

Growth Control With Acumatica



Firms are competing with new companies, channels, and ways of doing business every day—and the challenges are expanding.

Small to mid-sized businesses (SMB) face many of these obstacles, plus they have the disadvantage of competing against large competitors. These big companies can dedicate executives, teams, facilities, equipment, and systems to manage the challenges.

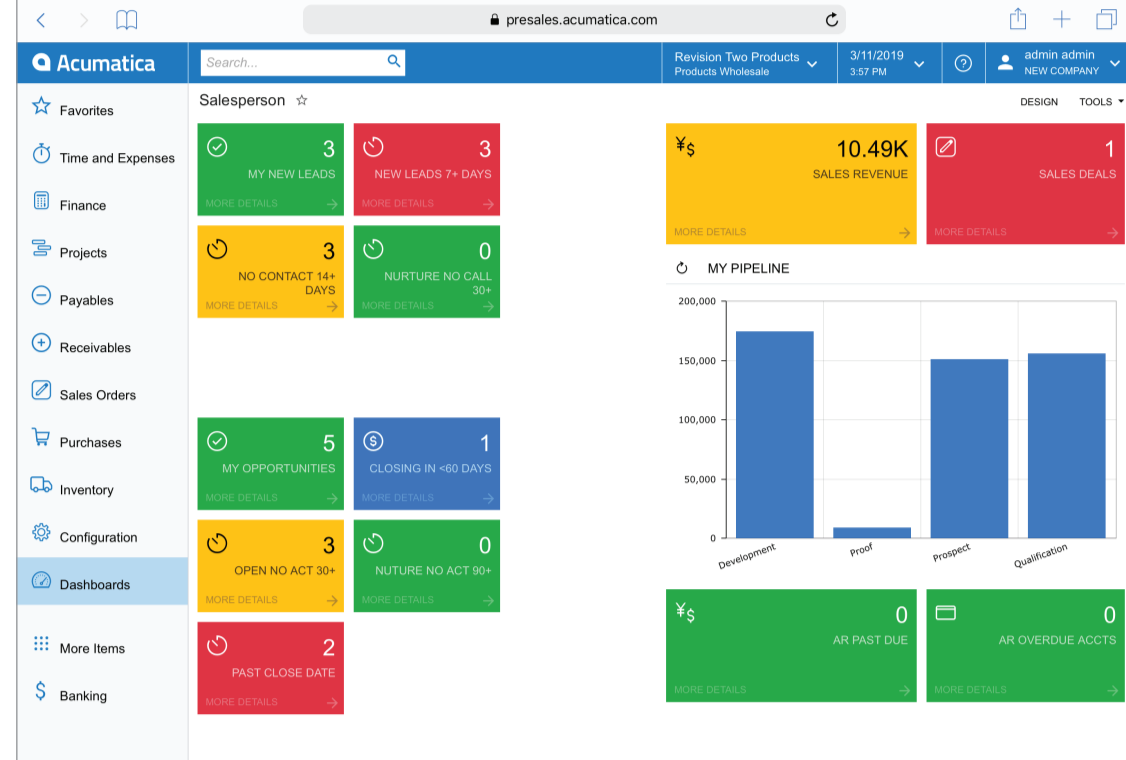
But Acumatica ERP software is designed to equip SMB companies to compete and operate cost-effectively in today's market.

Acumatica has the broad functionality and true cloud technology for agile business, giving real-time visibility to your sales, services and operations on phones, tablets and computers in your facilities or on the road with customers and suppliers.



