



Lunch & Learn 2020

Digital transformation





The best path for transforming your business
to thrive in the new digital economy



Connected Business. Delivered.

The Cloud ERP

For resilient business

Built for mobile and telework scenarios and easily integrated with the collaboration tools of your choice, Acumatica delivers flexibility, efficiency, and continuity of operations to growing small and midmarket organizations

Acumatica Cloud ERP provides the best business management solution for digitally resilient companies

	Connected business	Delivered
	Rapid integrations	Delivered
	Remote collaboration	Delivered
	Business resilience	Delivered
	Future proof	Delivered

Customer comments

- “I am really thankful we have Acumatica in place right now. If we had been still operating from the old platform, we would have had some significant challenges with people working from home and staying connected. Keep up the good work!”

- Alex Craster, Owner, Craster

- “While our competition struggles to adapt, our team has been able to work anywhere and maintain business continuity under any scenario because we’re running PennAir on Acumatica in the Cloud.”

- Seth Bray, CEO, PennAir

- “Power Storage Solutions is not missing a beat, thanks to our decision to go with Acumatica.”

- Derrick Elledge, VP of Operations, Power Storage Solutions

- “Palmer FoodService is a Food Service client running Acumatica. Being in Tennessee, we first got hit with the tornados and while the national distributors were out of business, Palmer picked up the slack. Now with the COVID-19, food distributors like Palmer are a lifeline for their regional markets. We are family run business’s that now have superior technology to the national firms”

- Liz Palmer Gibson, VP Sales & Marketing, Palmer FoodService

- “Mobility is an important driver for us. Thanks to Acumatica, our employees can connect to the same central system from any site.”

- Thibault Riester, President/Founder, Controleplus France

Acumatica Core Products



Financial
management



Project
accounting



Inventory
management



Customer
management



Payroll

Acumatica Industry Editions



Field Service
Edition



Commerce
Edition



Construction
Edition



Distribution
Edition



Manufacturing
Edition

Future Proof Platform

ACUMATICA CLOUD ERP

General Business Editions

Small Business • Advanced • Enterprise

Financials • Inventory Control • Order Mgmt • CRM • Project Accounting • Time & Expense

Industry Editions

Distribution • Commerce • Manufacturing • Construction • Field Service

Warehouse Mgmt • BigCommerce and Shopify Integration • MRP, Production Scheduling, Estimating • Project Mgmt, Industry Integrations • Field Service, Equipment, Route Mgmt

ACUMATICA CLOUD XRP PLATFORM

Document Management • Localization • User & Security Management • Multi-tenant • Mobile Framework • ORM • Workflow and APIs • Customization Framework • Cross-browser support • Analytics

