs result in higher prices impeding sales in highly competitive markets with razor-thin margins.





Acumatica provides unparalleled functional breadth with an extensive suite of connected applications to manage sales, inventory, purchasing, projects, and financials. Embedded CRM and native applications for warehouse management, field service, commerce, and point of sale connect data and processes in omnichannel environments. Last-mile features eliminate customizations for inventory allocation, matrix items, and kitting and disassembly. Streamline processes with configurable workflows, online supplier bidding, and advanced wave and batch picking.

Executives gain a 360-degree view of the business in a single platform to boost sales, automate operations, optimize inventory levels, and make smarter, more proactive decisions.



BOOST DISTRIBUTION EFFICIENCY

Acumatica provides everything distributors need to manage and automate inventory transactions with improved order fulfillment.

IMPROVE DATA VISIBILITY AND DATA ACCURACY

Connect data with configurable dashboards and analytics for new insights with meaningful metrics for operations, sales, and accounting.

REDUCE COSTS WITH ALL-IN-ONE FEATURES

Minimize obsolete or expired product write-offs. Reduce carrying costs and increase inventory turns for more competitive pricing.

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

"We are just scratching the surface of what the new WMS can afford us by replacing existing processes. We are looking forward to implementing new streamlined processes that have previously been unavailable to us such as confirming shipments at the time of pick and processing customer returns as soon as items are received at the dock all from the handheld devices."

– THOMAS FINNEY, IT DIRECTOR, SHOEBACCA



HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"Acumatica's inventory application is a game changer. We've lowered inventory costs, and we couldn't have done that without Acumatica. Now Best Vinyl knows what and when to order stock, which has saved millions."

– AARON GABRIELSON, CTO, REDMOND

Connect and Mobilize Distribution Operations with a Future-Proof Cloud Platform

Entry-level and legacy ERP systems are difficult to connect to modern business applications resulting in costly customizations. Customizations can code-lock distributors, preventing them from upgrading to new versions with improved performance and new features. Disparate systems across the business proliferate dependence on manual, paper-based processes and untimely spreadsheet analysis, prone to data entry error.





Acumatica's modern cloud platform facilitates low-code and no-code integration with flexible configuration to adapt to the way you do business. Connect external systems with Open APIs for bi-directional improvements in processes and data visibility. Reduce IT costs for customizations and one-off integrations. Capture data from devices powered by the Internet of Things (IoT). Connect your ERP platform with automated conveyor and carousel systems. Harness the power of artificial intelligence and machine learning to automate processes and improve data accuracy. Access systems and data remotely with mobile applications available anytime, anywhere, on any device.

GROW AND EVOLVE YOUR BUSINESS WITH A SCALABLE, SECURE, AND FUTURE-PROOF CLOUD PLATFORM DESIGNED FOR MODERN, CONNECTED DISTRIBUTION APPLICATIONS AND TECHNOLOGIES.

- ✓ **Scalable and Secure**
- ✓ **Big Data and Analytics**
- ✓ **Warehouse Automation**
- ✓ **Artificial Intelligence and Machine Learning**
- ✓ **Mobile Access Anytime, Anywhere, on Any Device**
- ✓ **Rapid Integration with Open APIs**

Acumatica's enterprise-grade SOAP and REST APIs allow distributors to connect external applications with low-code or no-code integration tools to automate processes with real-time, enterprise-wide data visibility.

"One of the best things about Acumatica is how customizable it is, especially the user interface … I can change screens, processes, and workflows. I can also create custom reports by connecting tables, combining tables, and then generate a single table that has all the information I need."

– TAYLAN SEVIMLI, BUSINESS DEVELOPMENT MANAGER, TAYSE RUGS



HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"Our success is ultimately tied to Acumatica's success, and they are building a strong and healthy product. They have a vibrant customer and development community and a product that's growing, not stagnant. We can really craft Acumatica to do what we need it to do."

