Acumatica
The Cloud ERP

Signs That You Need to Modernize Your Business Software


Sheoga Hardwood Flooring | Acumatica Customer

Realize your potential with a flexible business platform designed for growing businesses

Enterprise Resource Planning (ERP) isn't just for the largest companies; it's the digital backbone behind thriving, innovative organizations. When done right, ERP connects every aspect of your business: finance, sales, field operations, warehouse, projects, service, and leadership. Everyone pulls from the same real-time information, transforming your business into a truly connected community. In today's fast-changing world, the right system equips you to meet challenges head-on, together.

As your company evolves, you need technology that accelerates, not limits, innovation and progress. Whether you're expanding into new markets, launching new channels, or modernizing outdated processes, an industry-built ERP system helps you adapt quickly and seize new opportunities. This solution brief is designed to help you recognize when it's time to make a change and how a flexible, intuitive ERP platform will empower your team for long-term success.

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Common Reasons to Consider Digital Transformation

Modernizing your business systems creates a strong foundation for growth, efficiency, and informed decision-making. Upgrading to a comprehensive, adaptable system helps your team respond faster, reduces manual work, and keeps everyone connected.

Business Warning Signs

- Relying on disconnected apps or multiple spreadsheets for mission-critical tasks.
- Spending too much time on manual data entry and duplicate work.
- Struggling with inconsistent data, compliance headaches, or delayed access to vital information.
- Customers or partners experience delays, errors, or lack of transparency into their orders, projects, accounting transactions, and account details.

Enhance Operational Resilience

CHALLENGE: Businesses relying on outdated systems often struggle to adapt to unexpected disruptions, such as supply chain issues, project delays, economic shifts, or regulatory changes. These rigid systems lack the flexibility to pivot quickly, leaving companies vulnerable to downtime, inefficiencies, and compliance risks with data, documents, and files stored in multiple systems or on personal devices.

BENEFIT: Modern systems provide the agility and scalability needed to respond to challenges in real-time. With cloud-based platforms, businesses can ensure continuity, manage documents and files centrally, maintain compliance, and quickly adapt to market changes, safeguarding operations and fostering long-term stability.

Manage Growth & Expansion

CHALLENGE: Growing companies create workarounds and implement disparate systems to manage business processes that their aging systems do not support. Rigid technology creates barriers to growth, with basic accounting features, costly customizations, and expensive infrastructure investments. Business growth stagnates due to inefficient, fragmented systems and technologies that stifle productivity and impede scalability.

BENEFIT: Modern ERP automates and unites workflows, enabling new business lines or channels without disruption, so your organization's next stage of growth is always supported. Low-code and no-code customization, along with a thriving third-party application marketplace, facilitate growth by connecting systems and processes as new challenges arise.

Connect Business Processes

CHALLENGE: Teams using disparate systems to manage departmental business processes, create data silos, disjointed workflows, and incomplete or outdated information, leading to missed opportunities. Customized legacy software is expensive, complex to manage, costly to upgrade, and challenging to access remotely.

BENEFIT: Modern ERP platforms automate and unite workflows with all-in-one systems that support every department from accounting to sales, projects to production, and everything in between. Data flows seamlessly with automated workflows and notifications, keeping everyone in sync.

Unlock Collaboration & Insights

CHALLENGE: Restrictive user-based software license fees limit data and system access, slowing response times and impairing reporting. Information bottlenecks and disconnected systems create barriers to collaboration, casting doubt on data accuracy, completeness, and timeliness, thereby exacerbating decision-making.

BENEFIT: Acumatica's inclusive, consumption-based licensing ensures that every employee has secure access to the data they need to do their jobs effectively with role-based dashboards, automated workflows, and mobile applications to power work forward anytime, anywhere, on any device.

Improve Customer & Supplier Relationships

CHALLENGE: Disconnected communication, lack of data transparency, multi-step business processes, and manual workflows lead to missed opportunities, reduced trust, delayed orders or projects, and slow responses, which increase customer churn and vendor frustration.

BENEFIT: Modern ERP platforms provide data and transactional transparency to external stakeholders via self-service portals and automated notifications, improving relationships, loyalty, and stakeholder satisfaction.

"As we grow, it is enormously helpful that we have largely fixed costs associated with Acumatica, and there's not going to be a significant financial burden as we add more employees."

– Jacob Anderson, CFO, TRA Snow & Sun

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Industry-Specific Technology Challenges

Every industry faces its own unique set of challenges, from regulatory requirements to workflow complexity. Selecting an ERP designed for your sector delivers targeted features that help you overcome obstacles, boost agility, and drive stronger results.