DB



SQL Server



MySQL database

CLOUD



DEV



.NET Framework
C# and ASP.NET

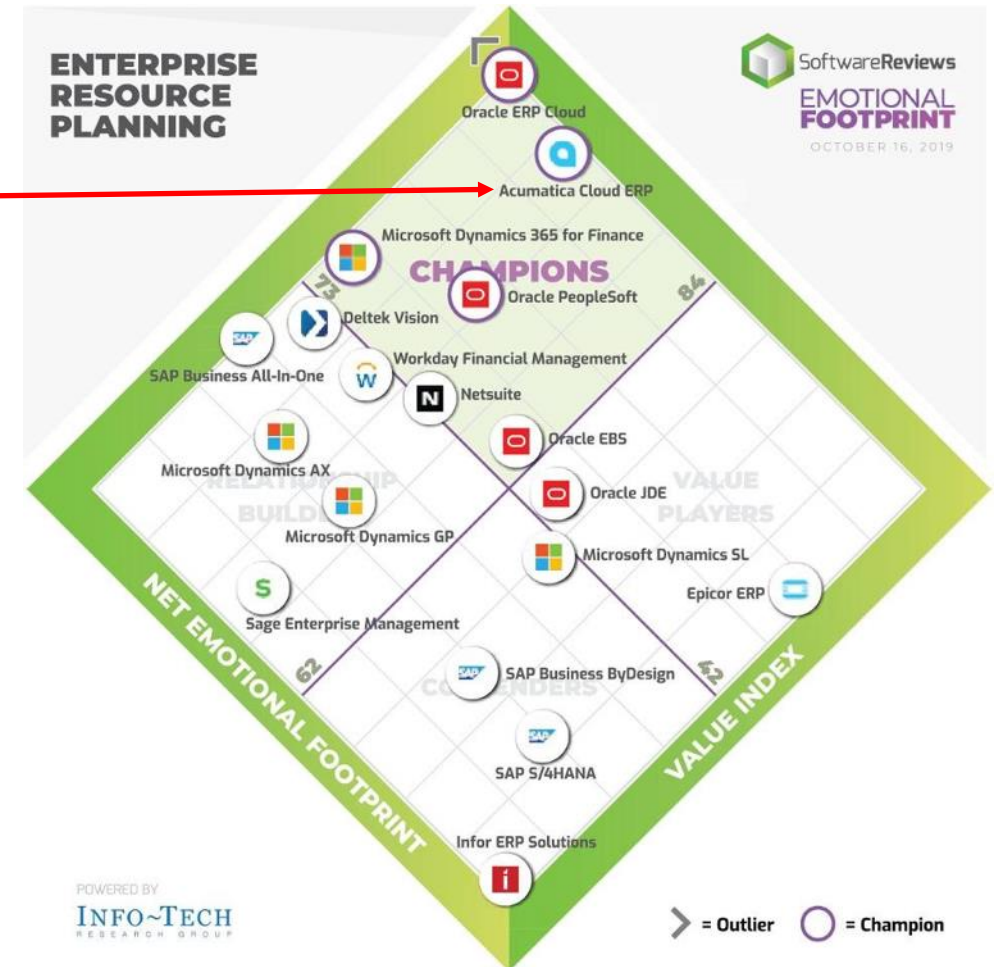
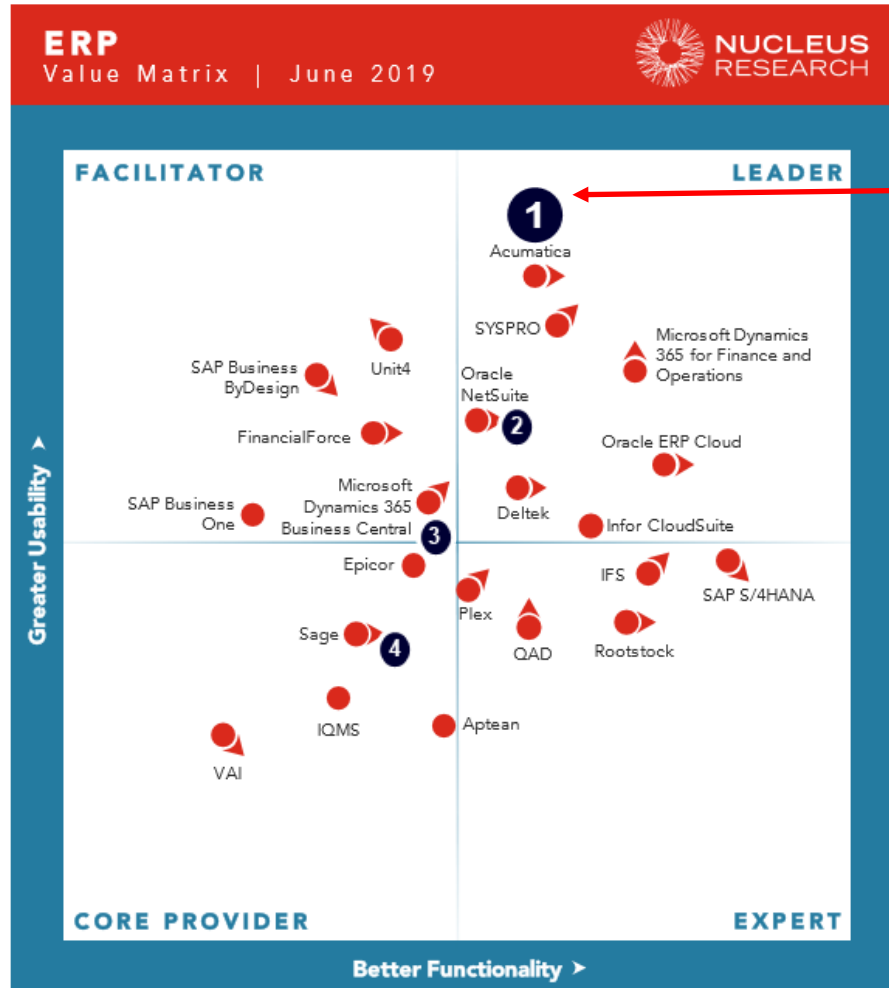


