



# **ACUMATICA CLOUD**

# ACCESS YOUR ERP ANYTIME FROM ANY DEVICE, EASILY SCALE RESOURCES, AND CHOOSE YOUR DEPLOYMENT OPTION

For many small and midsize businesses, choosing software as a service (SaaS) offers the benefits of an enterprise-class solution without the enterprise IT budget. With the Acumatica Cloud, you can access your ERP anytime, anywhere, from a web browser on any Internet-connected device. You can pay as you go, and easily scale resources up or down based on growth or changing business needs.

We understand that our customers have unique requirements when it comes to deploying cloud-based software. That's why we offer the same Acumatica product in both public and private cloud deployments, with the ability to easily switch between.

### **KEY FEATURES**

- Security. Acumatica's built-in security features are designed to get you to the cloud safely. Acumatica keeps your data highly protected using SSL encryption, role-based security policies, IP address control over logins, intruder detection and lockout, and other robust security features.
- Access. With our built-in automated backup and backup access service, you
  can access your data whenever you like. In case of a disaster or unforeseen
  emergency, Acumatica can restore data quickly, even in alternate geographic
  zones.
- Performance. The Acumatica Cloud is designed to deliver and keep up with the most demanding, high-volume businesses, handling thousands of transactions per hour.
- Flexibility. The Acumatica Cloud's multi-tenant technology generates cost savings that we pass on to you. We also give every customer a dedicated instance so you can schedule your upgrades when you are ready.
- **Choices.** Choose between purchase or monthly subscription, and between inhouse or cloud hosting.
- **Support.** Sold only through business partners worldwide, you're guaranteed a local partner who meets you in person and understands your needs firsthand. A local partner can best meet your needs in support, flexibility, customization, and reliability.
- Customizable. Every user can set their preferences in the user interface and tailor their own personalized dashboards and self-service BI business intelligence standard. Role-based permissions allow access to whole applications or specific fields only, depending on the role of the user.

### **KEY BENEFITS**

### **WORK THE WAY YOU WANT**

 Use Acumatica's robust platform to perform sophisticated customizations, even in a SaaS environment

# GET THE PERFORMANCE YOU NEED

- Meet the most demanding standards of your high-volume business
- Give your employees anytime, anywhere access, from any device

# REMOVE OBSTACLES TO BUSINESS GROWTH

- Add unlimited users at the same price
- Grow your business without adding to your IT budget
- Get the latest updates at no additional cost

### **REDUCE COSTS**

- Avoid upfront costs for all computing infrastructure such as hardware and data servers
- Eliminate upfront software licenses by using a monthly subscription model
- Shrink IT maintenance and support costs since Acumatica handles hardware and software updates and upgrades





### **8 QUESTIONS TO ASK WHEN CHOOSING A SAAS VENDOR**

Will it deliver the performance I need?

The Acumatica Cloud uses the latest technology and infrastructure to drive performance capable of handling thousands of transactions per hour with incredible speed and minimal hardware.

### Will it scale?

As your business grows, the Acumatica Cloud grows with it. With the option to upgrade resources and run multiple application servers simultaneously, you can keep up with the demands of your business.

#### Is it secure?

The Acumatica Cloud meets the highest levels of physical and software security. With Acumatica you are in full control of where your data is kept and processed, and over who has access to maintain and use your system. All data is stored separately for each customer. Acumatica uses the same encryption technology used by banks to ensure no one can access sensitive data.

#### What is the system availability?

The Acumatica Cloud is designed to keep you up and running at all times, and we back this promise with guaranteed uptime SLAs.

### What if I lose my data? How can I recover it?

The implications of losing your business data can be catastrophic. The Acumatica Cloud's database snapshot feature enables point-in-time recovery of your database instance, so you can rest assured knowing your data can be restored at any time.

#### Is my data backed up and easy to access?

The Acumatica Cloud comes with a built-in automated backup that allows you to download your data at any time and store it in a location of your choice.

### Can I minimize upfront cost?

There are no hardware or upfront software costs when you deploy through the Acumatica Cloud. You can save on upfront investments and use your capital to grow your business.

### Will I save on IT?

With no additional IT staff required to manage your Acumatica solution, you can put those extra IT dollars back in your budget.

Contact Acumatica today to learn more about the Acumatica Cloud, or to connect with one of our business partners in your local area.

# THE ACUMATICA ERP DIFFERENCE

Acumatica delivers a full suite of integrated business management applications unlike any other ERP solution on the market today.

