

Are You a Sage 100 Customer in the Age of True Cloud ERP?

COMPETE EFFECTIVELY IN THE DIGITAL ECONOMY WITH A MODERN, CONNECTED ERP PLATFORM

As they compete for customers, companies need every advantage they can get. Customers demand mass customization, online buying and selling, and full-time connectivity with all trading partners. They no longer conduct business from a central office, nor within regular business hours.

IDC's October 2020 *COVID-19 Impact on IT Spending Survey* found that:

49%

of organizations are focused on future-proofing their business

41%

are trying to close their digital technology gaps by investing in new systems

74%

of the market still consisted of legacy ERP systems

Such systems leave little doubt that a suboptimal digital experience will result from a lack of real-time data; organizations are also investing too much money to maintain serial legacy workflows.

Sage 100 customers find themselves in this predicament. Functional limitations force them

to bolt on applications to manage even routine business processes. This approach leads to high software costs and forces them to develop and maintain expensive customizations. Decision-making becomes clouded in ambiguity as siloed databases and disjointed processes create barriers to real-time visibility into operations and financial performance. Further, legacy client-server architecture is expensive to maintain and cannot exploit digital capabilities to share data across an organization and with trading partners.

We understand that every Sage 100 customer faces these challenges. You have a real risk of losing market position to more agile competitors who have a nimble technology backbone.

That is why so many Sage 100 customers have moved to Acumatica to future-proof their businesses by leveraging the efficiency, extensibility, and accessibility of cloud-native technology.





Acumatica Cloud ERP is designed to be a competitive asset – not an obstacle – for growing businesses.

Its modern technology platform supports today's digital business environment. The modular architecture is easily configurable to tailor processes and reports to the way you conduct business. The horizontal and vertical breadth of functionality out-of-the-box provides the ability to thrive within your industry. Plus, the system is available to you anytime, on any device, anywhere you have internet access using just a standard web browser. Acumatica facilitates today's digital economy. And tomorrow's.

INSIDE THIS GUIDE:



You will read how Sage 100 has struggled to serve your business in today's rapidly changing global market.

You will see the obvious and subtle costs of continuing to rely on Sage 100 as your technology infrastructure, including high opportunity costs of lost revenue streams. Moreover, you will learn how Acumatica helps you overcome your legacy struggles and provides a future-proof platform that frees your company to better serve your existing customer base and compete effectively for new customers and markets.

“Anything Acumatica can provide, we want it. We are planning to build on it as our foundation.”

YURI DOROVSKIKH, IT MANAGER, OFS INTERNATIONAL LLC

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The Sage 100 Legacy Architecture Does Not Fit Today's Digital Economy



Sage 100 was initially released in the 1980s. Though there have been some technology upgrades since then, the platform has never been re-architected to accommodate evolving digital capabilities. Forty years later, Sage 100 struggles to support customers' needs and opportunities for growth. Simply maintaining Sage 100 incurs high costs that bog down a company's financial performance.

Non-cloud-native deployments waste valuable IT resources.

You can deploy Sage 100 on the Microsoft Azure cloud platform. Still, it is not a cloud-native application suite. IT departments remain stuck with cumbersome tasks to provision, manage, upgrade, and scale the application and the underlying hardware, operating system, and database infrastructure. Product updates are applied manually, requiring time, effort, and cost, and causing lost productivity. In fact, many Sage 100 customers forego updates because of the enormous effort. Unfortunately, this only puts them further behind the technology curve while also introducing additional security and compliance risks.

Sage 100 integrations with other software are fragile and expensive.

The Sage 100 architecture lacks today's open APIs and web services. Integrations are done via legacy protocols, leading to weak connections at a high cost to develop and maintain. The complexity of interconnected systems accelerates with more points of integration. Likewise, security risks increase as the infrastructure becomes more unwieldy.

Sage's pace of innovation is slow.

Sage has all but abandoned some of its legacy products in favor of more profitable ones. Sage 100 is only updated once per year, so features that miss the cut on a specific release will not be available for another full year. Moreover, the R&D spend for Sage 100 is a small portion of the overall budget and leads to minor enhancements (such as expanding check numbers from 6-digits to 10-digits), which do not offer a competitive advantage to customers. Your maintenance dollars are paying for Sage to invest in their strategic ERP platforms – not Sage 100.



Read how DDB Unlimited saved \$80,000 in accounting costs and integrated sales, purchasing, accounting, inventory, and more in a single organized system after migrating to Acumatica.