Connected cross-module workflows



B2B Connected Business

Acumatica ranked highest in usability; a champion in user sentiment



Acumatica named Best Cloud ERP Solution, Best Manufacturing Solution, Best ERP Software

SIIA CODiE AWARDS



Acumatica noted/ranked highest in
customer satisfaction and usability

Gartner[®]



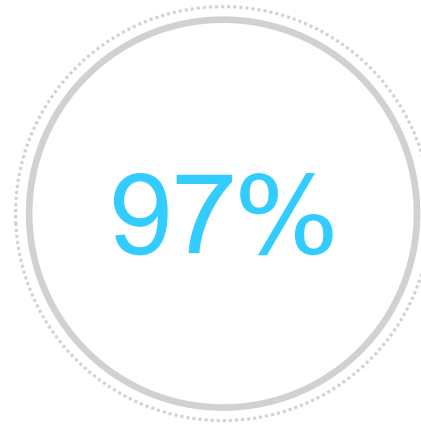


6,500+
Customers Worldwide

Acumatica commitment to customer success



Net promoter
score



Acumatica support
satisfaction



Customer
growth

Strategic cloud partnerships with Amazon and Microsoft



Acumatica Cloud is powered by **Amazon AWS**
and is an AWS **Advanced Technology
Partner** in the **AWS Marketplace**



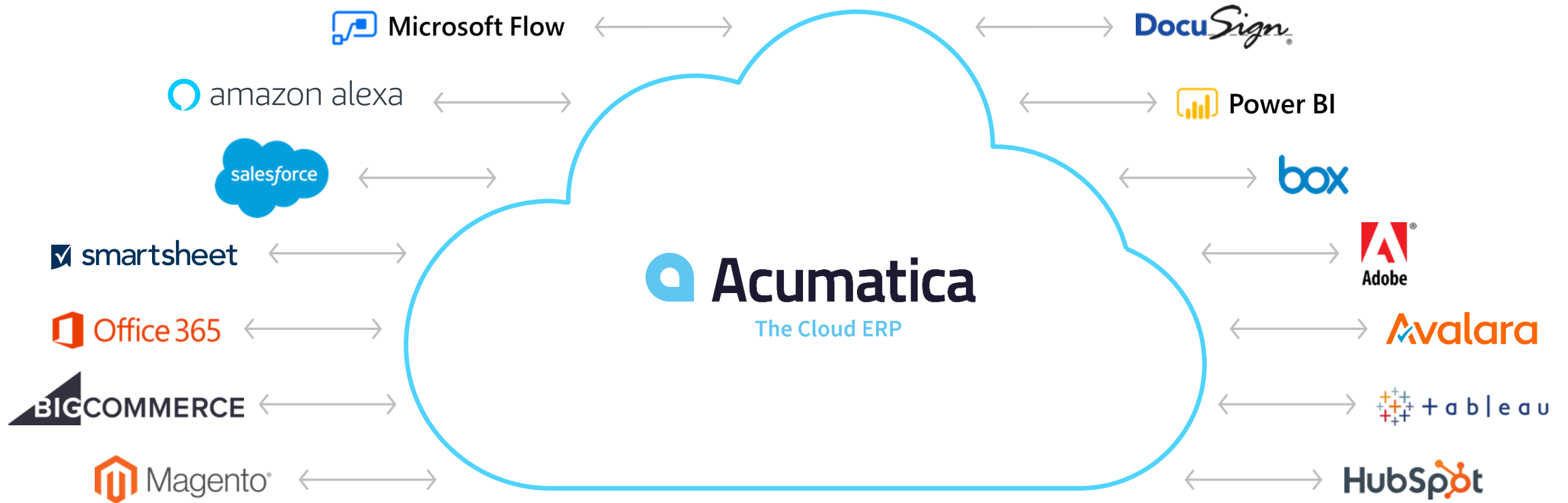
Acumatica was one of the first products
on Microsoft Azure and supports
Office 365 & Power BI integration