### STREAMLINE OPERATIONS

Manage your business more efficiently:

- Automate processes
- Control workflows
- Access the system from anywhere on any device including mobile
- Promote collaboration with allinclusive user licensing

#### ADAPTABLE SOLUTION

### Add and extend:

- Deploy in-house or in a private or public cloud
- Easily configure your solution to fit your needs
- Add capabilities such as CRM or data visualization at any time
- Extend to other solutions and applications beyond ERP

# YOUR BUSINESS ACCELERATED

- Accelerate business performance and make smarter decisions with automated processes, real-time data collection, financial analyses, and forecasting
- No per user pricing system scales as your business grows







### DATA SHEET

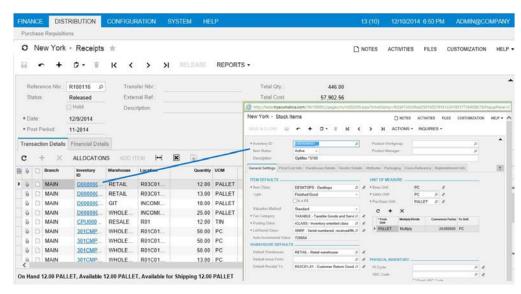
# INVENTORY MANAGEMENT

IMPROVE CUSTOMER SERVICE WITH REAL-TIME ACCESS TO AVAILABLE INVENTORY, INVENTORY-IN-TRANSIT, AND INVENTORY COSTS

Control system-wide inventory to manage your distribution process efficiently and without losing track of costs. Receive inventory to a specific location and drill down to change item default lot/serial numbers, valuation methods, accounts, and more.

#### INVENTORY MANAGEMENT FOR THE WAY YOU DO BUSINESS

- Multiple Warehouses. Manage multiple warehouses with location-specific inventory quantities, allocations, and costs. Redistribute inventory from a central warehouse to other warehouses automatically upon receipt. Assign specific access rights for each warehouse to determine who can access information and enter transactions.
- Multiple Valuation Methods. Use standard cost, moving average, FIFO, and itemspecific methods. Select a different valuation method for each inventory item. Make direct adjustments to cost and physical inventory count using report and inquiry screens.
- Lot and Serial Numbering. Track inventory by lot or serial number. Assign or enter lot/serial numbers on receive, issue, or assembly. Associate item-specific valuation methods to serial numbers to track specific costs.



Gain real-time insights into inventory levels linked with accounting.

### **KEY BENEFITS**

# GET SECURE ACCESS FROM ANYWHERE

- View, modify, and analyze inventory using any popular web browser
- Restrict access to inventory by item or warehouse

# IMPROVE CUSTOMER SATISFACTION

 Honor contracts and fulfill orders as promised with real-time access to inventory levels and customer-specific pricing

#### **MANAGE COSTS**

- Accurately track costs of goods sold and inventory holding costs
- Create general ledger entries directly from inventory transactions

# SPEED UP DATA ENTRY, MINIMIZE ERRORS

- Save time entering data with inventory sub-items and flexible screen layouts
- Reduce errors by setting default accounts, subaccounts, valuation methods, lot and serial numbers, storage locations, and sub-item values

### ACCELERATE DECISION-MAKING

 Use drill-down reports and dashboards to gain access to past information and provide insights into future needs







### DATA SHEET

### **INVENTORY MANAGEMENT FEATURES AND CAPABILITIES**

### **Expiration Dates**

Deduct expired items from your list of available inventory by assigning an expiration date for each lot and serial number. Acumatica can automatically issue items with the earliest expiration date to minimize losses.

# Transaction Reason Codes

Measure trends and spot problems by assigning reason codes to inventory transactions. Reason codes can be linked to both general ledger (GL) accounts and inventory levels for financial and operational reporting.

### Two-Step Transfers

Inventory transfers are performed in two steps so you can track goods in transit between locations with GL entries into and out of "in transit" accounts.

### Inventory Bin/Location Control

Specify the types of items and transactions allowed, picking priority, and cost by bin and location.

### Purchase Order Automation

Automatically generate purchase orders based on stock level and replenishment algorithms. Orders go to the vendor with the best price and delivery time.

# Sales Order Discounts and Promotions

Manage complex pricing and discount policies, including volume discounts and multiple discounts per item. Maintain policies for price overrides.

### **CRM Integration**

Convert CRM opportunities to sales orders without re-entering pricing and discount information. Customer service can locate orders to verify shipping and delivery status.

### Inventory Sub-Items

Simplify reporting and tracking by separating items into subcategories such as size, color, and style. Associate separate cost and quality information with each sub-item.

### **Freight Costs**

Automatically or manually allocate freight costs on sales orders, shipments and invoices.

