Acumatica
The Cloud ERP

Why Acumatica Bests SAP Business One for Small and Mid-Sized Companies

A Solution Brief for Growing Organizations

SAP BUSINESS ONE AND ACUMATICA CATER TO SIMILAR INDUSTRIES

As small and mid-sized businesses (SMBs) commence their digital transformation, modern ERP systems are often a key linchpin in their strategy. Saddled with legacy or "starter" systems, companies realize they need to migrate to cloud-based ERP platforms to remain competitive, seize new market opportunities, and meet rapidly-evolving customer demands. Otherwise, they risk losing market share and worse, struggle to manage increasingly complex accounting requirements.

Two such modern ERP systems are Acumatica Cloud ERP and SAP Business One (B1). Both applications have specific capabilities to serve small and mid-sized manufacturers, distributors, retailers, and professional service firms. Both offer a well-rounded business management suite of applications covering financialsand project accounting, customer management, sales orders, procurement and supply chain management, inventory control and warehouse management, manufacturing, and reporting and analytics.

It can be challenging to wade through scores of marketing materials to determine which ERP products are worthy of further due diligence. Yet, it is important to distinguish between systems that support required features 'out-of-the-box', or if users need to buy and manage 3rd party products to supplement core functionality. Additionally, there are other selection criteria that matter to SMB users, notably, usability, system architecture, integration with external applications, and the total economic benefit of evaluated systems. In addition to features and functions, consider these points to determine which system, vendor, and extended ecosystem are best for your organization.

This solution brief identifies factors for consideration when evaluating Acumatica and SAP B1. Read on to learn why Acumatica offers many strategic advantages over B1 for growing SMBs who want to modernize operations and evolve their digital transformation.

COMPETITIVE DIFFERENTIATION: ACUMATICA VS. SAP BUSINESS ONE (B1)



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DIFFERENTIATION #1

Functionality

One of several essential factors in selecting a suitable ERP system for your organization is the span of features and functions included in the core suite. Certainly, no ERP platform has every feature, but the more core functionality it provides, the more seamlessly it supports your critical business processes. Each third-party integration can be expensive, unreliable, and disruptive to normal business flows—particularly during product updates. This is exacerbated when the ERP platform is not easy to integrate with other solutions due to missing web-based integration tools.

Acumatica packs more capabilities in the base editions of its software than SAP Business One, empowering users for improved productivity. The inter-connected set of modules share a single database, providing a true 'system of record' for the entire organization. Likewise, reporting across the suite yields timely and powerful insights for all decision-makers, given the availability of connected data from all parts of the ERP suite.

For example, there is no payroll solution within the B1 core. Within financial management, B1 does not support companies with multiple base currency requirements. Moving to industry functionality, B1 does not offer multi-warehouse management, which is important for all growing companies that produce, procure, sell, or stock goods—required by every manufacturer, distributor, and retail outlet. Similarly, B1 lacks field service management, a key feature for businesses that perform on-site installation, repair, or warranty work for clients. eCommerce connectors are likewise missing to automate online transactions between the ERP system and Amazon, Shopify, or BigCommerce platforms—three of the most popular online storefronts. Lastly, it struggles to support multiple companies and branches.

Some areas where B1 has existing—but lackluster capabilities are in project costing, manufacturing, and their mobile application. The project management module is mainly a **Gannt chart** with a billing wizard and a reporting feature. The SAP B1 manufacturing suite lacks a native product configurator, visual job scheduling, and engineering change control. The mobile application is narrow, offering only sales and service capabilities, plus some nominal reporting.

FEATURES	Acumatica	SAP B1
Payroll	●	○
Multi-warehouse Management	●	○
Field Service Management (FSM)	●	○
eCommerce Connectors	●	○
Multi-company support	●	◔
Project Management	●	◔
Manufacturing Management	●	◒
Mobile application	●	◒



DIFFERENTIATION #2

System Architecture

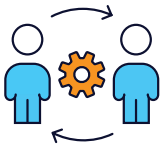
Modern, cloud-native ERP applications are the crux of a company's digital transformation. Flexibility, scalability, performance, and mobility are significant benefits over legacy and 'cloud-enabled' software platforms.

SAP Business One was developed before the turn of the century with a traditional client-server architecture. SAP ported it to run over the internet, but it is not a cloud-native solution. Hence, B1 suffers limitations in scalability, reliability, complex modifications requiring technical resources, and a slower pace of innovation compared to cloud-native suites such as Acumatica.

Further, B1 produces a very limited mobile application that only supports a small fraction of B1's core feature set. The software offers reporting tools but lacks drill-down ability. Most relevant reports must be written, as there are hardly any pre-defined reports, often forcing users to rely on Crystal Reports.

Conversely, Acumatica uses standard web technologies and development languages. You can modify your business logic using the platform tools or a separate integrated development environment. The universal platform provides a familiar environment for users and developers with built-in artificial intelligence and machine learning. Built on the world's most secure infrastructure provider, Amazon Web Services (AWS), the system's uptime is the best in the industry. The entire system is available on any computer or mobile device, anytime, across each area of the business. Acumatica includes over 250 standard reports out-of-the-box to support financial and operational performance.

Why are integrations so critical to today's business?
CLICK HERE to let our customers tell you why.