Scale:

180M+

ERP transactions per month

Open architecture and rapid integration



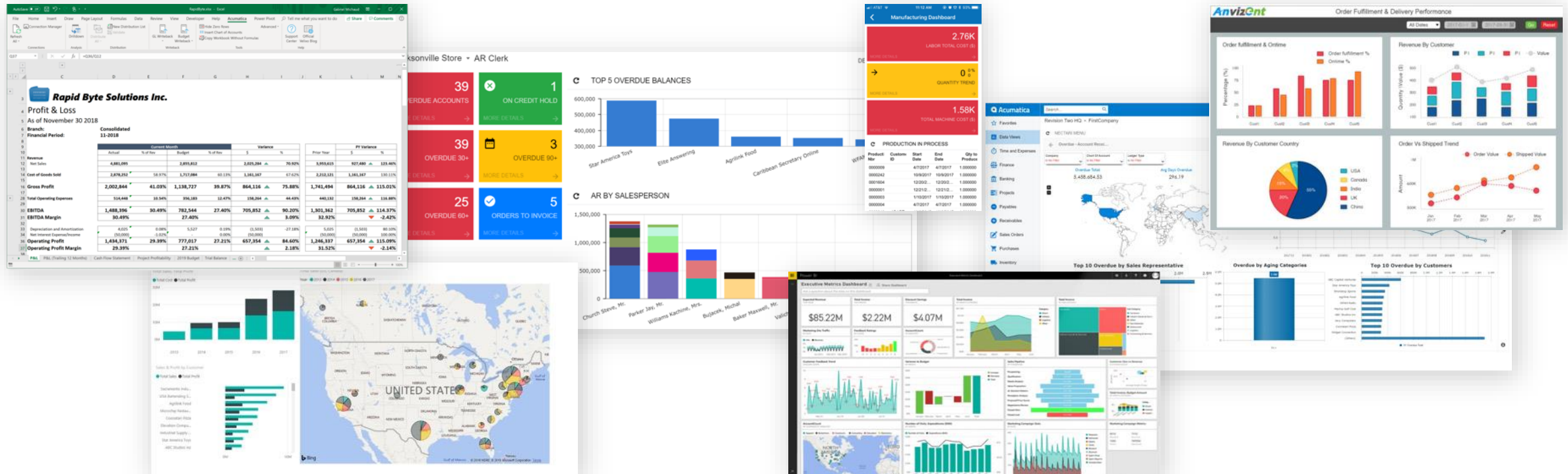
Modern security



Enterprise-grade security features such as server side logic, detailed access controls, and robust authentication are built in

BI/Analytics

250+ standard reports; no-code custom reports; Power BI; Tableau; ISV solutions



AnvizEnt

BI360

TANGERINE
SOFTWARE
MAKING BUSINESSES BETTER

Velixo

Acumatica
The Cloud ERP

Access from anywhere on any device with Natural Language

Now with Alexa & Siri



Flexible deployment options

Public cloud



Private cloud



Acumatica Cloud

SaaS offering

Acumatica Cloud

Server and database

Hosting or cloud provider

Modern, growth-friendly licensing

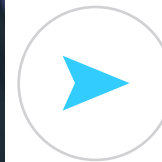
Scales as your business grows and flexes with seasonal requirements



