

Mastering Global Trade: Turn Tariff Complexity into Your Supply Chain Advantage



Eagle Fence | Acumatica Customer

Executive Summary

Success in today's global market is about more than a great product or service. It requires navigating an increasingly complex trade environment where tariffs and regulations can change overnight. For small and mid-sized businesses, whether you are a manufacturer, distributor, or retailer, this volatility creates significant challenges. Unpredictable tariffs, disconnected data systems, and manual processes can disrupt operations, erode profits, and slow your growth.

Acumatica Cloud ERP transforms this challenge into a competitive advantage. By centralizing tariff data, automating landed cost calculations, and delivering real-time financial insights, we empower you to manage trade uncertainty. Our unified platform provides the foundation for smarter sourcing, accurate pricing, and a more resilient supply chain.

Join our community of thousands of businesses and hundreds of partners who have discovered that the right ERP doesn't just manage complexity; it helps you master it.



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“When global supply chain problems caused prices on every widget that we sell to flux, we had to be nimble and quickly get replacement costs into the system overnight. Acumatica was able to handle that.”

– Keith Ford, President, Eagle Fence Distributing

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The Modern Supply Chain Challenge: Thriving Amid Uncertainty

The global supply chain operates on a web of information. But when that information is unreliable, the entire structure is at risk. As one Acumatica customer recently shared, “By the time we act on the tariff information we have, everything has changed.” This isn’t just an inconvenience; it’s a critical business threat.

When tariff rates shift and HTS (Harmonized Tariff Schedule) codes are updated without warning, businesses relying on spreadsheets and siloed systems are left playing catch-up. This reactive approach leads to pricing errors, compliance risks, and missed opportunities that directly impact your bottom line.

The Real-World Impact:

- **Dynamic Rates:** Tariff schedules often change faster than traditional, manual systems can possibly track.
- **Compliance Uncertainty:** Navigating the complexities of HTS codes and country-of-origin rules can be a constant struggle, even for seasoned professionals.
- **Planning Paralysis:** Teams waste valuable hours searching for reliable data instead of focusing on strategic initiatives that drive growth.
- **Cost Miscalculations:** Inaccurate landed cost calculations lead to pricing that unknowingly erodes your profit margins.

The Ripple Effect Across Your Operations

Tariff complexity isn’t an isolated issue. It sends shockwaves through every part of your supply chain, affecting manufacturers, distributors, and retailers alike.

- **For Manufacturers:** Inaccurate landed costs for raw materials can lead to incorrect product costing, flawed pricing strategies, and reduced profitability on finished goods.
- **For Distributors:** Unforeseen tariff expenses can shrink already-thin margins. The inability to pass these costs on to customers in a timely and transparent manner strains relationships and can make your pricing uncompetitive.
- **For Retailers:** Sudden cost increases on imported goods can make entire product lines unprofitable. Without real-time visibility, you risk selling products at a loss or pricing yourself out of the market.

This uncertainty strains vendor relationships, complicates inventory valuation, and erodes confidence in financial forecasting. When your teams can’t trust the numbers, strategic decision-making becomes all the more difficult.



Portacool | Acumatica Customer



The Acumatica Solution: Clarity and Control for Your Supply Chain

Acumatica Cloud ERP provides a single, unified platform to manage the complexities of global trade and tariff compliance. We replace fragmented data and manual workarounds with an integrated solution that delivers clarity, automation, and control.

Our system is built to be the central hub for your entire operation, connecting procurement, inventory, sales, and finance in real time. This ensures that every decision is based on the most accurate and up-to-date information available.

Key Features and Benefits:

- **Centralized Tariff Management:** Store, manage, and update HTS codes and tariff rates directly within your ERP. By maintaining a single source of truth, you eliminate inconsistencies and ensure everyone in your organization uses the same data.
- **Automated Landed Cost Calculation:** Move beyond simple purchase price. Acumatica automatically incorporates tariffs, freight, insurance, and other import fees into the total landed cost of your inventory. This provides an accurate picture of product profitability and empowers you to make smarter sourcing and pricing decisions.
- **Real-Time Financial Visibility:** Because tariff and landed cost data are integrated directly into your general ledger, you gain immediate insight into the financial impact of every import. Track costs accurately, improve financial reporting, and forecast with greater confidence.
- **Enhanced Compliance and Reporting:** Generate detailed reports for compliance and auditing purposes with ease. With all relevant data stored in a single system, you can quickly respond to inquiries and reduce the risk of customs audits.
- **Flexible and Adaptable Platform:** The global trade landscape will continue to evolve. Acumatica's modern, cloud-based architecture allows you to adapt quickly. Our open APIs make it easy to integrate with specialized third-party applications for tariff data, ensuring your business is always prepared for what's next.



