Acumatica
The Cloud ERP

# Guidelines for Selecting an ERP Platform That Will Deliver Long-Term Value

## A Solution Brief for Growing Organizations

### HOW TO LEVERAGE A MODERN ERP PLATFORM TO ENHANCE PROFITABILITY AND SUPPORT NEW MARKETS

Nothing thwarts progress faster than a technology platform that fails to meet expectations. Unfortunately, many companies spend months painstakingly implementing an ERP platform only to discover it cannot fuel long-term growth.

To empower ongoing profitability, ERP platforms must be able to rapidly integrate new business entities and applications while continually strengthening security.

Acumatica's modern ERP platform propels growth by delivering advanced financial applications, web applications, and the ability to seamlessly integrate modern and legacy technologies—with little or no programming.

With Acumatica, scalability problems disappear. Companies can grow their global footprint without breaking the budget. They can even add users without incurring additional charges. The flexible platform can also support multiple tenants and instances on one platform while securing each tenant's data.

Organizations can personalize the ERP platform to support their unique needs and integrate with a wide array of systems with little or no programming.

### ACUMATICA xRP PLATFORM



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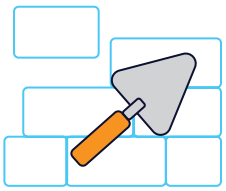
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## ROBUST FOUNDATION

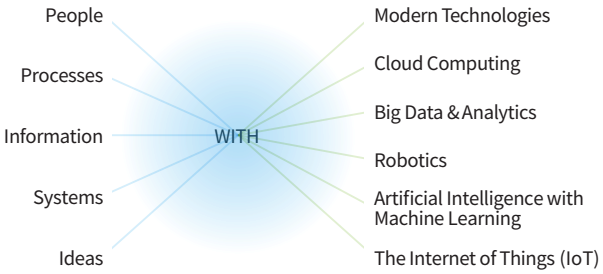
# Essential Blocks for Building a Growth-Oriented Platform



Acumatica xRP platform paves the way for true digital transformation by enabling organizations to expand their infrastructure to support evolving business needs.

## MULTI-LAYERED PLATFORM

Open architecture supports new systems without affecting operations. Lower layer components fuel upper-layer applications and support web-based application development and integrations.




## INTEGRATED WEB SERVICES AND TOOLS

Web services facilitate connectivity with external applications and devices from modern technologies to legacy systems. Open APIs (SOAP and REST) connect people, processes, and technology.

## DATA EXCHANGE SERVICES

Data exchange services support mergers and acquisitions by transferring data from legacy systems in batches or scheduled migrations. Web tools also support multiple file formats, such as Excel.

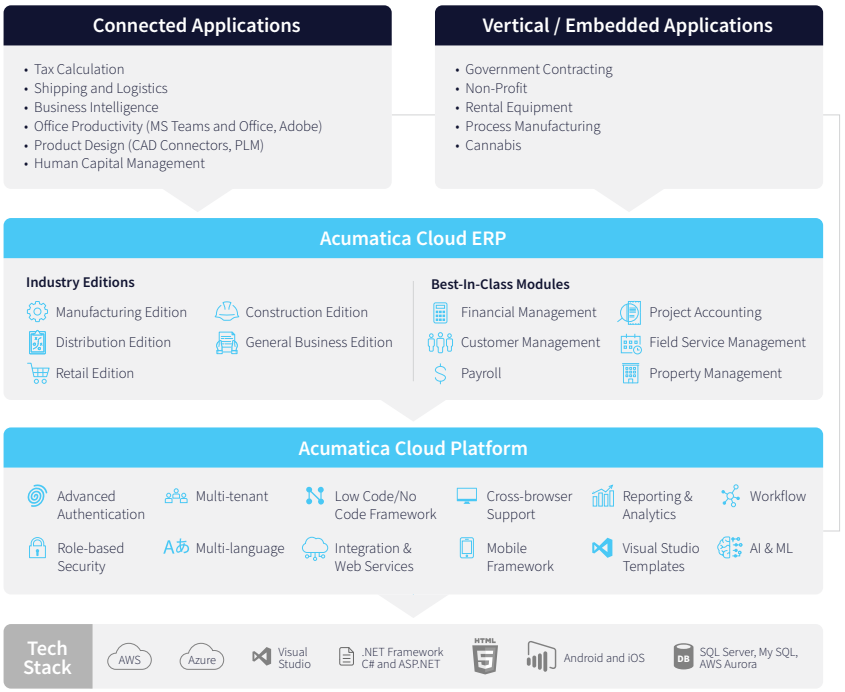
## DATA SECURITY

Enhanced security protects against external and internal threats. Advanced authentication and single sign-on procedures limit system access. Role-based security ensures users can only access the data they need.

## MOBILE FRAMEWORK

On-the-go mobility lets users access applications from mobile devices. Responsive design ensures the same intuitive experience.

## ACUMATICA FUTURE-PROOF PLATFORM



GLOBAL GROWTH

# How to Improve Profitability and Capitalize on Global Markets



Without end-to-end visibility across their operations, companies cannot improve operations or seize new opportunities. Acumatica provides the interoperability organizations need to capitalize on new markets while driving efficiency throughout their growing, global enterprise.

