Acumatica
The Cloud ERP

Acumatica Construction Edition Versus Deltek ComputerEase

How to Compete Effectively Against Deltek ComputerEase

DISCOVER THE MANY WAYS ACUMATICA CONSTRUCTION EDITION IS SUPERIOR TO DELTEK COMPUTEREASE

Construction-specific business management solutions are increasingly vital as the construction industry adopts technology to fuel efficiency and growth. However, implementing industry-specific applications is just the starting point in today's evolving construction landscape.

The lack of product depth is evident in Deltek ComputerEase. While it does have construction financial features, when pitted against Acumatica Construction Edition, Deltek ComputerEase falls short in many categories.

Deltek ComputerEase is primarily a construction accounting solution. When Deltek acquired the product in 2019, they expanded their existing Architecture, Engineering, and Construction (AEC) customer base with an aging application on an old user interface (UI).

The base price for Deltek ComputerEase only includes core financials. Users must purchase modules and bolt-on third-party applications for a complete solution. Further, the legacy app is not a native cloud solution, forcing users to buy a separate mobile app or cloud hosting for remote access to the software. Conversely, Acumatica Construction Edition is a native cloud ERP solution that holistically addresses demanding construction industry needs.

This solution brief examines the factors to consider when comparing Deltek ComputerEase and Acumatica. Understand Deltek ComputerEase's product history and arm yourself with insights into pricing strategies, core features, functional gaps, and platform limitations. Acumatica offers many strategic advantages for growth-minded construction organizations to modernize operations through digital transformation.

COMPETITIVE COMPARISONS: ACUMATICA VS. DELTEK COMPUTEREASE



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MARKET POSITION

Deltek ComputerEase's low price point attracts small contractors in a limited market.

Before the Deltek acquisition, ComputerEase was sold predominantly through a partner network. Deltek ComputerEase has since shifted to direct customer sales due to a dwindling territory-based reseller program. Although there are approximately 100 Deltek resellers, only one sells Deltek ComputerEase. To compensate for their dwindling reseller channel, Deltek offers a **Deltek ComputerEase CPA Partner Program**, which provides construction-focused CPA firms with a free license of Deltek ComputerEase. The CPA license and a referral commission continue to drive new software purchases primarily from CPA referrals.

ComputerEase relies on custom price quotes enabling their direct and reseller sales teams to competitively price the product to win new business. However, the pricing structure creates an artificially low introductory cost that skyrockets with add-on modules and heavy reliance on third-party solutions.

With a core of construction accounting, job costing, limited payroll, and reporting features, organizations must add modules and independent software vendor (ISV) applications to complete the solution at an additional cost. As one **G2 reviewer** stated, "Good for job cost, but accounting needs work. [Deltek ComputerEase] lacks accounting features that other programs have." The Deltek Marketplace is sparse, with only **25 ISV applications** for Deltek ComputerEase. Without a must-have native mobile app, Deltek ComputerEase users are forced to purchase a separate application for remote workers. Additional modules are available for CRM, purchase orders, subcontract, project, service, and equipment management.

How does Acumatica's Partner Ecosystem drive success? CLICK HERE to let our customers tell you why.

In contrast, Acumatica Construction Edition is tailored to enable customers to be more competitive and expand their technology platform with robust, native features and certified connections to more than 300 ISV solutions. With a thriving community of global partners, the Acumatica channel model leverages the collective strengths of local resellers to provide superior pre-sales and post-sales support, engaged consulting services, and industry-best business and technical expertise.

With consumption-based licensing that connects every employee across the organization, Acumatica's pricing offers flexibility so customers only pay for the computing power they use. A strong and vetted Acumatica Marketplace enables users to tailor the application with plug-and-play apps to meet rapidly changing needs.

Acumatica's best-in-class financials are designed for companies with complex requirements and its superior usability supports smaller construction organizations. Acumatica unifies data and business processes across the ERP suite with a native mobile app and embedded CRM, enabling businesses to build customer relationships while efficiently connecting and providing organization-wide visibility.



CORE FEATURES

Deltek ComputerEase customers are forced to make further investments to round out the solution.

Today's businesses must manage financial and operational workflows in one system. With legacy software, core modules do not fully support a construction company's needs. This forces customers to add modules and invest in one-off application integrations, resulting in disparate data, manual data entry, and disconnected business workflows.

At its core, Deltek ComputerEase provides job cost accounting, project management, and payroll services for construction companies. The solution is built on a dated platform without native cloud or mobile capabilities. One Software Advice review states, "You can only use it from a desktop or laptop. I wish we were able to use it from an iPad or iPhone." Additional modules must be purchased separately for CRM, purchase orders, subcontract and service management, equipment tracking, and inventory management. Deltek ComputerEase mobility is available with a separate purchase of the browser-based Deltek FieldEase solution or Raken, a mobile app add-on. It is also important to note that Deltek ComputerEase relies on third-party software to export data to Excel. "No direct export to Excel" is a recurring complaint in software reviews on multiple review sites.

Acumatica Construction Edition includes modules that address unique construction industry needs, specialty contractor requirements, and service management. Acumatica allows users to leverage cross-industry features in a native cloud solution with a robust mobile app for everyone. With Acumatica, data is entered once with visibility across all projects, product modules, and industry applications—providing a single, real-time source of truth across the full spectrum of applications.