DIFFERENTIATION #3

Integration with External Software Applications

One of the critical aspects of a modern ERP system is its extensibility—the ability to extend its capabilities by connecting to other business software. Ease of integration reduces IT costs and promotes business continuity via seamless data and process flows across disparate applications, giving users adaptability and a competitive advantage in their markets.

B1's architecture contributes to its integration difficulties. B1 cannot take full advantage of cloud-based APIs such as REST and SOAP protocols—making each integration more cumbersome and fragile. B1 requires an integration manager for each application connection, which is costly and time-consuming to maintain and support, especially during product upgrades. Further, integrating multiple instances of B1 across branches or offices is a complex endeavor for most clients.

Alternatively, Acumatica's SOAP and REST APIs connect people, information, processes, equipment, and ideas across multiple application platforms. Acumatica is a core member of the Open API Initiative (a standards governing body).

G2.com reviewers have also spoken about the difference in integration capabilities between Acumatica and SAP B1—with much stronger ratings for Acumatica. Users preferred Acumatica for its breadth of partner applications, data import and export tools, and available and supported integration APIs.

DIFFERENTIATION #4

Usability

The lifeblood of an ERP system is governed by those who use it. Usability is imperative to reduce employee training while encouraging users to work within the application instead of spreadsheets and manual workarounds that restrict access to information and cripple inter-departmental workflows.

B1 users have complained about its usability. B1's user interface is built on a legacy client-server model, which is clunky, unintuitive, and difficult to learn. The learning curve is very steep and difficult according to **95% of reviewers**. Younger employees dislike the antiquated user interface and cumbersome navigation. They expect an intuitive experience provided by contemporary software applications. Employee retention may become an issue due to user frustration with B1.

Conversely, Acumatica offers **award-winning** usability. Intuitive navigation and easy personalization make users more productive and engaged. Role-based dashboards and robust generic inquiries pinpoint key business trends that trigger business events to notify users of situations so they can take action to keep operations running smoothly. Further, unlimited user licensing empowers every employee, vendor, customer, and external stakeholders, such as auditors, with secured access to the system, ensuring collaboration and organizational success.



DIFFERENTIATION #5

Business Value

Ultimately, business management systems are designed to improve efficiency and profits with insights to capture new market opportunities. ERP software should yield strong returns on investment. SAP B1 and Acumatica offer differing degrees of return, in the way of economic impact.

SAP Business One charges customers for every user that will access the system. As staff grows, the cost to give more users access also grows. Moreover, the B1 licensing is rigid. Customers must pay for a full user license with access to all modules and features—unneeded by most companies—or they can pay for a limited license to access only certain select modules such as financials, CRM, or logistics (not 'and'). Yet, the limited license costs about 80% of the fee for a full license under their hosted deployment model.

Implementation costs of B1 **run high** due largely to the limited flexibility in B1's legacy architecture that causes lengthy installation, configuration, and customization for each instance of the software. Factor in the typical expenses to integrate external applications used to fill missing functionality in the core suite and it is no wonder B1 users cite **overall cost** as a top gripe.

Conversely, Acumatica has a predictable and refreshingly simple cost structure. The consumption-based licensing model facilitates collaboration for every employee with secured access for external users. Customers are not penalized for growth. The cloud-native architecture ensures an effective implementation that adapts to the customer's workflows and processes—preserving a competitive advantage within their markets. Additionally, Acumatica's published **Customer Bill of Rights** promises that users will not have to worry about dramatic and unexpected price increases or hidden fees.

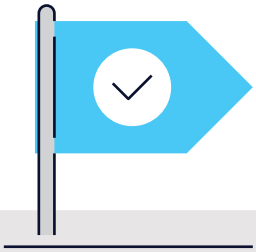
In fact, Acumatica is *unanimously* rated as a superior value to B1 in Acumatica's thorough customer win-loss interviews.

Acumatica is THE Choice for Small and Mid-Sized Companies

Growing SMB organizations selecting an ERP platform to support their overall business operations have many choices. Acumatica and SAP Business One are just two of the most popular options. Aside from serving similar types of businesses, the applications provide very different platforms, user experiences, and benefits.

To get the most from an organization's ERP system of record, carefully consider each vendor's:

- **Functional Footprint**
  Acumatica packs more capabilities in the base editions of its software than SAP B1 does, such as advanced accounting features, field service management, payroll, full warehouse management, and native eCommerce connectors.
- **Product Architecture**
  Acumatica's cloud platform offers reliability, scalability, low-code modifications, and web-service-based integrations. The mobile application includes all modules, and the system offers 250+ standard reports immediately available for use.
- **Application Integration**
  Acumatica's SOAP and REST APIs connect people, information, processes, equipment, and ideas across disparate software. Peer review sites rate Acumatica significantly higher than SAP B1.
- **System Usability**
  Intuitive navigation and ease of personalization make Acumatica users more productive and engaged. Role-based dashboards and robust generic inquiries pinpoint key trends, while business events alert users to take corrective action to avoid issues.
- **Business Value**
  Acumatica delivers a reliable economic benefit through unlimited user access, diligent implementation methodologies, and predictable future pricing guaranteed by the Customer Bill of Rights.



"When we talk about Acumatica, it's not just about accounting but about where we do all our business. We work in Acumatica and don't need to leave."

– SCOTT STARKWEATHER,
PRESIDENT,
BOULDER CREEK STONE

The best choice for your next ERP system is rooted in critical factors to consider during an evaluation and selection process. Perform proper due diligence across all the factors that matter to your organization.

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.