[View Success Story >](#)

Acumatica's Cloud Platform Allows You to Future-Proof Your Business

Acumatica ERP is built on a modern, cloud-native technology platform. Acumatica's modular and adaptable architecture enables users to tailor the application to meet rapidly changing business needs. Thanks to open APIs and web services, integrations with third-party software leverage no-code and low-code integration strategies, eliminating the need for expensive consulting resources to complete.

Workflows, alerts, and dashboards are embedded into the ERP framework so you can adapt processes and operations on the fly to course-correct or stay on top of market growth opportunities.



TRUE CLOUD DESIGN

Access your system anywhere at any time with only a standard web browser, including on mobile devices. Eliminate IT infrastructure costs and effort. Enjoy award-winning usability as voted by actual users. Maximize your **Total Economic Impact™**.



CONTINUOUS INNOVATION

Acumatica releases significant updates twice annually. Artificial Intelligence and Machine Learning provide new efficiencies for expense management and accounts payable automation, with a platform for future AI and ML improvements to take your business to the next level.



YOUR ERP SYSTEM IS YOUR COMPETITIVE ADVANTAGE

Free yourself from technology "chains." Accelerate time-to-market. Identify, pivot, and penetrate market opportunities. Open new revenue channels and enter adjacent sub-verticals.

"With Sage 100 we had to maintain a server and that server had a lot of associated costs. So removing the headache to maintain the on premise system was the number one reason we chose to go with Acumatica."

ELENA MHEIDZE, CFO, ERICKSON INTERNATIONAL

Sage 100 Functional Limitations Create Barriers to Growth



Sage 100 feature gaps create cost burdens and reduce business visibility.

The cost of licensing, supporting, and maintaining third-party add-on software is just the beginning. Integrating and supporting multiple applications on separate databases burdens IT budgets. Further, siloed systems necessitate manual data entry and paper-based processes, resulting in inaccurate and delayed information. Delayed and incomplete information makes it impossible for decision-makers to see what is happening to manage the business effectively.

Reporting in Sage 100 is limited and inflexible.

How much money have you spent on custom Sage 100 reports and inquiries? Old software like Sage 100 is a consultant's dream, requiring technical skills to get the information out in a usable format in a real-world business environment. Exporting data to Excel is cumbersome and requires continuous

reformatting. The lack of a consolidated dashboard prevents executives from accessing accurate, real-time key performance metrics to drive the business.

Missing features also hamper your growth and market opportunities.

Sage 100 customers face obstacles in penetrating new geographies without adequate support for multi-language, multi-currency, and inter-company requirements. Horizontal expansion into new service offerings and sales channels is challenging without core functionality such as field service management and native commerce storefront integration with back-end modules. Sage CRM is a non-native bolt-on with limited integration to the core Sage 100 application. Sales executives lack insight into customer buying behaviors and have zero visibility to on-hand inventory, service orders, or manufacturing to provide an exceptional customer experience.

“The biggest time savings for us [with Acumatica] is not having to go out and wander through our yards of product to see what we’ve actually got on hand. Having a live inventory of what we have across seven different locations has been a huge time savings for people.”

PATRICK SAUTER, VICE PRESIDENT, DAKOTA RED CORPORATION

Acumatica Unifies Business Processes with a Comprehensive System Designed for Your Industry

Acumatica ERP provides unique depth and breadth to seamlessly connect front-office and back-office operations – from financials to sales, purchasing to inventory, and engineering to planning and scheduling. Grow sales with embedded CRM and B2B or B2C commerce, capture data with native document management, and extend your business with complementary project accounting and field services.

Gain insights into every aspect of your operations to boost operational efficiency, raise profits, reduce costs, improve customer satisfaction, and make informed business decisions.



INSIGHTFUL REPORTING AND DASHBOARDS

Spend time analyzing your business instead of cobbling data together. Role-based dashboards illuminate insights with configurable and real-time key performance indicators. Become a proactive decision-maker who plans for the future.



BEST-IN-CLASS FINANCIALS AND EMBEDDED CRM

Reduce period close from days to hours with automated delivery of financial reports. Expand into international markets with multicurrency, multilingual translations, and localized accounting. Gain a 360° view of your customer base to drive practical insights, build better relationships, and cultivate organic growth.



DEEP INDUSTRY-SPECIFIC FUNCTIONALITY

Acumatica is designed for retailers, distributors, manufacturers, service providers, and construction firms. Vertical processes let you stay competitive in your market and branch out into adjacent markets. The industry comparison charts in this document contain more details.