Construction

Construction firms rely on effective coordination between field and office, transparent cost tracking, and seamless project management to keep teams focused and projects on schedule. Choosing a construction-specific ERP system sets the groundwork for operational efficiency and long-term project success.

CHALLENGE: Projects run late, over budget, or face misalignment between field and office. Remote staff lack timely information to do their jobs effectively, while office workers must wait for field reports to respond to subcontractors, customers, and other stakeholders. Manual processes and disconnected management drain profitability, increase risk, create compliance challenges, and lead to chaotic cost tracking and inaccurate billing.

BENEFIT: A modern, industry-ready construction ERP application unites office and field workers. It delivers integrated financial management, real-time visibility, and mobile-first tools. With automated AI-driven workflows and connectivity, you reduce project complexity, boost profitability, and ensure you are set up for success from the initial bid to project closeout.

Manufacturing

Manufacturers face constant pressure to optimize operations and respond quickly to changing market demands. The right ERP supports long-term growth by connecting teams, reducing inefficiencies, and ensuring data-driven control over every process.

CHALLENGE: High scrap rates, resource bottlenecks, slow hand-offs from design to manufacturing, elevated carrying costs, and low throughput are compounded by siloed processes that prevent real-time production and inventory control. Limited features hamper product quality, drive-up costs, and erode profit margins.

BENEFIT: Modern manufacturing ERP systems connect your shop floor, inventory, product design, order management, and financial systems and processes, enabling you to optimize production schedules, maximize throughput, reduce costs, improve quality, and boost profits.

Distribution

Distribution companies rely on accurate inventory control and seamless fulfillment to drive customer satisfaction. As these businesses scale, a modern ERP connects teams, automates processes, and supports efficient growth.

CHALLENGE: Frequent stockouts or overstocks, fulfillment delays, picking errors, limited product traceability, high return rates, and reliance on manual inventory systems and fragmented fulfillment erode customer satisfaction and frustrate employees.

BENEFIT: ERP with embedded WMS and connected EDI automates inventory, order, and supply chain processes for accurate forecasting, increased inventory turns, lower carrying costs, seamless workflows, and exceptional service.

Retail and Commerce

Retail and commerce organizations, including distributors who sell B2C and direct-to-customer (DTC) manufacturers, thrive when operations and customer data are unified, allowing teams to deliver consistent, efficient service across all channels as they scale.

CHALLENGE: Manual order entry, poor inventory visibility across channels, disconnected customer experiences, long order-to-cash cycles, and disconnected sales and fulfillment platforms frustrate customers and erode loyalty. Costs increase and profits plateau or decline.

BENEFIT: Unified distribution ERP systems deliver end-to-end automation, real-time inventory synchronization, and an omnichannel experience for sales, returns, and exchanges, thereby facilitating loyalty across channels and opening new markets for growth.

Professional Services

Professional services organizations need seamless coordination and clear project insights to deliver high-impact client results. An industry-focused ERP platform streamlines workflows, enabling teams to work smarter and exceed customer expectations.

CHALLENGE: Hard-to-track projects, poor resource utilization, slow or inaccurate billing, reduced win rates, and disparate tools for time, projects, and invoicing make it difficult to grow profitably. Inefficient change management and manual billing processes frustrate customers and employees, eroding trust.

BENEFIT: AI-driven automation and project-centric ERP systems centralize financials, resource management, and project delivery so that you can turn ideas into outcomes faster, with greater confidence, and happier customers.

Digital Transformation: The Path Forward for Growing Organizations

Modernizing your business management system isn't just about new tech; it's about achieving agility and connectedness for team success. Acumatica offers an intuitive, flexible platform that centralizes operations, improves visibility, and fosters collaboration across departments, driving innovation and long-term growth.

A modern ERP like Acumatica empowers your business to overcome challenges, streamline operations, and adapt to change. You gain powerful technology and a committed partner dedicated to unlocking your potential and new opportunities.

If outdated software limits your team's ability to adapt, Acumatica provides the solution. With flexible licensing, industry-specific capabilities, and commitment to collaboration, Acumatica puts you in control of your future. Take the next step with our tools, support, and community.

"The ability that we have to create our own dashboards, shipping dashboards, and others, is just a huge difference. If you go out on the shop floor, the inventory there today is about 40% less than it was two years ago. All because Acumatica gives us the ability to see actual live numbers."

– Larry Yoder, Chief Operations Officer, Sheoga Hardwood Flooring

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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.

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