Acumatica
The Cloud ERP

Acumatica Construction vs. Premier Construction Software

How to Compete Effectively Against (Jonas) Premier

Discover the ways Acumatica Construction Edition excels over Premier Construction Software

Choosing the right Enterprise Resource Planning (ERP) solution is one of the most critical decisions a construction firm can make. Your ERP solution is the digital foundation for your entire operation, influencing everything from project profitability and financial accuracy to field-to-office collaboration and long-term growth. As your business evolves, you need a system that not only meets your current needs but also empowers you to seize future opportunities.

Many construction companies find themselves at a crossroads, evaluating solutions that promise to streamline their complex processes. One such option is Premier Construction Software. While it offers core accounting and project management features, its limitations can become significant barriers to growth. Its cloud-hosted architecture, limited scalability, and narrow functional scope often force businesses to rely on disjointed applications and manual workarounds, hindering efficiency and visibility.

Acumatica Construction Edition offers a different path. Built on a true cloud-native platform, Acumatica provides a single, connected solution designed for the modern construction business. We believe thriving small and mid-sized businesses are the heart of the digital economy, and they deserve tools that empower every person to innovate, collaborate, and anticipate what's next. This brief will explore the key advantages of Acumatica over Premier, focusing on functionality, platform, integrations, and the broader ecosystem that supports your success.

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Functionality

Premier focuses on construction accounting and project management

Premier focuses primarily on accounting and project management, but it lacks several native capabilities that are essential for a modern construction firm:

- **No Native CRM:** Premier does not offer a native Customer Relationship Management (CRM) module. This forces users to manage pre-sales activities, client relationships, and post-sales support in separate systems, creating disjointed customer data and missed opportunities.
- **Lack of Service Management:** For construction companies with a field service division, Premier falls short. It lacks native service and dispatch management, making it unsuitable for businesses that handle service calls, maintenance contracts, and work orders alongside their construction projects.
- **Limited Financial Controls:** Key financial processes can be cumbersome. The system does not natively support lien tracking or the management of recurring pre-payments, both of which are common requirements in the construction industry. Users also report that invoicing involves too many steps with limited customization.
- **Basic Reporting:** Premier offers reporting, but its capabilities are limited. Users often struggle with the lack of deep drill-down functionality and restrictions on what data can be extracted or customized for reports. This obscures real-time, granular insights needed to manage project health and financial performance effectively.

Acumatica’s Functional Advantage

Acumatica is a true cloud-native ERP suite, designed from the ground up to leverage the full power of the cloud. This provides a superior foundation for growth and innovation.

- **Unlimited Scalability:** Acumatica’s modern architecture ensures the system performs reliably, whether you have five users or five hundred. Our customers span a wide range of sizes, with the majority having between 51 and 1,000 employees. The platform scales seamlessly to support your growth, from expanding your team to launching new business entities.
- **Future-Proof Technology:** As a cloud-native application, Acumatica provides superior mobile access, web-based collaboration, and performance. We continuously invest in our platform to ensure you can always take advantage of the latest technological advancements without disruptive upgrades.
- **Growth-Friendly Licensing:** Acumatica’s unique licensing model is based on the resources you use, not the number of users you have. This means you can give everyone in your organization, from project managers and accountants to field staff and executives, access to the system without penalty. This encourages collaboration, improves data accuracy, and maximizes return on investment.
- **Multi-Business Model Support:** Acumatica supports multiple business models on a single platform. If your construction firm diversifies into distribution, manufacturing, or retail, you can manage all operations within one unified system, providing a complete view of your entire organization. Premier is limited to construction operations only, restricting your ability to expand.

Platform & Scalability

Premier has architectural limitations

Premier is a ‘cloud-hosted’ application running on Microsoft Azure. While this provides browser-based access, it is not a true cloud-native solution. This architecture has several disadvantages:

- **Limited Scalability:** Cloud-hosted systems often struggle with performance as user counts and data volumes increase. About three-fourths of Premier’s customers have fewer than 50 employees, indicating that businesses may outgrow the system’s capabilities.
- **Inflexible Infrastructure:** A cloud-hosted platform cannot take full advantage of modern cloud technologies like microservices, containerization, or auto-scaling. This results in less flexibility, slower updates, and a less resilient system.
- **Costly Per-User Licensing:** Premier’s per-concurrent-user pricing model can become expensive as your team grows. This often leads to companies limiting access to the system to save on costs, which reinforces data silos and prevents widespread adoption. Mobile access also comes at an added per-user fee, further increasing costs.

Acumatica’s modern, scalable platform protects customers’ investment

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IOC Construction | Acumatica Customer

“We integrated early on with a marketing and transactional email third-party program that Acumatica has a native integration with. And that’s been huge.”