– BEN ROTHE, GM AND CEO, PREMIER 1 SUPPLIES

Hear Acumatica customer stories on how their businesses thrive with Acumatica Distribution Edition.



CLICK HERE TO LAUNCH THE VIEWER

“WOW” Customers with Amazing Services



Inefficient distribution and business processes delay customer shipments. Increased carrying costs, expensive rush orders, multiple shipments for partially filled orders, and high-cost write-offs for expired or obsolete inventory drive up prices, making it challenging to boost sales in competitive markets. Limited access to self-service and cumbersome omnichannel order and returns management procedures confuse and frustrate customers.

Acumatica Distribution Edition provides embedded CRM to improve the customer’s buying experience with online quote acceptance, secure customer self-service, and integrated customer support cases. Customers can order or return products from in-house sales reps, online through connected commerce storefronts, or in-store with integrated point of sale applications. Quick orders and automated transactions reduce order cycles expediting fulfillment with less effort. Inventory replenishment and online vendor requisitions streamline the procurement process, ensuring optimal stock to avoid stock-out and excess inventory scenarios.



NATIVE FIELD SERVICE APPLICATIONS ENABLE DISTRIBUTORS TO DIFFERENTIATE WITH REMOTE SERVICES AND TIMELY CUSTOMER DELIVERIES IN A SINGLE APPLICATION.

IMPROVE COMMUNICATION

Arm customers with accurate and timely stock and order status information through automated email notifications, secure customer portals, and online commerce storefronts. Get a 360-degree view of customer interactions with embedded CRM.

RETAIN CUSTOMERS

Build a fanatical customer base with faster and more accurate order fulfillment, competitive prices, and flexible order and return processes across sales channels. Exceed customer expectations with field services, integrated support cases, and on-time customer deliveries.

BOOST SALES

Generate more leads and win more deals with integrated marketing and sales force automation. Sell more with connected storefronts, retail sales, and mobile field services. Provide competitive pricing with flexible discounts and promotions.

Exceed customer expectations with faster and more accurate order management and fulfillment. Differentiate from competitors with competitive pricing, customer support, field services, and customer-friendly processes for orders, returns, and exchanges.

"Acumatica has definitely cut down on the time it takes to look up orders within our system, the status of an order at our printers, and in looking up inventory. More than a time-saving tool, it's a really clear way to let customers know what's going on, which we didn't have before . . . As we integrate more of our systems into Acumatica, we'll only continue to see more efficiencies and we'll be able to serve our customers even better going forward."

– GODWIN PECK, ACCOUNT MANAGER, MIIR



HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"Our payroll person wanted to reduce her work hours to thirty per week. That was not possible with our old system. With Acumatica, she has been able to cut her hours to thirty per week, even in a payroll week, and still has time to take on other projects."

– REBECCA OGLE, CFO, SAFETY MANAGEMENT GROUP

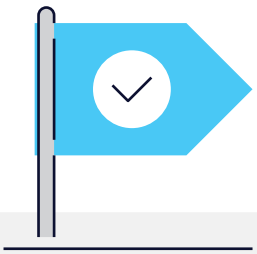
Summary

Entry-level and legacy distribution ERP software lacks features and connectivity to modern applications. Distributors wallow in disconnected systems with inefficient spreadsheets trying unsuccessfully to understand what is happening in the business. As a result, sales stagnate, costs increase, and profits drop.

Acumatica Distribution Edition is the most comprehensive, flexible, and open wholesale ERP platform available for midmarket distributors to grow their business.

Robust accounting applications, strong inventory control features, flexible order management, and automated warehouse fulfillment bolster sales and customer satisfaction. Embedded CRM, field services, point of sale, and commerce provide flexibility to service the most demanding customers.

Acumatica provides the best modern business management platform to transform your distribution business to thrive in the new digital economy.



"Would I recommend Acumatica to anybody? Absolutely not in our industry. I wouldn't want anybody to have a competitive advantage over what we do."

– CHARLES SNYDER, HEAD OF IT
PROPHARMA DISTRIBUTION

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.