Acumatica
The Cloud ERP

Automate Invoicing and Grow Revenue with Acumatica Cloud ERP

DRIVE CUSTOMER SATISFACTION, REVENUE AND PROFITABILITY WITH FLEXIBLE REVENUE MANAGEMENT

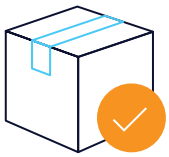
Revenue management is crucial for business operations regardless of the industries you serve. Lack of revenue management poses tremendous risks for working capital and stifles growth. One way growth-oriented companies look to grow their business is by expanding existing operations or acquiring competitors within their industry. Another means of growth may involve expansion or purchasing companies with complimentary technologies or services. For example, a large, pressurized tank manufacturer may expand to offer job site installation services. Business solutions that offer best-in-class industry functionality on a state-of-the-art platform are becoming increasingly essential for all businesses to maximize revenue growth and profitability.

INSIDE THIS eBOOK:



This eBook explores how Acumatica provides growing small and mid-size organizations with a best-in-class business solution built on a future-proof technology platform. With a modern cloud ERP platform, business leaders can excel in manufacturing, construction, distribution, retail, professional services, and other industry segments by providing the flexibility organizations need to maximize revenue opportunities with:

- Efficient order fulfillment
- Customer support contracts and recurring billable contract services
- Projects & Deferred Revenue
- Revenue recognition options
- Flexible payment methods
- Comprehensive credit management
- Business Intelligence and Reporting



Efficient Order Fulfilment

Proficient sales order fulfillment is crucial for maintaining customer satisfaction and optimizing business operations. In today's competitive business climate, manufacturers, distributors, and retailers are under increasing pressure to fill customer orders quickly and accurately.

Acumatica provides predefined order types to expedite order fulfillment for the various types of sales orders transacted by your organization, such as sales of inventory with shipments, walk-in brick-and-mortar storefront inventory sales, quotes, blanket orders, and more. Improve reliability and accuracy by adding notes, attachments, and email confirmations to customer orders. Configure order settings to maximize processing efficiency with automated picking, shipping, shipment notifications, and invoice generation. Dynamically record reciprocating intercompany transactions from sales or purchases recorded in a related party company.

Revenue and profit protection is an integral part of revenue management. During order entry, credit checks are verified, and prepayments on orders can be required to releasing an order for shipments.

"We've streamlined our order processing system and taken advantage of order notes, attachments, and email confirmations. Our sales order demand passes seamlessly to our production systems. Using Acumatica in the cloud has enabled our factories to work and provide our sales team real-time order status information on their mobile devices that they can relay to the customer."

– TIM PATTON, ICT DIRECTOR, SAM

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Contract Revenue

Reduce misunderstanding, mitigate risk, foster long-term relationships, and create predictable revenue streams by engaging customers in contractual arrangements. Contracts identify specific obligations between the buyer and the seller along with remedies afforded to each party. Contracts are ideal for creating consistent recurring revenue and cashflow streams for sales of technology services, software-as-a-service subscriptions, customer support or consulting services, and more.

- Utilize templates to create new contracts in seconds
- Configure contact settings for currency, contact duration, renewal options, billing frequency, contract items, and invoicing frequency.
- Assign contract items that include recurring invoice provisions.
- Generate invoices based on according to time & material usage or predefined billing schedules.
- Enhance the customer experience by segregating contract line-item charges for things like equipment cost, installation labor, and support services.
- Use invoice formulas to incorporate contact details into invoice headers and lines.
- Establish contacts with deposit requirements and determine the deposit drawdown rate.

With Acumatica, you will always know the health of your company's operations—from client engagements to inventory and from projects to financials—to help you make better decisions and grow your business.

"Acumatica saved us time and money processing over 4,500 orders per day. Since it's cloud-based, Acumatica can support our double and triple-digit growth rates."

– CHRIS NELSON (CPA), CFO, YOUNGEVITY

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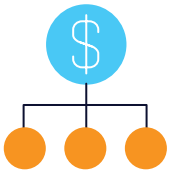


HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"In our old system it took at least a day and a half to prepare an Excel file for our weekly sales meeting to know what was happening with our open orders. With Acumatica, we just pull up a dashboard. We hardly have those meetings now because there's no need to have a meeting about something that we can easily access with the click of a button."

– JULIA PINTO-CISNEROS, VP, QUALITY MATERIAL HANDLING

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Project Revenue

Professional service organizations such as contractors, architects, and consulting firms maximize revenue and profitability by successfully completing projects for their customers. Configure fixed-priced projects when the scope of work and completion date can be reasonably determined, regardless of size and complexity, which commonly occurs with construction projects or long-duration manufacturing projects such as aerospace and defense. Configure cost-plus projects when the scope of work and the project duration cannot be reasonably measured in advance. This is common in advertising, professional services and consulting industries.

- Acumatica provides project-based organizations the features and flexibility they need to define and execute a variety of different projects, including:
- Project type
- Project tasks, durations, and estimated costs and revenue budgets
- Project quotes
- Billing type, frequency, rate(s), and currency
- Revenue and cost allocation formulas
- Retainage settings
- Project approvals, workflows, change orders, and approvals
- Labor and equipment resources, and more

"Now, a person can walk into my office and say we could really streamline things if I can do X, and I say, 'Okay, we can do that!' With the previous solution we were really stuck in time."