SALES AND CUSTOMER RELATIONSHIP MANAGEMENT (CRM)

Capture opportunities and manage sales



SALESPERSON DASHBOARD ON TABLET

Leads to opportunities: track deals from start to closing

Product Configurator: provide features and options for product families

Custom products and services: adapt designs to customer needs

Projects: manage large, multi-site programs

Estimates: accurately quote complex proposals

Capable to Promise: commit to delivery based on capacity and materials

ORDER MANAGEMENT



Consolidate and process orders in Acumatica from a wide range of sources

Phone: quickly identify customer items, price and availability

E-mail: enter data from emails and attached spreadsheets

Product Configurator: process customer configurations to work orders

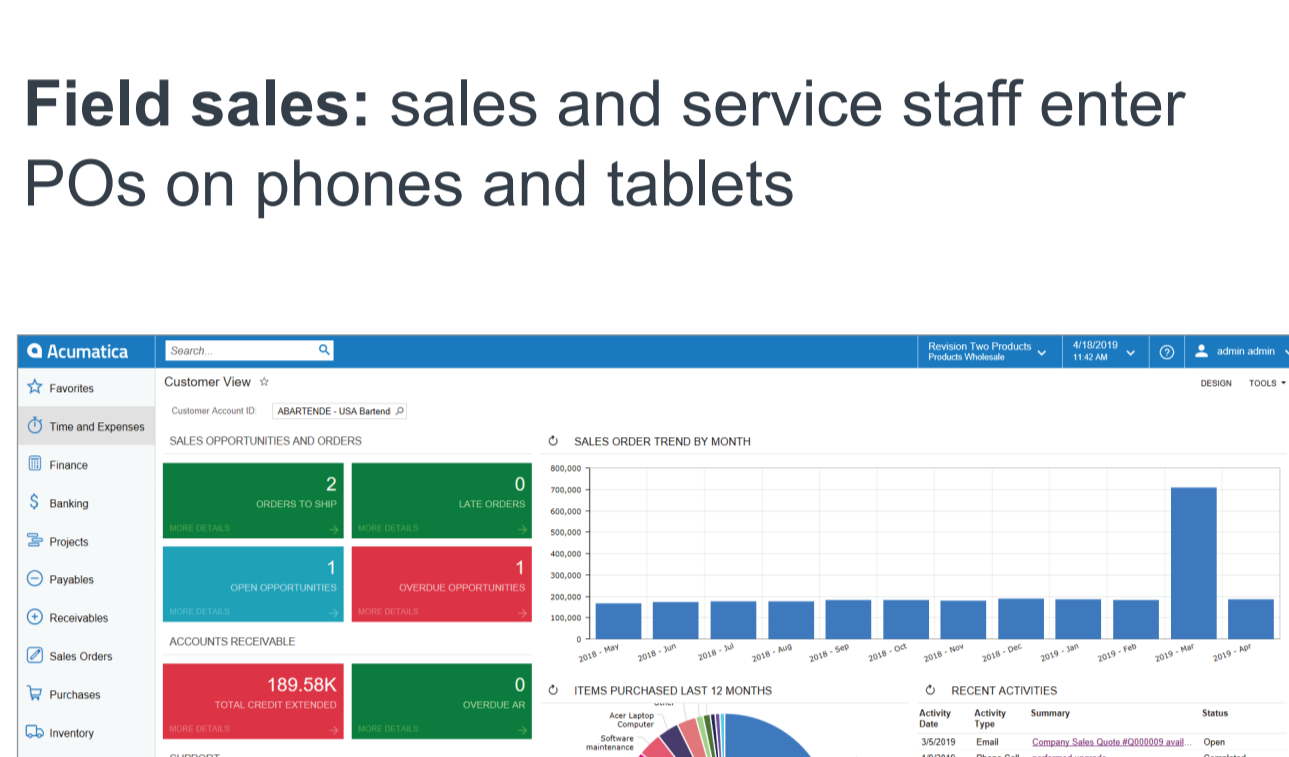
EDI: automatically process orders and shipping notices

Projects: convert quotes to work orders with all details

Business-to-business (B2B) website: give self-service business customers secure portal access

Business-to-consumer (B2C) website: create special catalogs and pricing for personal shopping