Watch how Spohn Associates streamlined their month-end close across five companies, took on larger projects, and lowered their corporate risk by switching from Sage 100 to Acumatica.

[View Success Story >](#)

Industry Functionality is a Core Benefit for Acumatica Users



MANUFACTURING AND FIELD SERVICES

Manufacturers must be ready to adapt to rapidly evolving customer requirements. Yet, Sage 100 users struggle to support any manufacturing operation aside from very light assembly. Planning, scheduling, and production control cannot happen inside Sage 100. Cost overruns, delayed shipments, and customer complaints are the result. Supplementing Sage 100 with other manufacturing applications causes integration headaches, upgrade difficulties, and inaccurate views into real-time operations. Servicing your customers without a service management module is nearly impossible.

Acumatica's embedded manufacturing capabilities support make to stock, make to order, repetitive, and batch process manufacturing. Project Accounting provides project-centric manufacturers with production and resource planning for specific manufacturing projects. It is tightly connected with financials, inventory, sales, and purchasing to give you up-to-the-minute visibility of activity across your company. By leveraging Acumatica's field services module, you can provide superior post-sales service and delight your customer base.

Features	Sage 100	Acumatica
MANUFACTURERS AND FIELD SERVICE PROVIDERS		
Bill of Materials	✓	✓
Work Orders	✓	✓
Material Requirements Planning	✓	✓
Finite Capacity Planning	✗ ¹	✓
Production Scheduling	✗ ¹	✓
Shop Floor Control	✗ ¹	✓
Product Configurator	✗ ¹	✓
Equipment Management	✗	✓
Native PLM Integration	✗	✓
Engineering Change Control	✗	✓
Field Service Management	✗ ¹	✓
Warranty Management	✗	✓

¹ available from Sage but sold as add-on features requiring integration with core Sage 100 modules.



DISTRIBUTION AND RETAIL

It's critical for distributors and retailers to bring the right product to the right customer within the proper timeframe. A modern ERP system can help immensely, while a legacy system often hampers that effort.

Sage 100 retailers and distributors using multiple systems on different platforms must contend with data silos, manual data entry, and fragile integrations. Lack of visibility into inventory levels across warehouses creates stockouts, product obsolescence, and unhappy customers. Online and multi-channel selling is ineffective without real-time integration of front-end sales channels and back-end ERP systems.

Acumatica's retail and distribution customers enjoy a competitive advantage with an end-to-end business management solution that readily integrates with eCommerce web stores. Up-to-the-minute inventory counts regardless of channel, accurate invoicing and billing, and actionable business insights empower customers to increase efficiency, reduce errors, and make better decisions. Order management is fast and precise with connected commerce storefronts, point of sale integration, matrix items for order entry, and order creation from customer order history.

Features	Sage 100	Acumatica
DISTRIBUTION AND RETAIL COMPANIES		
Sales Order Management	✓	✓
Purchase Order Management	✓	✓
Inventory Management	✓	✓
Return Merchandise Authorization (RMA)	✓	✓
Barcodes	✗	✓
Warehouse Management (WMS)	✗	✓
Native eCommerce storefront integration (Shopify, BigCommerce)	✗	✓
Native Point-of-Sale (POS) device integration	✗	✓
Wave picking	✗	✓
Multi-Bins	✗	✓
Matrix items	✗	✓



CONSTRUCTION

Rising material and labor costs, labor troubles, increased competition, and shrinking profit margins are just a few of the challenges construction firms face. There are also new rules and regulations that business owners must stay ahead of, such as new OSHA rules and changes to building codes. Builders need the support of a reliable ERP platform.

Sage 100 provides minimal capabilities for construction firms. Contractors need clear visibility into all their projects at a glance, including costs, profit, and milestone status. Sage 100 is not capable of providing this. Sage has an entirely different product that caters to the construction

industry, ironically named Sage 100 Contractor. Do not expect any investment from Sage to enhance Sage 100's vertical capabilities for construction companies.

Acumatica Construction Edition is a complete, mobile-enabled, cloud-based construction and accounting software solution. Full project accounting and project management features enable construction firms of all sizes to track their portfolio in real time. Compliance management and sub-contract management keep each job on time and on budget. You can also satisfy all reporting requirements within Acumatica.