– BEN ROTHE, GENERAL MANAGER & CEO, PREMIER 1 SUPPLIES

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Customer Payments

Improve credit performance, profitability, and customer loyalty, by embedding click-to-pay links or QR codes directly into orders and invoices. Customers can quickly and conveniently authorize payments using a PCI-compliant payment solution that incorporates credit card, EFT, ACH, and gift or loyalty card payment options.

Many organizations still prefer traditional payment options making it important to provide your customers with a variety of options, such as:

- Cash/Check
- Direct deposit
- Credit cards
- ACH and EFT peer-to-peer payment networks
- Physical or virtual gift cards
- One-off credit cards payments and POS payments
- Click-to-pay with Acumatica's secure PCI compliant payments tokens
- Mobile and Portal payments.

Acumatica's mobile app and open cloud architecture connect remote workers with in-house employees for real-time information anytime, anywhere, on any device for enterprise-wide data visibility.

"With Acumatica we implemented timecards and project accounting which has enabled us to build a P&L by customer. We now have a view into which customers are not profitable and meet with them to discuss a change in price."

– LIONEL KOCH, CFO,
INSPIRUS

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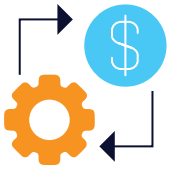


HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"Acumatica works perfectly. It handles project accounting, cash flow, project monitoring; but Acumatica is not just confined to project-based operations. Other departments like sales and marketing love it as well."

– ELIZABETH BARRATT,
MANAGER: PROJECT EXCELLENCE, ASK AFRIKA

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Credit Management

Statistics show that extending credit to customers results in repeat customer sales, increased profitability, and greater customer loyalty. Extending credit does have inherent risk. Slow-paying customers can negatively impact a company's cash flow and their ability to pay their suppliers in a timely manner. Effective business management solutions provide organizations the ability to effectively engage with their customers, including:

- Transacting in their preferred currency
- Account credit limit credit and methods of payments
- Real-time access to open items and account activity
- Managing parent-child customer accounts
- Notifications on late invoices
- Early payment discounts
- Multiple facilities for customers to make payments
- Proactive credit risk protection

In addition to flexible customer engagement, internal users require tools to engage with customers to reduce delinquencies and optimize cashflow, such as:

- Automated customer statement cycles
- Real-time credit verification for new business customer
- Requiring deposits on new orders
- Automated dunning letters and late fees
- Actionable customer reports, dashboards, and notifications
- Placing customers on credit hold to prevent further risk

"We are able to upload all our COAs (certificatesof analysis), our microbial tests, and quality tests, and if we're audited and someone wants to know what happen in April, we're able to pull a PDF. The quality department always tells me how much easier it is now."

– DUSTIN DICKERSON, ERP ANALYST, cbdMD

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Revenue Compliance

Acumatica ensures GAAP and IFRS accounting compliance and fully-supports ASC 606 and IFRS15 revenue recognition standards to recognize revenue upon shipment of a sales order, completion of a service, or recurring services.

Customer deposits received in advance delivery and contract/project payments received in advance of performance are categorized as deferred or unearned revenue that are recognized over the life of the contract or project equally across contract periods or proportionally as work progresses and/or milestones are achieved.

Partner with an ethical ERP leader focused solely on your business application. Choose a reliable ERP veteran centered on growing mid-market businesses and organizations through innovative technologies.

"We have a nice-looking dashboard that shows what's past due now and who's out 60 or 90 days; color-coded, with drill down where we can see notes about the account. We can also see the top 10 overdue accounts and past due by salesperson, which has helped us collect more efficiently."

– DERRICK ELLEDGE, VP OF OPERATIONS
POWER STORAGE SOLUTIONS

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HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

"Acumatica's global adoption has helped our business keep everyone on the same page. No matter if the person is located in the U.S., Canada, Mexico, Europe, Thailand, Indonesia, etc., when looking at accounts receivables, we're all looking at the same information in real-time."

– MARK PRICE, CEO,
FIREWIRE SURFBORDS

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Summary

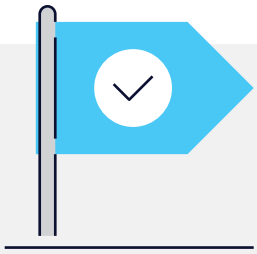
Acumatica provides best-in-class revenue management for small and midsize businesses across a wide range of industries and geographical locations.

Manufacturers, retailers, and distributors can streamline order fulfillment and maximize revenue generation by automating sales order fulfilment.

Acumatica contracts provide consulting firms and professional service organizations options to configure billable events, amounts, and frequency.

Acumatica projects support organizations that engage in short-term and long-term projects. Configure fixed-price projects, time and material projects, or configure projects with elements of both. Recognize revenue as tasks are completed or milestones achieved.

Protect cashflow and profitability with automated customer statements and dunning letters. Minimize credit risk with real time credit verification to warn against accepting new business that exceeds a customer's approved credit limit or if the customer has past due invoices beyond a certain age limit.



"We've developed dashboards that allow us to see the margin on jobs and drill down into the details to find out why a job is a high performer as well as drilling down into low performing jobs and try and fix them."

– SCOTT LYONS, VP OF PROCESS IMPROVEMENT, ALPHA INSULATION AND WATERPROOFING

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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.