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# PURCHASE ORDER MANAGEMENT

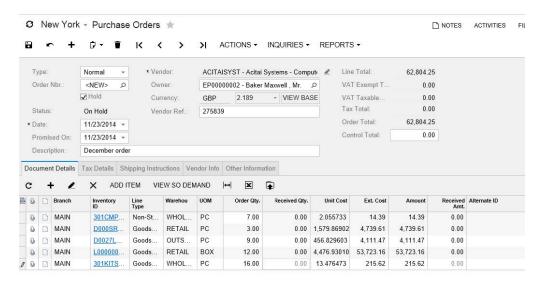
# AUTOMATE THE ENTIRE PROCUREMENT PROCESS FROM VENDOR QUOTES TO INVOICE PAYMENTS

Acumatica Purchase Order Management helps you reduce costs and improve vendor relationships by automating and centrally managing your global purchasing processes. You can streamline your procurement processes to ensure a steady supply of materials while enforcing policy and process controls.

### REDUCE COSTS AND AUTOMATE YOUR ENTIRE SUPPLY CHAIN

With Acumatica Purchase Order Management, you can:

- Submit purchase orders to multiple locations.
- Specify drop shipments or blanket orders.
- Create multi-level approval paths to match existing business processes.
- Print or email purchase orders.
- Receive partial or consolidated orders.



Manage your global purchasing processes from a single screen

### **KEY BENEFITS**

# GAIN CONTROL OF APPROVALS

- Create approval rules for order types, vendor information, order amount, and other order-specific information
- Control release through a pre-set approval process

### **REDUCE ACQUISITION COSTS**

- Generate purchase orders based on stock level and inventory replenishment algorithms
- Place orders with the vendor that best meets your price and delivery time requirements
- Generate drop shipment purchase orders from open sales orders automatically

### **INCREASE EFFICIENCY**

- Automate your entire supply chain by eliminating repetitive data entry and errors
- Include suppliers, receiving, accounting, and other departments in any geographical location—easily and securely

# SAVE TIME WORKING WITH RECEIPTS AND VOUCHERS

- Track receipts—partially filled, completely filled, or consolidated from multiple purchase orders into a single receipt
- Create accounts payable vouchers automatically from receipts
- Consolidate multiple receipts into a single voucher and multiple invoices from a single receipt
- Modify pricing during invoice entry in Accounts Payable with automatic variance posting in General Ledger







### DATA SHEET

PURCHASE ORDER MANAGEMENT FEATURES AND CAPABILITIE
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### Partial and Consolidated Receipts

Track when purchase orders are received. Orders can be partially filled, completely filled, or consolidated from multiple purchase orders into a single receipt. You can modify pricing information during bill entry in Accounts Payable, and the difference will be posted to the designated variance account.

# Simplified Item Tracking

Manage disparate inventory IDs among suppliers and your system. Automatically assign serial and lot numbers when you receive purchase orders.

# Automatic Payment Vouchers

Create accounts payable vouchers automatically when goods are received for complete, partial, or consolidated orders. You can consolidate multiple receipts into a single voucher and enter multiple bills for a single receipt.

### **Drop Shipments**

Create drop shipments to deliver goods directly to a customer location. You can create drop shipments automatically from sales orders or enter them manually by linking to a sales order from the purchase order entry screen. After the bill is entered for the drop shipment order, the corresponding sales order will be released and an invoice will be generated for the customer.

#### **Landed Cost**

Include shipping, receiving, insurance, and duties in the total cost of your purchase items. Costs can be allocated across several goods using custom allocation methods. You can enter landed cost bills directly in Accounts Payable and associate them with received items. Landed costs are automatically included in the inventory costs for stocked items.

### Vendor Selection and Performance Analysis

Upload vendor price lists with product descriptions, prices, and delivery times. Inventory information such as costs, quantities, and lead times is updated each time inventory is received. Statistical information is used to automatically produce purchase orders and analyze vendor performance.

# Multiple Ship-To Addresses

Enter a ship-to location for each line item on a purchase order instead of creating multiple orders.

# Audit Trail

Maintain a thorough audit trail of all purchasing transactions, including the identity of users who entered and approved transactions and modified the record. Notes and supporting electronic documents can be attached directly to transactions.

# Reporting and Drill-Down

Analyze and manage your purchasing experience through a complete set of inquiry screens and auditing reports with drill-down to the original transactions.

#### **Blanket Orders**

Aggregate orders for volume discounts. Automatically check for open blanket orders and optionally link to them.