Includes all employees, not just a few



No per-user fees; extends to key partners, customers

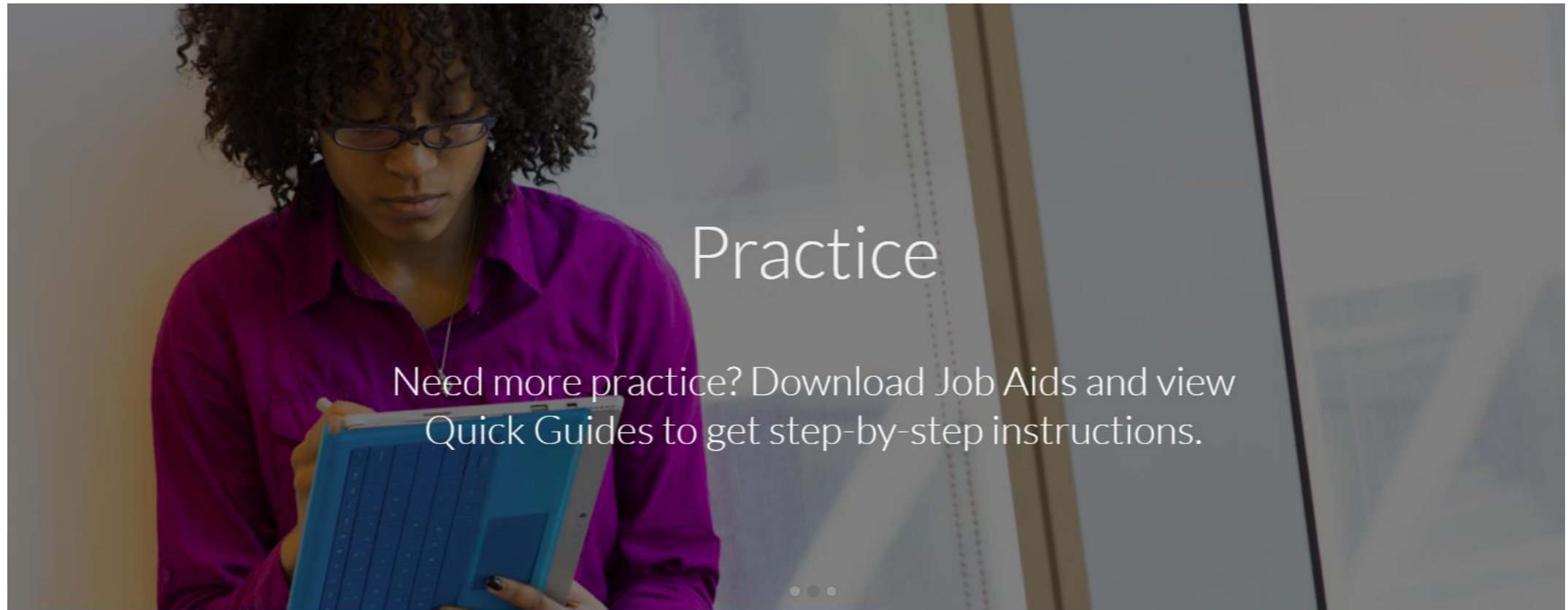


Removes business bottlenecks, improves results

Data ownership



Free Training

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<https://openuni.acumatica.com/>

Acumatica customer bill of rights

Our customers
have a right to:

1. A readily comprehensible and unchanging SaaS end-user license agreement (EULA)
2. A flexible, open platform for rapid integrations
3. Consumption-based licensing that does not inhibit business growth
4. Sustainable pricing with annual increases of no more than 3%
5. ERP implementations without hidden fees
6. Deployment flexibility
7. Access to **THEIR** data, anytime
8. Consistent, 24/7 customer service
9. Local business expertise
10. Dual layers of support

Acumatica 2020R1

Acumatica 2020 R1 Highlights



Usability

- Capture images using mobile device
- Dynamically define UDF valid values
- Tab visibility and GI tab reordering
- Pivot table percentages and distinct counts



New Modules and Workflows

- Commerce engine with BigCommerce integration
- Acumatica Payroll
- CRM lead qualification workflow



Technology

- Create expense receipt from camera image
- Web hooks in customization projects
- Data imports preprocessing and parallel processing
- Dashboard caching and refresh



Manufacturing and Service

- Data collection via scanning
- Capable-to-promise and what-if
- Travel time recording
- Optimized scheduling using WorkWave