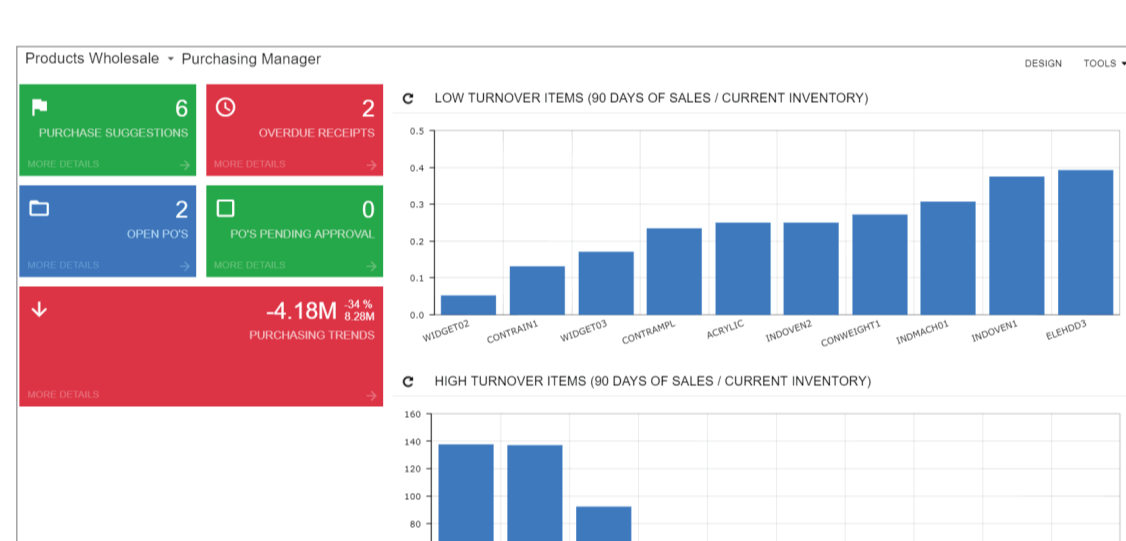
Field sales: sales and service staff enter POs on phones and tablets



CUSTOMER VIEW

INVENTORY AND PLANNING

Allocate and optimize product across multiple plants and warehouses



PURCHASING MANAGER DASHBOARD

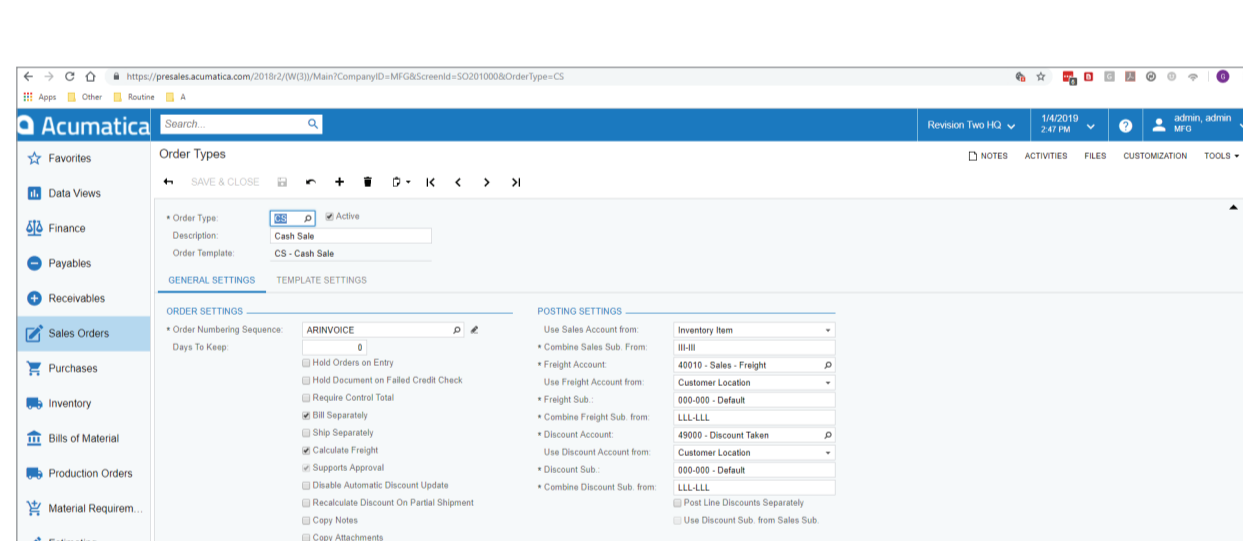
Forecasting: view current sales and purchasing activity to build business plans

Purchasing: optimize quantities and locations based on overall demand

SUPPLY CHAIN MANAGEMENT



Process orders automatically or individually depending on customer and business needs



SALES ORDER WORKFLOW

Stock products: ship from finished goods at any facility with lot and serial number control

Non-stock products: use regular or special locations based on material handling needs

Warehouse Management System (WMS): use fast, mobile scanners for receiving, management, pick, pack and ship

MANUFACTURING

Make to stock or order—or combine both order types on your lines

Advanced Planning and Scheduling (APS): use finite scheduling for labor, workstations and tools

Master Production Scheduling (MPS): plan stock component and finished goods production

Material Requirements Planning (MRP): schedule materials for each location

Manufacture: schedule standard and custom products on the same lines

C PRODUCTION IN PROCESS					
Product Nbr	Customer ID	Start Date	End Date	Qty to Produce	
0000009		4/7/2017	4/7/2017	1,000,000	
0000242		10/9/2017	10/9/2017	1,000,000	
0001804		12/20/2017	12/20/2017	1,000,000	
0000001		12/21/2017	12/21/2017	1,000,000	
0000003		1/10/2017	1/10/2017	1,000,000	
0000004		4/7/2017	4/7/2017	1,000,000	
0000010	ABART...	1/18/2017	1/18/2017	1,000,000	
0000016	HUSQV...	5/25/2017	5/25/2017	150,000	
0000044		6/30/2017	6/30/2017	1,950,000	
0000046	ABART...	4/19/2017	4/19/2017	1,000,000	
0000047		11/3/2017	11/3/2017	1,000,000	

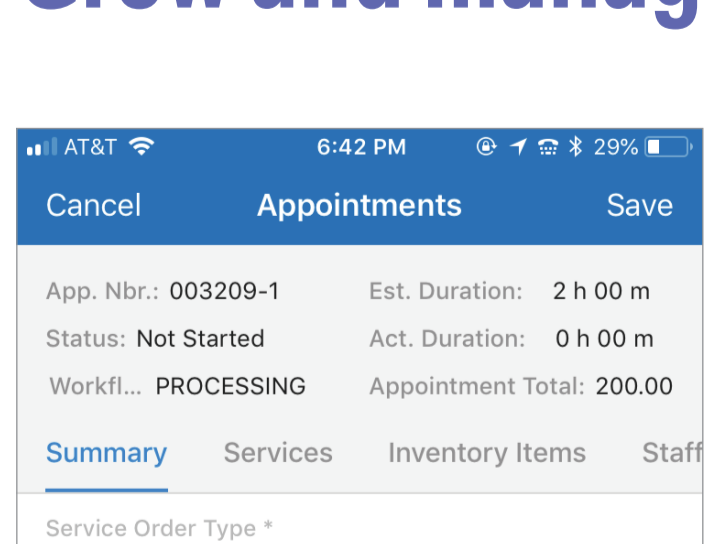
C FORECAST					
Invent ID	Descri	Begin Date	End Date	Quant	UOM
AAC...	Askr...	12/21...	12/27...	100.0...	EA
AMK...	Keur...	1/31...	2/27...	100.0...	EA

PRODUCTION DASHBOARD ON PHONE

INSTALLATION, SERVICE AND WARRANTY



Grow and manage aftermarket parts and service business



FIELD SERVICE APPOINTMENT

Schedule and dispatch: keep customer needs and use calendar, GPS and routing features for field staff

Mobile Service Management: use tablets and phones for managing parts and services, tracking time, documenting calls, etc.

Equipment maintenance and warranty: track both equipment and major components by serial number, repairs, replacement history, and warranty costs

Service contracts: provide standard and preventive maintenance services

Construction management: on new install or replacement projects, contract and manage jobs with construction functionality

About Acumatica

Acumatica Cloud ERP provides the best business management solution for transforming your company to thrive in the new digital economy. Built on a future-proof platform with open architecture for rapid integrations, scalability, and ease of use, Acumatica delivers unparalleled value to small and midmarket organizations. Connected Business. Delivered.