"Acumatica has really transformed how we operate and how we do accounting throughout the globe . . . having an application that is able to run in either USD or using translation to run reports in Leonese or another currency is absolutely essential."

– GAYLE REITMULDER, VP OF FINANCE AND CFO
WORLD HOPE INTERNATIONAL

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## BUILD ON CORE BUSINESS APPLICATIONS

Acumatica extends market share by supporting new product lines and international markets.

### ADVANCE FINANCIAL MANAGEMENT

Acumatica delivers extensive accounting, sales, project, and financial management with advanced financial features for deferred and recurring revenue, project accounting, contract or policy management, billing, asset depreciation, and payroll.

With Acumatica, companies can capture expenses and employee time entries while tracking project timelines.

## ENHANCED CUSTOMER RELATIONSHIP MANAGEMENT

CRM accelerates growth by revolutionizing marketing, and sales. Targeted marketing and sales help attract customers and close deals.

- **Case Management** automatically assigns tasks with customer data included, tracks case history, manages workflow.
- **Customer Self-Service Portal** lets customers access account history, report issues, and find answers.

## EXTEND GLOBAL FOOTPRINT

### MULTIPLE CURRENCIES AND LOCALIZATIONS

Acumatica enables companies to conduct business in new markets in their native currency and automatically translate the finances into their base currency.

### REAL-TIME STRATEGIC INSIGHT

Acumatica Dashboards deliver KPIs and business data to each user's system. Users can identify trends, spot problems, and drill down for deeper analysis.

Personalized dashboards deliver critical information to each user's desktop to keep tasks moving and priorities in sight.

## STREAMLINE PROCESSES

**Integrated workflows and templates** automate processes and allow users to design workflows to support evolving demands.

**Visual Workflow Engine** helps users define workflows and update fields by dragging and dropping elements.

**Artificial Intelligence and Machine Learning** optimize business processes by populating forms and automating document processing.

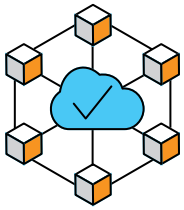
# Seize Opportunities in Vertical Markets with Pre-Built Industry Editions

Specialized ERP solutions can help companies quickly support core industries with out-of-the-box applications, functions, targeted reports, and workflows. Acumatica provides the following editions:

- Construction Edition
- Distribution Edition
- Manufacturing Edition
- Retail Edition

## FLEXIBLE AND SCALABLE

# Flexible, Scalable Platform Facilitates Intuitive Experience



Organizations that cannot efficiently incorporate new divisions into their infrastructure will see costs rise while productivity, customer support, and employee satisfaction fall. Acumatica enables companies to scale to meet evolving needs without added user fees or expensive integrations.

### FLEXIBLE DEPLOYMENT OPTIONS

Choose the implementation, such as public cloud, private cloud, on-premises, or a hybrid implementation to meet your unique needs and change it as your needs evolve.

### CROSS-BROWSER SUPPORT

Deliver a consistent experience on all browsers. Use any browser to extend ERP capabilities, creating settings, adding fields, and transferring data.

### UNLIMITED USERS

Add new users at no additional cost with consumption-based licensing.

### INTUITIVE INTERFACE

Use the intuitive interface and single sign-on to navigate between embedded applications and external systems. Enjoy the same experience on any screen size or device type with a responsive design.

### UNLIMITED GROWTH

Enter global markets and add divisions with support for multiple languages, base currencies, and localizations. One instance supports multiple tenants and instances.

### ONE SOURCE OF CUSTOMER TRUTH

Access real-time updates and a centralized database for one source of truth at all times.

### HASSLE-FREE UPGRADES

Retain platform changes and customizations during upgrades with contract-based APIs that will not change or break.

### FREE TRAINING

Receive free online training on configuring Acumatica and APIs at Acumatica University.

CONCLUSION

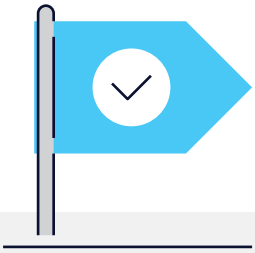
# The Bottom Line

Acumatica's future-proof cloud platform revolutionizes how organizations approach change and empowers them to seize new opportunities.

The open architecture enables companies to rapidly integrate new business units and technologies into their infrastructure without requiring changes to core technology. Open APIs and low-code or no-code development tools help organizations incorporate third-party applications and modern technologies into their ecosystem.

The platform optimizes operations. Integrated workflows streamline operations while artificial intelligence and machine learning automate key processes and populate forms. Companies can leverage the combined power of modern technologies, from big data and analytics to robotics and the Internet of Things (IoT), and gain visibility across multinational enterprises. Acumatica delivers meaningful insights to inform decisions by presenting real-time dashboards and KPIs with drill-down capabilities. The mobile framework ensures the same experience on every device.

Leverage Acumatica's proven ability to advance business goals to gain a competitive edge, as well as an extensible and scalable infrastructure that can fuel success into the future.



"Our success is 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
GENERAL MANAGER & CEO
PREMIER 1 SUPPLIES

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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.**