Cave Direct | Acumatica Customer

“Brexit hit importers and exporters very hard. Because of Acumatica, we can do things others can’t, and that gives us a competitive edge.”

– Colin Gilhespy, Co-Owner and Managing Director, Cave Direct

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Real-World Applications: How Acumatica Empowers Your Business

Acumatica is designed to address the specific challenges faced by manufacturers, distributors, and retailers in today's global economy.

- **Strategic Sourcing for Manufacturers:** A manufacturer can use Acumatica to compare the actual landed cost of raw materials from suppliers in different countries. By seeing the full cost—including tariffs and shipping, they can make data-driven decisions that optimize their supply chain for both cost and resilience, protecting their production margins.
- **Accurate Pricing for Distributors:** A distributor imports goods from multiple international partners. With Acumatica, they can automatically calculate the landed cost for each shipment. This allows them to set precise, competitive, and profitable pricing for their customers, ensuring that unexpected tariff hikes don't eat away at their bottom line.
- **Profit Protection for Retailers:** An ecommerce company can use real-time data in Acumatica to monitor the profitability of its imported product lines. If a new tariff makes a popular item unprofitable, they can quickly adjust pricing, source an alternative, or modify their marketing strategy to focus on higher-margin products.

The screenshot displays the Acumatica software interface for managing landed costs. The top navigation bar includes the Acumatica logo, a search bar, and user information. The left sidebar lists various modules like Favorites, Data Views, Bills of Material, Production Orders, Inventory Planning, Product Configuration, Time and Expenses, and Finance. The main content area is titled 'Landed Costs' and shows details for 'LC000222 - US Customs'. It includes fields for Reference Nbr., Status (Released), Date (6/30/2025), Post Period (06-2025), Vendor (USCUSTOMS - US Customs), Location (MAIN - Primary Location), Currency (USD), and Vendor Ref. (PO002756). A summary table on the right shows financial totals: Total Allocated Amount (13,911.71), Amount Total (13,911.71), Tax Total (0.00), and Document Total (13,911.71). Below this, a table lists landed cost components with columns for Branch, Landed Cost Code, Description, Allocation Method, Amount, Tax Category, Inventory ID, and AP Doc. Type. The table shows a single entry for 'PRODWHOLE' with a 'CUSTOMS' landed cost code, 'Customs Duty' description, 'By Cost' allocation method, and an amount of 13,911.71.

Branch	Landed Cost Code	Description	Allocation Method	Amount	Tax Category	Inventory ID	AP Doc. Type
PRODWHOLE	CUSTOMS	Customs Duty	By Cost	13,911.71	EXEMPT		Bill

“With Acumatica, we can manage inventory at a minute level. That was helpful during the pandemic because we could see purchase orders, processes, inbound freight from China, freight costs, and purchase price variants, which was important when something that a year ago might have cost \$8 dollars now costs \$12 dollars. That causes profit erosion, and we are doing a much better job at managing that with full visibility into operating supplies.”

– Bill Ferrin, Director of Information Technology, Portacool LLC

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Take Control of Your Supply Chain Future

Don't let the complexity of tariffs, trade regulations, and shifting policies hold back your business's true potential. With Acumatica, you can streamline and simplify global trade processes, transforming complex challenges into opportunities for sustainable growth and operational efficiency. This robust, cloud-based platform empowers your teams with the tools, data, and actionable insights they need to make proactive, informed decisions.

Acumatica helps you adapt quickly to changes in trade policies, ensuring compliance while protecting your profit margins. Whether it's reducing costs through optimized workflows, improving compliance with clear visibility into regulations, or enhancing overall operational transparency,

Acumatica is designed to help your business stay ahead of the competition. By equipping your organization to adapt to an ever-changing global market, Acumatica doesn't just address today's challenges; it builds a foundation for future success.

Ready to see how Acumatica can bring clarity and control to your supply chain? Contact us today to schedule a personalized demo and discover a better way to manage global trade.



Explore Acumatica Supply Chain Apps

[Watch the video now](#) →

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](#).