Inventory and order management

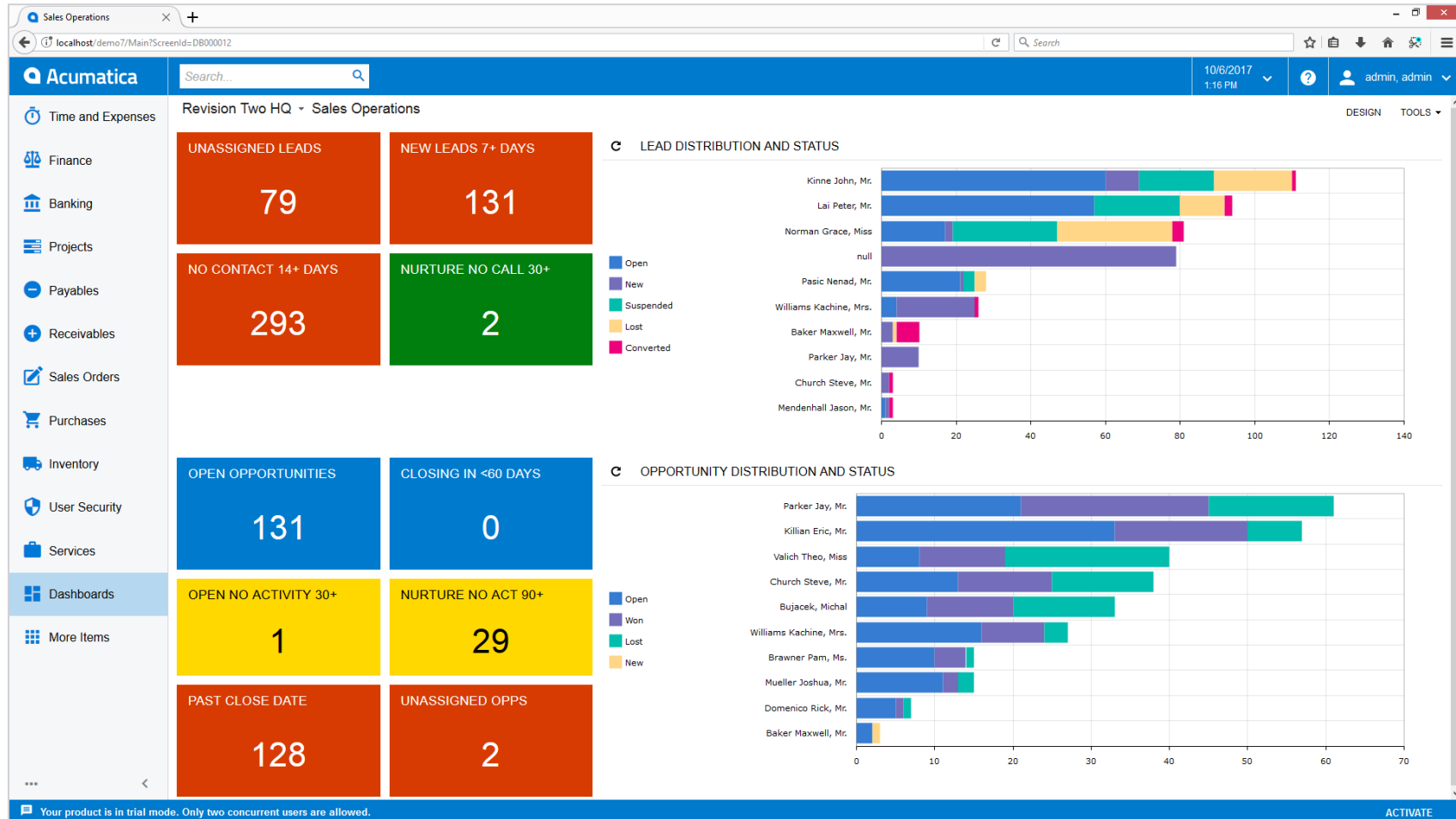
- Matrix inventory
- WMS wave and batch picking
- Void and re-create invoices linked to sales orders



Construction and Project

- Daily field reports with weather service and photo logs
- Stepped retainage and billing cap per project
- Project balance reconciliation

Product Demo





Thank You