– Joel Sisto, Chief Financial Officer, IOC Construction

Learn More

Integration

Premier lacks tools to easily integrate with external applications

No software suite can do everything. The ability to connect with other best-in-class applications is crucial for creating a technology stack that fits your specific needs. Here, the architectural differences between Acumatica and Premier have a profound impact.

Premier’s cloud-hosted platform and limited partner network create significant integration hurdles.

- **Limited Partner Ecosystem:** Premier’s website lists very few marketplace applications. This small selection forces customers to build custom integrations for many common tools, which can be costly, complex, and difficult to maintain.
- **Outdated Integration Tools:** Because it is not cloud-native, Premier cannot easily leverage modern, web-based APIs like REST and SOAP. This adds complexity and cost to integrations, requiring specialized development resources and leading to brittle connections that can break during software updates.

Acumatica’s open platform encourages application integrations

Acumatica was built with connectivity in mind. Our open architecture empowers you to create a fully integrated ecosystem tailored to your business.

- **Extensive Marketplace:** The Acumatica Marketplace features over 150 partner solutions, with more than 35 designated as “Fulfilled by Acumatica” (FbA), indicating a deep level of integration and support. You can easily connect to leading solutions for estimating, document management, payroll, and more.
- **Modern, Open APIs:** Acumatica leverages standard web-based APIs, making it simple and cost-effective to connect with other applications. This ensures that your integrations are robust, secure, and easy to maintain. Our commitment to an open platform gives you the freedom to choose the best tools for your business.
- **A Real-World Example:** The ability to integrate with AutoCAD was a deciding factor for Jensen Lee Construction. They needed to connect their design and estimating workflows directly to their ERP. Acumatica’s ability to facilitate this connection, along with integrations for project management and time tracking, was something Premier could not offer. This ability to centralize data from critical third-party systems was key to their decision.

Vendor Ecosystems

Premier has a much smaller ecosystem of partners and ISV solutions

When you choose an ERP application, you're not just buying software; you're joining a community. The size, expertise, and vibrancy of that community can greatly influence your long-term success.

Premier operates as a smaller, self-contained unit.

- **Small Company Footprint:** Premier is a relatively small organization with approximately 75 employees and around 900 customers. They sell directly and do not have a value-added reseller (VAR) channel, limiting the implementation and support options available to customers.
- **Infrequent Community Events:** Their user conference is held only every two years, drawing about 200 customers for a handful of breakout sessions. This limits opportunities for learning, networking, and sharing best practices with peers.

Compare to Acumatica's robust, thriving community

Acumatica is more than a product; it is a thriving community committed to the success of our customers.

- **Global Reach and Expertise:** Acumatica has over 700 employees and is trusted by more than 10,000 customers worldwide. Our global network of over 290 VARs and 270 Independent Software Vendors (ISVs) provides an unparalleled depth of industry expertise, implementation services, and ongoing support.
- **Vibrant and Engaged Community:** The annual Acumatica Summit is an award-winning conference that hosts thousands of customers and partners for over 100 breakout sessions. Our online community has over 32,000 members who actively share knowledge, solve problems, and drive innovation. This collaborative ecosystem ensures you have the resources and support you need to succeed at every stage of your journey.



Raubex | Acumatica Customer

"You can tell [Acumatica] listens to what customers say and that it is important for them to stay on the forefront of technology and to make the system as easy to use as possible. And for the user, that's music to their ears."

– IR Van der Merwe, Divisional Finance Manager, Raubex

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Acumatica Construction Edition is the best choice for growing construction firms

Choosing an ERP solution is a decision that will shape the future of your construction business. Premier Construction Software may appear to cover the basics, yet its underlying limitations in functionality, platform architecture, and ecosystem can hold you back. The lack of full capabilities, a restrictive technical platform, costly user-based licensing, and a small ecosystem create risks for a growing company.

Acumatica is different by design. We are built on the conviction that thriving businesses need tools that empower every person to innovate and collaborate. Our cloud-native ERP software provides a complete, scalable, and connected solution for the modern construction firm. With Acumatica, you get:

- **A complete, unified solution** with native CRM and service management.
- **A scalable, future-proof platform** that grows with you.
- **Growth-friendly licensing** to foster total team adoption.
- **An open platform** with endless integration possibilities.
- **An unparalleled ecosystem** of partners and peers dedicated to your success.

We are confident in our vision and approach, but we are always ready to listen and respond. We invite you to take a closer look at Acumatica and discover how a true cloud ERP can empower your business to build a more profitable future.

"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

Learn More

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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The Cloud ERP