CORE FEATURES	Acumatica	Deltek ComputerEase
Financials (GL, AP, AR, etc.)	●	●
Construction Retainage, Cost Codes, & Compliance	●	◔
Order Management	●	◔
Document Management	●	◔
CRM	●	◔
Reporting, Generic Inquiries, & Dashboards	●	◔
Native Mobile App	●	○
Inventory and Warehouse Management	●	○
Manufacturing	●	○

View a side-by-side comparison of Acumatica vs. Deltek ComputerEase on G2.com.



PRODUCT SUPPORT AND EDUCATION

Deltek ComputerEase users pay extra for support with limited training options.

Customer service and support are critical components of an ERP system's lifetime value. Disappointing support frustrates users, delays operations, and creates multi-step workarounds—causing inflated costs, slow ERP adoption, and data integrity issues.

Deltek ComputerEase users must purchase **Customer Support Plans** separately to access web, chat, and email support for their software. Varied support levels also include the Deltek Support Center to submit issues. Without a support plan, users do not have a reliable source for issue resolution. Many Deltek ComputerEase users complain about the quality of support they receive. As this **G2 reviewer** stated, "Since ComputerEase sold to Deltek, we have had nothing but issues. Zero support."

Why are Acumatica's customer satisfaction scores off the charts? Find out here.

Learning opportunities are available to users through quarterly **Town Hall meetings**. These virtual events are designed to educate users on release features and to promote recommended ISV purchases. Most of Deltek's Town Hall events focus on their next-generation solutions rather than Deltek ComputerEase legacy software.

Alternatively, Acumatica users are supported by our industry-best network of channel partners and directly through Acumatica support. Acumatica Open University offers free educational resources for all users to learn the software at their own pace. Acumatica Community is an interactive and thriving online user group for even more learning opportunities from developers, partners, Acumatica employees, and industry peers.

Acumatica's product roadmap is based on customer feedback with enhancement requests and up-votes via the Acumatica Community. Customers provide additional input via industry user groups, customer advisory boards, focus groups, and customer visits.

"Acumatica is always listening to the users. They bring in new processes, functionalities into the software, and we are all part of an ecosystem, which is very powerful."

– A.G. GHAZALI, SENIOR TECHNOLOGY CONSULTANT, CHORTEK LLP



USABILITY LIMITATIONS

The aging UI and lack of accessibility of Deltek ComputerEase prohibit agility and growth.

Construction organizations looking to get the most value from their ERP investment need an easy solution that their employees love using. True partnerships between publishers and end-users deliver meaningful new functionality prioritized by customers, and maximize system use for all employees.

Deltek ComputerEase's legacy user interface has received little attention for years, with no public plans for modernization. Customers complain about the dated look and the need for improvements within the system. One **Software Advice** reviewer commented, "Report read outs look like they are from the 1980s." Multi-company and multi-entity organizations are not supported by Deltek ComputerEase either. Users must log out of one entity and back into another as a time-consuming workaround.

Deltek ComputerEase is not a native cloud solution, forcing customers to purchase a mobile app or pay separately for cloud hosting. Users only have two choices for deployment: directly installing it on a PC or hiring a cloud hosting service to deploy and manage the software on their behalf. One option is **Deltek ComputerEase in the Cloud**, which is managed cloud hosting for users who want to continue using their legacy software. The costs quickly add up when trying to shoehorn the application into a cloud or mobile environment, which compromises security and agility.

Acumatica is drastically different. It is designed to be intuitive for digital natives and new users alike with a modern user interface, all-inclusive user licensing, no-code personalization, configurable workflows, and robust accounting applications. Customers consistently rate Acumatica the highest in the industry for usability across **numerous analyst reports and surveys** (G2 ratings, Nucleus Value Matrix, ITRG Data Quadrant, and Emotional Footprint).

Acumatica fully supports multi-entity and multi-company organizations, streamlining business processes and data. Acumatica's intercompany accounting lets users automate financial reporting, inventory transfers, vendor payments, cash management, and financial transactions across multiple related companies. When it comes to how Acumatica is deployed, businesses can switch models based on evolving needs, whether that deployment is public, private, or hybrid cloud.

"When we add a new company, we don't have to buy extra licenses. We just create a new branch in Acumatica and quickly integrate them into Dukathole Group."

– GRAHAM LEONARD, CFO & OPERATIONS MANAGER DUKATHOLE GROUP

LEARN MORE >

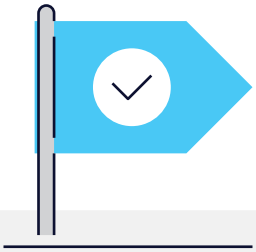
Acumatica Construction Edition is the best choice for growing construction firms.

Acumatica is different by design and purposely built to help small and midsized construction companies of all types thrive in today's digital economy. Acumatica's unique customer-driven development and modern platform are a refreshing change of pace for Deltek ComputerEase users who need more native functionality and mobility.

With a modern user interface that empowers remote workers, everything revolves around the customer's unique needs. Embedded CRM connects data and workflows, enabling employees to better serve customers throughout the project lifecycle, from bid to closeout.

Acumatica features intelligent workflows and market-leading usability enabling companies to manage risk, anticipate disruption, and seize new opportunities. Maximize profitability with a comprehensive suite of accounting applications, including general ledger, AIA reporting and billing, accounts receivable, accounts payable, automated bank feeds, contract management, asset depreciation, payroll, and cash management.

Acumatica's construction-specific business management solution is engineered with cross-industry functionality that sets Acumatica apart from Deltek ComputerEase and other legacy solutions.



"With Acumatica Construction, we have access to current data that helps us understand where our business is coming from, how profitable it is, and just where it stands at any point in time."

– ERIC HUGUNIN, COO, PHOENIX RENOVATION AND RESTORATION

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.