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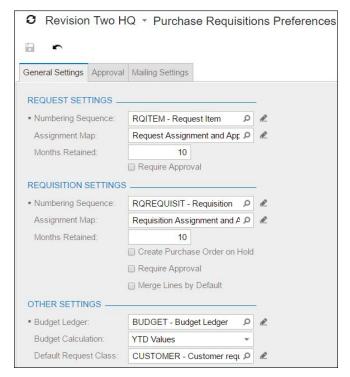
# REQUISITION MANAGEMENT

SIMPLIFY COMPLEX REQUISITION PROCESSES INVOLVING MULTIPLE VENDORS, SALES QUOTES, AND APPROVALS

Automate the way you gather requests, obtain vendor bids, create and approve quotes, manage purchases, and fulfill orders for internal or external clients. Eliminate paperwork while providing your sales, service, shipping, receiving, management, and other departments with greater visibility through integration across the Acumatica system.

With Acumatica Requisition Management, you can:

- Receive and approve requests from multiple sources
- Bundle requests into a requisition
- Source materials from inventory or use a vendor bidding process
- Create a sales quote for customer approval
- Create sales and purchase orders
- Include alerts when requests exceed allocated budgets
- Combine multiple requests into a single requisition automatically
- Create approval steps for requests and requisitions



Easily configure your preferences for purchase requisitions

### **KEY BENEFITS**

# SAVE TIME AND ELIMINATE PAPERWORK

 Automate the requisition process, including order collection, supplier bids, sending and approving quotes, issuing purchase orders, and receiving goods

# ENHANCE WORKFLOW AND APPROVALS

 Use approval maps and authorizations to ensure that the right people are alerted when they are needed in the process

# STREAMLINE VENDOR BIDDING

- Eliminate paperwork and speed up the bidding process by emailing requests to multiple vendors
- Award business to a single vendor or select multiple vendors for different line items on the request

# PROVIDE SALES QUOTES EASILY

- Create sales quotes based on catalog pricing or cost plus algorithms
- Print or email quotes to customers
- Generate sales orders and purchase orders automatically to complete sales activities







### DATA SHEET

### **REQUISITION MANAGEMENT FEATURES AND CAPABILITIES**

### Purchasing Integration

Automatically create purchase orders in the purchase order module from approved requisitions.

### Predefined Request Lists

Limit requests to a specific list of inventory items by user.

# Hide Inventory Items

Optionally hide your product catalog from users, requiring manual item entry.

# Collect and Organize Requests

Bundle requests from multiple sources in a single requisition. Create approval rules based on quantity, request amount, or other factors.

### **Request Classes**

Set requisition defaults by request class to simplify data entry and reduce errors. Limit selection to a specific list of items, create customer-only requests, hide vendor information, hide inventory catalog information, allow multiple vendors per request, and set promised lead times.

# **Create Customer Quotes**

Create customer quotes to offer a price to customers for requested goods.

### Sales Order Integration

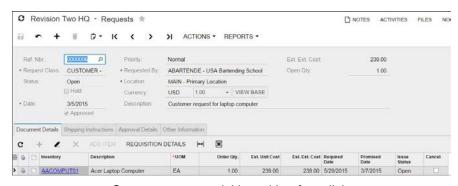
Turn an approved quote into a sales order form with one click. Sales orders are managed by the rules within the sales order module and linked to the requisition for easy access.

# Complete Integration

Take advantage of integration with purchasing, order management, inventory management, and all Acumatica financial modules to automate all processes, eliminate duplicate data entry, and properly account for all transactions.

### **Audit Trail**

Automatically create a complete audit trail of all transactions, including the identity of users who entered and approved the transaction or modified the record. Optional notes and attached electronic documents remain with the activity records.



Create a new requisition with a few clicks

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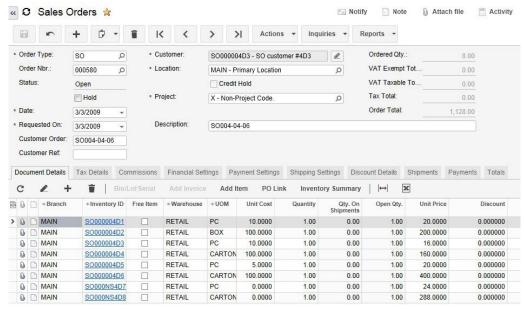
# SALES ORDER MANAGEMENT

### IMPROVE ORDERING, FULFILLMENT, AND DELIVERY PROCESSES

Centrally manage sales activities such as entering quotes, fulfilling sales orders, creating shipments, tracking prices, applying discounts, and checking available inventory. Give your sales and service departments real-time data to improve their customer service.

#### **AUTOMATE SALES ACTIVITIES FOR BETTER CUSTOMER SERVICE**

- Integrated Workflow. