Acumatica
The Cloud ERP

How to Use Business Intelligence and Real-time Reporting to Gain a Competitive Edge

Most companies struggle to pinpoint the reasons behind declining productivity, rising costs, or stagnant growth. Many deploy analytical tools in search of big data, gleaning some insights but rarely enough to immediately diagnose operational issues, identify trends, and spot opportunities.

Acumatica combines the power of its award-winning ERP system with a customizable reporting engine and sophisticated business intelligence to present real-time company health analysis and personalized key performance indicators (KPIs) on each user's homepage.

Employees can automatically retrieve the information they need to thrive. No-code/low-code report development lets them point and click their way to creating personalized dashboards and an array of dynamic reports. They can rely on dashboards to find critical tasks and priorities and automated alerts to keep tasks moving.

Pulling from a unified database, Acumatica reports put every team member on the same page with a single version of organizational truth while using role-based access to secure data.

Acumatica helps leaders ascertain company health at any time by presenting at-a-glance views of real-time reports, charts, and dashboards. In addition to accessing mission-critical information and personalized KPIs, users can investigate issues and initiate action from the report. For example, they can build pivot tables to quickly analyze core criteria from multiple perspectives, drill down to understand underlying sources, and initiate tasks in response.

INSIDE THIS eBOOK



This eBook examines how organizations leverage real-time reporting with business intelligence to accelerate growth and maximize operational efficiency.

Business Intelligence Empowers Strategic Decisions

Virtually every department relies on technology to automate processes. But most fail to exploit its full value. Unless organizations can gather and analyze real-time insights from each system, they will miss vital opportunities to address problems and advance goals.

To continually track sales, expenses, production, and distribution, organizations must pull financial and product data from numerous (paper and electronic) sources and develop various business reports. Still, integrating diverse financial systems does not guarantee organizations will have meaningful insights at their fingertips.

Acumatica does.



POWERFUL INSIGHTS

Acumatica leverages business intelligence tools, such as Microsoft Power BI and Tableau to:

1. Aggregate data from multiple sources
2. Extract actionable information for strategic and tactical decision-making
3. Present data analysis visually to stakeholders

Acumatica helps transform raw financial data into powerful insights by converting business intelligence into real-time reports and dashboards, which optimize financial reporting and boost profitability. The system filters through data derived from multiple sources to produce real-time reports that rank products and sales regions by profitability or identify weak links in a supply chain.



FINANCIAL AND OPERATIONAL TRANSPARENCY

Companies gain an end-to-end view of operations and customer activity. Acumatica combines business intelligence with its centralized database, pulling data from internal and external sources. Dashboards present a wide array of vital information, including advanced financial features for deferred and recurring revenue, budgets, project accounting, contract or policy management, billing, asset depreciation, and payroll.



ONE VERSION OF FINANCIAL TRUTH

In addition to consolidating all transactions and financial data across multiple product lines and business entities, Acumatica ensures users have real-time access to one version of the financial truth.

"With Acumatica, we have a lot more actionable business intelligence than we had before. I have the ability to pull reports and see the data was really eye-opening. I saw that our core business was profitable, of course, but I also saw some projects that had not been renegotiated or gone through a rate renewal in years. Those projects were not as profitable as we believed they were."

– CHRIS WILLIAMS, DIRECTOR OF BUSINESS OPERATIONS INTERACTION ASSOCIATES

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Personalized Dashboards Ignite Innovation to Drive Business Results



Every day, employees waste hours hunting for meaningful insights to inform decisions and power key functions from managing inventory to supporting customers and purchasing. Tedious searches drain creativity as well as productivity.

Acumatica enables employees to do their best work wherever and whenever it suits them. Since the mobile framework delivers the same experience on every browser-based device, users can quickly respond to creative impulses and new ideas. They can turn an inspiring conversation or nature walk into real-life problem solving by accessing Acumatica on their phone and going to work. Users can also seize random moments to view reports and perform follow up tasks, such as:

- Approving or rejecting purchases
- Lifting or maintaining credit holds
- Identifying buying trends
- Making spending decisions based on cash, outstanding invoices, and inventory

"Personally, I couldn't do my job if I didn't have the Acumatica platform. With Acumatica I have visibility into the data and insights into operations through dashboards and trigger notifications that allow me to respond and support teams across our various branches."

– BRYAN MULLEN, SVP SHARED SERVICES
LIFEWAY MOBILITY

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TAILORING BUSINESS INTELLIGENCE TO ADVANCE EMPLOYEE GOALS

Acumatica surpasses traditional reporting systems by personalizing intelligence reporting for each user. Users can decide how they want to monitor relevant financial, operational, and organizational information. With multiple reports or a consolidated dashboard on their homepage, they can instantly view standard reports to analyze real-time trends and KPIs specific to their role or design reports to match their preferences.

Personalized reports help users view historical information, identify performance and labor trends, calculate risks, and seize opportunities. Drill-down capabilities let them understand contributing factors.

Employees can choose report formats to match their priorities without creating or adjusting code. They can select a bar chart to track sales progress, a pivot table to analyze revenue numbers from different angles, and pie charts to view marketing campaigns. They can even elect business tiles to understand multiple elements simultaneously.

Acumatica presents users with powerful insights that are personalized for their roles and priorities.



"With the implementation of our dashboards, that's been a huge help to us and time saving. All the information you need on one page. I built one for me that has every financial KPI that I can think of, that I'd want to track."

– SEAN BARNETT, CHIEF FINANCIAL OFFICER, SPOHN ASSOCIATES



Robust Tools Maximize Reporting Flexibility and Employee Engagement



If users cannot easily generate reports that advance their business objectives, they will abandon the reporting system. Finance leaders need on-demand reports that help them keep up with cash flow, outstanding balances, and projected revenue and let them drill down for details. Without them, they risk financial chaos and turn to manual research for help.

Acumatica's robust reporting tools simplify report creation and equip employees with what they need to rapidly respond to evolving demands. Since all reporting are included in Acumatica, they honor security rules and offer customization options.

"With Acumatica, the sky's the limit. Whatever we want to see, however, we want to see it, we're able to create a simple inquiry to make that happen."

– STEVE SLAUGHTER, PRESIDENT/CEO OF FREDERICK BLOCK, BRICK & STONE



Standard reports and templates get users up and running quickly with reports on vital information and the ability to define relevant reporting parameters.

Generic Inquiry enables users to gather data with smart suggestions across multiple modules. Use this data to create widgets that track specific criteria, such as available inventory and customer upsells, and sales numbers per salesperson, region, and product.

Customizable Wikis help document business processes and teach employees about system applications and features.



Multi-dimensional Reporting breaks down data by specific criteria or dimensions, such as product line, store, location, and department. Therefore, employees can evaluate information from different perspectives, spot patterns, and exceptions, and find root causes.



Report Designer lets users access data and create forms like invoices and pick lists. They can preview reports and switch between design and preview mode. All reports follow Acumatica data security rules and support customization.

Multiple Formats Users can produce reports in HTML, PDF, Excel, or Word formats and share them internally in Acumatica modules or externally through email. They can also export them to third-party tools for additional analysis.



Personalized Homepage Acumatica alleviates employee frustration by presenting personalized data in colorful, easy-to-digest formats. In addition to viewing pending tasks and KPIs, users can click through to understand causes and take action—all from their homepage.

Audit-Ready Reporting Helps Prove Compliance on Demand



Compliance efforts drain budgets as organizations scramble to support changing federal and state regulations. Instituting comprehensive compliance practices alone cannot protect companies from the financial and reputational risk of non-compliance.

Organizations must also be able to demonstrate compliance on-demand or face hefty penalties. In many industries, poor compliance ratings can severely damage an organization's reputation and jeopardize future business.

Acumatica equips organizations with the reporting tools they need to prove compliance at any time. Users can tailor compliance reports for specific regulations with little or no programming.

"I'm looking forward to the audit this year because it's so much easier with Acumatica."

– ANDY GALE, CHIEF FINANCIAL OFFICER AND CHIEF OPERATING OFFICER AT LIVEVIEW TECHNOLOGIES, INC.

The ERP platform connects with external data to build reports, dashboards, and business processes that can demonstrate industry compliance initiatives, such as GDPR, SOC 1/SSAE 16/ISAE 3402, SOC 2, and other regulations.

Acumatica can present real-time reports on the user's dashboard, generate them on demand, or produce them according to a set schedule. When auditors visit, they will immediately see proof of compliance and be able to drill down for a complete history.

In addition, Acumatica helps secure data. By tailoring information to each user's information needs, role-based reporting restricts unauthorized access to customer and organizational data. Data privacy embodies an essential compliance requirement.

"OFS International, LLC recently completed a financial statement audit per the strenuous guidelines of the Public Company Accounting Oversight Board, and Acumatica played an integral role in its successful and timely completion. Acumatica facilitates a level of transparency for our records that is crucial for our data archiving and financial representation. Our future audits will be more streamlined thanks to the data retention and presentation capabilities of Acumatica."

– ERICA HOWARD, SENIOR ACCOUNTANT AT OFS INTERNATIONAL

Conclusion

The answers to a company's most pressing challenges are often buried within mounds of data scattered throughout its financial and information technology systems. To uncover them, organizations must collect and transform high volumes of data into meaningful insights that provide a live window into their operations.

But finding the right answers alone will not promote profitability. Organizations must make complex data digestible at first glance. If not, they cannot seize growth opportunities or proactively resolve hidden problems.

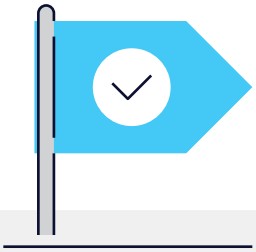
Acumatica delivers the information companies need to grow revenue, control expenses, and make innovative decisions every day. By combining a best-in-class ERP system with a customizable, reporting system and leading business intelligence, Acumatica aggregates and converts vast amounts of raw data into mission-critical insights.

Gain greater insights and accelerate decision-making with reporting tools that deliver customized views of the business to your homepage. Acumatica keeps top priorities and responsibility in front of each user by pushing multiple KPIs, pending tasks, and reports on their home dashboard.

Leaders use real-time dashboards to quickly diagnose company health, identify performance trends, and avert disasters. They can choose from bar charts, pivot tables, and dashboards to visualize mission-critical information at-a-glance.

Employees can immediately understand their personal KPIs and how they affect the overall organization. Automatic alerts and customizable reports show them what they need to do and when they must complete it, while drill-down capabilities help them analyze contributing factors and determine the best course of action. Best of all, users can act immediately on Acumatica's integrated reporting system.

With Acumatica, growing organizations take reporting and analysis to the next level, moving beyond balance sheets and cash flow statements to outcome-driven insights.



"We have dashboards, and some (employees) have their own personal dashboards where they can look at KPIs, revenue, projects we've bid on. Employees are more productive because they have instant access to the information they need. They don't have to call headquarters or waste time searching for the right information."

– JEFF HAMILTON, PRESIDENT ROBERTS GLASS & SERVICE

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.