Features	Sage 100	Acumatica
CONSTRUCTION COMPANIES		
Job Costing	✓	✓
Payroll	✓	✓
Construction-Specific Project Management	✗	✓
Compliance Management	✗	✓
Sub-Contract Management	✗	✓
Retainage	✗	✓
ProCore Integration, ProEst Integration	✗	✓
Native CFMA Benchmark Integration	✗	✓
Construction-Specific Reporting (such as AIA, Bonding, and Substantiated Billing)	✗	✓



Hear why businesses just like you chose Acumatica over Sage.

[Launch Viewer >](#)



GENERAL BUSINESS

Every business strives to optimize business practices, minimize costs, maximize profit, and exceed customer expectations. Achievement is based on being an agile organization, supported by a modern technology backbone with robust functionality.

Sage 100 lacks essential features to support the growth of most companies. Deploying additional software to fill in these gaps only exacerbates the problem, as costly integrations and customizations eat into resources and cash reserves.

Acumatica simplifies your operations so you can increase efficiencies, raise profit levels, and pursue new revenue streams and international markets. Centralized application data in a single database provides a real-time, 360-degree view of every business area. Make more informed decisions faster to leapfrog competitors by leveraging role-based dashboards and tailored reports. Your company data is available to you anytime, anywhere you happen to be.

Features	Sage 100	Acumatica
FINANCIALS AND GENERAL BUSINESS		
Accounts Payable	✓	✓
Accounts Receivable	✓	✓
General Ledger	✓	✓
Bank Feeds/Reconciliations	✓	✓
Payroll	✓	✓
Job Costing	✓	✓
A/P Automation (such as invoicing approvals)	✗	✓
Fixed Assets	✗ ¹	✓
Inter-Company Accounting	✗	✓
Multi-Currency and Multi-Language Support	✗	✓
PCI Payments	✗	✓
Project Management	✗	✓
Customer Relationship Management (CRM)	✗ ¹	✓
Alerts and Workflow	✗	✓
Role-Based Dashboards	✗	✓
Document Management	✗	✓
Mobile Device Access (anywhere, anytime)	✗	✓

¹ available from Sage but sold as add-on features requiring integration with core Sage 100 modules.

Your Sage 100 Support and ISV Ecosystem is Rapidly Shrinking



Sage 100 does not get the same care and attention as Sage's newer, cloud-based applications. Sage's R&D investments, reselling partners, and third-party developers have shifted their focus to cover Sage Intacct and Sage X3. Your maintenance and support dollars are being diverted to other products, with little investment in the ERP platform you use to manage your business today.

Sage 100 users are in a migration quagmire.

Many customers are stuck on old, unsupported versions of the software. Sage may offer "in-the-family" migration discounts as bribes to get Sage 100 customers to move to more strategic platforms. You are still paying way too much for limited functionality, and you will need to go through a full ERP implementation with few tools to facilitate the move. Sage encourages Sage 100 users to migrate to Sage Intacct, which has limited distribution capabilities and practically zero manufacturing features.

Sage 100 partners are adding competing ERP products to their lineup.

The appeal of modern platform technologies and robust, connected application suites has value-added resellers rounding out their software portfolio with competing products. More products equate to less focus on you, the partners' existing customer base. The market appeal of cloud-native ERP systems is also a strong signal that legacy software is on borrowed time.

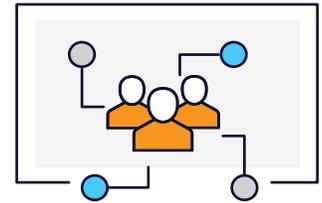
Sage 100 licensing is punitive for customers.

Sage offers both a perpetual licensing option and a subscription-based licensing option to Sage 100 users. But Sage has started penalizing perpetual licensees by releasing updates that include specific feature enhancements only available to those under a subscription pricing model, not perpetual license owners. Finally, customers experiencing growth and scalability are hit with costly additional user fees.

"[With Sage,] because we didn't realize we already had something in another warehouse, we would buy things we didn't need and carry excess inventory. In addition, we relied on internal knowledge for special pricing because the old system could only keep track of a few items."

BRETT DAVIS, OPERATIONS MANAGER, BOB DAVIS SALES

Acumatica Takes a Customer-First Approach as Its Go-To-Market Strategy



Acumatica is rapidly expanding its community of ERP resellers and ISVs (Independent Software Vendors). Since Acumatica sells exclusively through partners, there is never any channel conflict in serving customers. Acumatica also has a growth-friendly pricing policy, so you're not punished for adding users to the system. User access is encouraged for all employees and trading partners, to maximize the benefit of the software for the business.



