Acumatica
The Cloud ERP

Why the Construction Industry Turns to Acumatica for Productivity and Growth

IMPROVE WORKFLOWS AND GROW YOUR CONSTRUCTION BUSINESS WITH A SCALABLE, COMPREHENSIVE ERP PLATFORM

Organizations in the construction industry navigate a multifaceted and complex business environment. In addition to accounting, customer management, estimates, bids, project management, change management, payroll, and compliance are all mission-critical. Traditionally, these functions have all been managed manually or in separate software programs, and integration between these applications is challenging and costly.

Without integrated software, it is common to see information silos, double data entry, and a lack of real-time information flow between the office and the job site. Companies cannot share accurate job costing and other vital project data such as engineering drawings, change orders, customer and job site issues, and labor records in real-time. This results in underinformed decisions and missed opportunities to improve processes, save money, and grow revenues.

Acumatica Construction Edition is a scalable, true cloud ERP application with included CRM and available inventory management and field service modules and integration to top-tier construction management and estimating programs. It provides best-in-class functionality in a single, cohesive platform configured to meet the needs of general contractors, specialty subcontractors, homebuilders, land developers, and civil construction businesses.

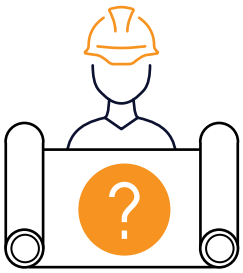
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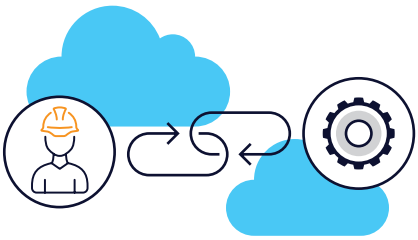
Discover why the construction industry chooses Acumatica as a complete, streamlined solution to manage every part of their business—from bidding and budgets to customer communication, payroll to inventory, and job site management to the final closeout.

Optimize Profits with a Comprehensive Platform and a 360° View of Operations

Traditional ERP solutions lack comprehensive financials, integrated project management, certified payroll, change management, and compliance management. Without these features, construction companies cannot easily track costs against project budgets, monitor job site labor and compliance, or see where projects are making or losing money. This, combined with the inability to track other key project metrics, leads to uninformed decisions about budgets, vendors, scheduling, and project change orders—eating into the bottom line.



Further, business and employee headcounts fluctuate with the seasons in the construction industry, but traditional organizational management software must be purchased and licensed on a per-person basis. These solutions usually require onsite servers, database administration, and cybersecurity measures—significantly increasing IT costs for support, licensing, implementation, and custom integrations.



Acumatica Construction Edition includes powerful project management, comprehensive financials, business intelligence, role-based dashboards, and robust reporting. Dashboard drilldown reports identify changes in project scopes, labor, materials, and equipment in real-time, resulting in more informed decisions, tighter project controls, and larger returns. True cloud technology and unlimited user licensing reduce IT expenditures—increasing profits and access to working capital so you can grow your business.

Gain powerful insights into every aspect of your business under a single pane of glass to increase profits, boost efficiency, reduce costs, and make smarter, more proactive decisions.

- ✓ **Job Cost Accounting**
- ✓ **Certified Payroll**
- ✓ **AIA Reporting & Billing**
- ✓ **CFMA Benchmarking**
- ✓ **Built-In CRM**
- ✓ **Full Project Management**
- ✓ **Available Field Services**
- ✓ **Inventory Management**
- ✓ **Compliance Management**
- ✓ **Contract Management**
- ✓ **Daily Field Reports**
- ✓ **Drawing and Photo Logs**

With Acumatica, you will gain company-wide visibility of critical data such as field costs, project budgets and overages, commitments, schedules, compliance, and contracts—helping you make better decisions and grow your business.

"We knew operating on Excel and siloes wasn't going to allow us to grow or be more profitable or be more efficient and get information out to the field . . . If I look back over the last three years, we've doubled revenues while maintaining our profit margins, which is a feat to have that substantial growth and maintain profits."

– JEFF HAMILTON, PRESIDENT, ROBERTS GLASS & SERVICE



HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"When we changed our business model from selling material only, to be an installation company and subcontractor, we changed the complexity and the amount of work and paperwork required. We're relying on Acumatica Construction Edition to help us be more efficient, more productive, and allow us to do more with less over the coming months and years."

– SEAN BARNETT, CHIEF FINANCIAL OFFICER, SPOHN ASSOCIATES INC.

Acumatica's mobile app and open cloud architecture connect the office to the job site for real-time project data anytime, anywhere, on any device, and provide a single source of truth for the entire organization.

"Just a few months ago, the government told us we were the only contractor to meet its deadlines and remain in budget, so rather than building one of every three houses, they want us to build all the houses in the Cape . . . Acumatica really is an all-in-one, adaptable solution that quickly enables everything you need to run your business. And it is effortless to use."

– GRAHAM LEONARD, CHIEF FINANCIAL OFFICER & OPERATIONS MANAGER
DUKATHOLE GROUP



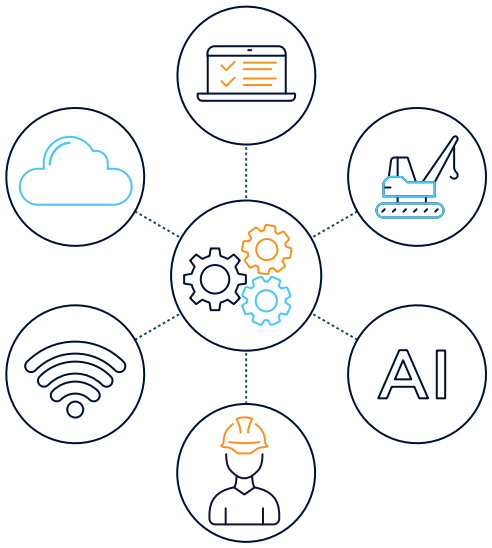
HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"Having a solution that can communicate with other tools was a must. In construction, there are a lot of pieces and moving parts, multiple vendors and subcontractors, and different expenses and financial controls that need to be tracked and communicated in multiple places. Integration is essential."

– BRUCE YOUNG, PRESIDENT & CO-FOUNDER
CURRAN YOUNG CONSTRUCTION

Modernize Workflows on a Future-Proof Cloud Platform

Most ERP applications have aging technology platforms that lack native mobile capabilities and are designed for in-house deployment. These factors make real-time workflows between the office and the job site extremely difficult and render user-defined, automated workflow processes nearly impossible. The transfer of critical information from the office to the job site is crippled, hindering collaboration and efficient decision-making between office staff, field teams, vendors, and subcontractors. Tracking and recording activity and expenses from the field to the office requires manual processes. To solve these problems, organizations rely heavily on customizations and one-off integrations that are expensive and difficult to maintain, resulting in ballooning licensing fees and IT costs.



Acumatica's future-proof cloud platform and superior mobile technology centralize information from across the company into a single database that can be accessed anytime, anywhere, from any device, connecting the entire organization with a single source of truth and facilitating collaborative workflows. Mobile access enables field supervisors to view job costs and budget data remotely, with drilldowns allowing them to see real-time project changes and profitability. Job site labor records and expense management is streamlined through mobile time entry and expense receipt capture with flexible approval workflows. SOAP and REST APIs connect top-tier construction management and estimating programs for best-in-class functionality in a single, cohesive platform configured to meet your organization's complex and evolving business needs—all the while reducing IT costs for one-off integrations and customizations.

The robust combination of configurable workflows, mobile management features, and rapid development and integration tools make Acumatica a unique business platform with the flexibility to support how you will do business today, tomorrow, and for decades to come.



Why Acumatica Wins

*From Acumatica's Win-Loss Program

Selecting a construction ERP solution requires thorough research and a solid evaluation process. Some software options may fit most of your needs but fall short in other areas. Compared with other construction-specific options, Acumatica comes out on top, and here are some reasons why.

JONAS SOFTWARE

Acumatica won against Jonas because "Acumatica is one of the few options that have both Construction and Manufacturing modules."

ORACLE NETSUITE

Acumatica won against Oracle NetSuite because "NetSuite tried to fit us into a box. Their system appeared to require us to bend to them instead of the other way around."



Hear what buyers who selected Acumatica have to say:

VIEWPOINT VISTA

According to one buyer, Acumatica Construction Edition won against Viewpoint for its:

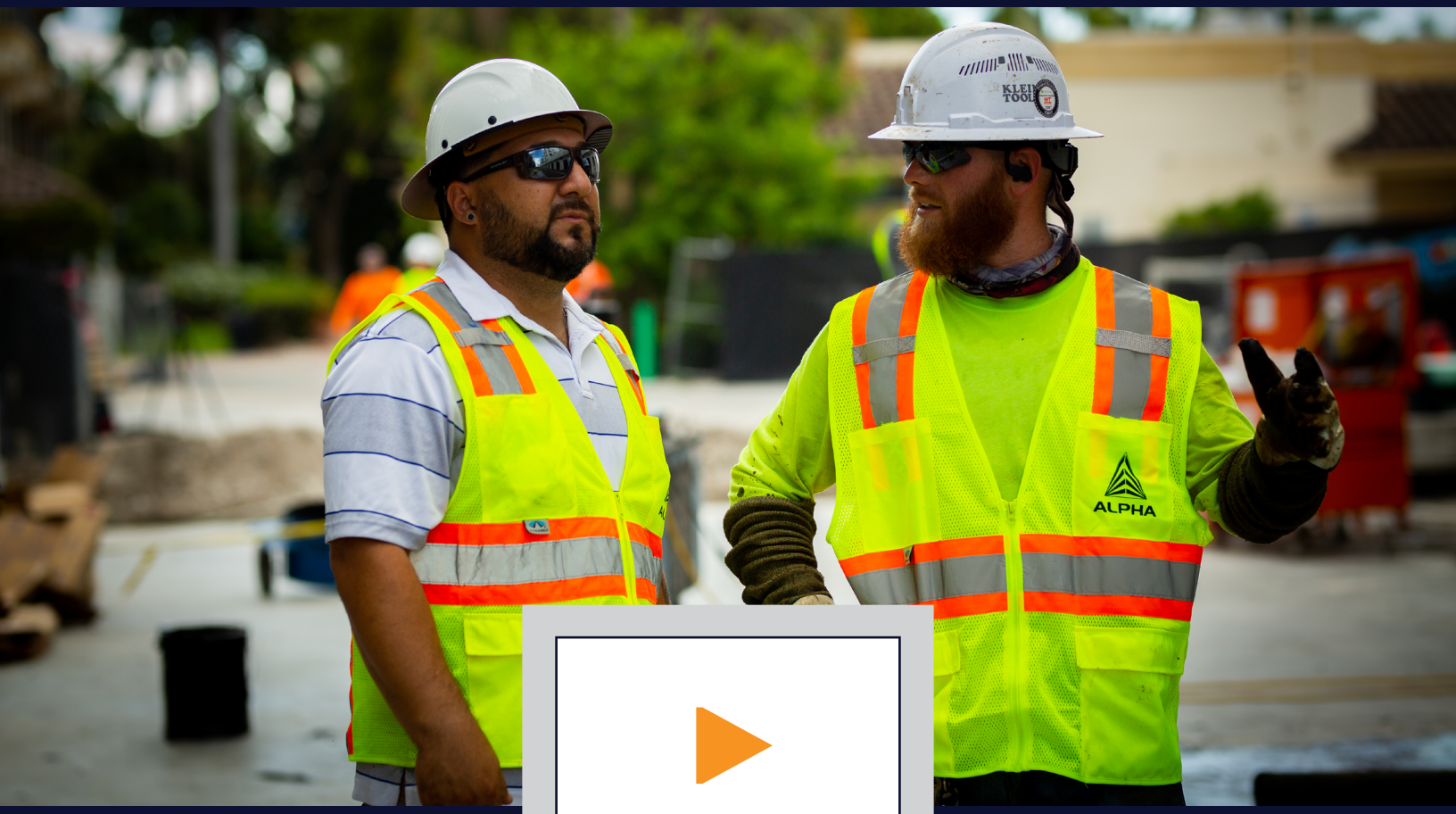
- Future Direction
- Performance & Reliability
- Mobile Capabilities

SAGE INTACCT CONSTRUCTION

Acumatica Construction Edition won against Sage Intacct Construction for its:

- Solution Scope
- Ease of Use
- Value Perception

Hear Acumatica customer stories on how their businesses thrive with Acumatica Construction Edition



CLICK HERE TO LEARN MORE

Maximize Client Satisfaction on Every Project

Legacy ERP systems do not have built-in CRM or service and inventory management available. At best, information is entered into two or more disconnected systems. At worst, data is entered into Excel sheets and handled manually—making data on inventory, orders, job site shipments, field services, and customer needs challenging to manage in real-time. These inefficiencies cause delays in getting the right equipment, tools, and materials to the field and generate miscommunications regarding job site needs and services. These shortfalls affect budgets and schedules and lead to weakened relationships, wasted opportunities, and lost revenues.





Acumatica's available service and inventory management modules allow organizations to run jobs in one system from the office or field. Service orders can be created singularly or across multiple days for larger projects. Field workers can access customer and service history and equipment details on any mobile device. Real-time inventory availability is visible across warehouses, job sites, and yards. Built-in drop shipping allows needed supplies and equipment to be sent directly from the supplier or equipment yard to the job site.

Acumatica's built-in, comprehensive CRM automates communications with clients, strengthening relationships and opening the door for new opportunities. Commitments, schedules, and client collaboration are enhanced with advanced project management tools.

INCREASED CUSTOMER AWARENESS

All stakeholders across the organization can access critical customer information regarding RFIs, project issues, change orders, and scheduling conflicts—saving time and keeping projects on schedule and within budget.

FASTER ISSUE RESOLUTION

Automated project commitments, change order tracking, and issue alerts quickly resolve client and job site problems. Project alerts keep all employees informed, allowing them to make better, faster decisions and avoid costly miscommunications.

CUSTOMER COLLABORATION TOOLS

Integrations with critical work tools such as Outlook, Teams, Adobe Document Cloud, and Adobe eSign allow uninterrupted collaboration, document reviews, contract management, and approval processes.

Acumatica's CRM, service, and inventory management modules differentiate you from the competition by providing your clients a smoother, more efficient process from start to finish. Strengthen relationships with better field management, rapid issue resolution, efficient inventory and shipping processes, and enhanced communication.

"We can get contact information to our guys a lot better, and we can put directions on how to get there. We're more likely to be on time. We get the inventory right—right away—because it's built into the system. We don't have to track it down, so billing is a lot more accurate. We don't have to go back and change anything because the inventory was wrong. Customers are more satisfied because of everything more accurate and more timely."

– CODY SHARP, MANAGER OF THE INSPECT & TEST DEPARTMENT, SECURITY SOLUTIONS NW



HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"If a mistake is made by us, no matter what it is, there's often a cost involved. Using cases in Acumatica, we can identify them and pick them up as soon as possible. We are very customer centric; without customers we don't exist, and we try to give the best service possible."

– TIM PATTON, ICT DIRECTOR, SAM

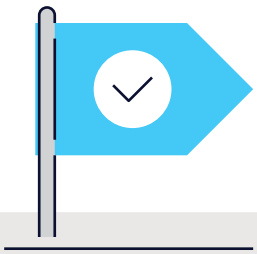
Summary

Acumatica Construction Edition is the clear choice for growing construction companies that want to run their businesses effectively and gain operational efficiencies for profitability and growth. It includes certified payroll, project management, compliance management, robust financials with job cost accounting, service, and inventory management, and CRM.

Eliminate data silos, capture data faster, and increase collaboration between the job site and office. Connect to top-tier construction management and estimating programs for best-in-class functionality in a single, cohesive platform configured specifically to meet your organization's needs.

Exceed customer expectations with comprehensive CRM functionality, robust service and inventory management modules, project management and issue resolution capabilities, and advanced customer collaboration tools.

Designed for mobile accessibility anytime, anywhere, on any device, Acumatica provides the construction industry with the tools to navigate their complex business needs and thrive in the new digital economy.



"With Acumatica we have a single source of truth that's actionable, which cuts down on errors, cuts down on confusion, and ultimately makes us more profitable . . . Acumatica had the best roadmap, the best understanding of the construction industry, and the best user experience."

– SHEL WAGGENER, PRESIDENT, AMERICAN ASPHALT REPAIR & RESURFACING

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.