Acumatica's "**Customer Bill of Rights**" is a commitment to provide fair, respectful, and mutually advantageous policies to every customer, which is unique among ERP vendors.

DUAL LAYERS OF SUPPORT

Acumatica supports the best reseller and developer network in the industry. Many Sage 100 partners are also Acumatica partners, making it easy for Sage 100 users to retain a close relationship with their current partner to help navigate the migration.

SIMPLIFIED MIGRATION PATH

Acumatica's rapid implementation program and data migration utilities ease the burden of system and data migration activities, resulting in lower costs and accelerated implementations. Acumatica provides a toolset that specifically maps Sage 100 data into Acumatica.

FLEXIBLE DEPLOYMENTS & GROWTH-FRIENDLY PRICING

Choose between a public cloud, private cloud, or on-premise deployment based on your current business needs – and change later if your business changes. Unlimited user pricing enables growth without penalizing you for adding more users to your system.

"With Acumatica, every employee can get access to ERP data, from wherever they are when they're traveling. Our customers can get access to ERP data. We've never had the capability to offer this before we had Acumatica. That is definitely a big plus for us."

DARRIN WILSON, SENIOR PROJECT MANAGER, PRACTICEMAX

What If You Do Nothing and Stay on Sage 100 System for Longer?



Not taking any action is an option for Sage 100 customers, but the consequences are substantial. The delay in evolving your technology backbone increases costs, lowers profitability, and results in customer satisfaction issues. Suppose your ERP software cannot adapt to meet your company's growth initiatives and customer demand to beat your competition. In that case, your company's survival is at risk where more agile competitors quickly offer less expensive products and services with better customer experience.

Your bloated technology stack and disparate applications are bleeding you dry.

How much money do you waste on custom code, backups, one-off integrations, and manual processes as system workarounds? Retrieving data across disparate databases makes reporting difficult – if not impossible – and limits your business insights, leading to lost opportunities.

Manual and antiquated processes fail to take advantage of new industry standards.

Today's ERP is built for collaboration across the organization and with trading partners.

You're missing out on this critical capability to stay competitive in a highly interactive global market.

Enhanced security risks threaten your brand.

Security breaches can be catastrophic for a business. Is your data more secure on your internal servers or on a world-class cloud server managed by companies that specialize in cybersecurity? Does your IT team have visibility into all potential security threats?

Are you staying current on functional enhancements from Sage?

Can you afford to keep compliant and leverage the latest features given the cost of performing manual updates? How far behind the latest version is your Sage 100 deployment?

“With Acumatica we worked with Klear Systems to add a custom fee tab and a few custom reports. The ease of personalization in Acumatica has been a game changer for everybody, and it's allowed us to work better and service our client needs.”

JULIA PINTO CISNEROS, COO, QUALITY MATERIAL HANDLING

Set Your Business Up for the Future with Acumatica Cloud ERP

Sage 100 cannot get you where your organization wants to go.

- ❗ Platform limitations forbid real-time interactions with customers and trading partners.
- ❗ Functional weaknesses cost you dearly in additional licensing, integrations, customizations, and lost revenue streams.
- ❗ Sage diverts your annual maintenance fees from Sage 100 to more profitable product lines.

Stop spending time and money on Sage 100. Invest in Acumatica to future-proof your business and realize your company's growth potential.

- ✅ Eliminate data silos, capture data faster, exceed customer expectations, and gain new insights into every area of your business.

- ✅ Free up IT resources for proactive projects instead of non-value-added system maintenance.
- ✅ Empower your entire employee base to contribute to the firm's success and include all your trading partners without penalty.
- ✅ Penetrate new verticals in expanded geographies with new products, supported by Acumatica's comprehensive, connected capabilities across horizontal and industry sectors.
- ✅ Feel the power of ubiquitous access to your data and executive dashboards for market-leading responsiveness and improved decision-making.

In short, join the digital economy as an agile participant rather than as a former bystander.

About Acumatica

Acumatica Cloud ERP provides the best business management solution for digitally resilient companies. Built for mobile and telework scenarios and easily integrated with the collaboration tools of your choice, Acumatica delivers flexibility, efficiency, and continuity of operations to growing small and midmarket organizations.

Business Resilience. Delivered.

Learn more about how Acumatica can work in your business by visiting us online at www.acumatica.com.

 **Acumatica**
The Cloud ERP

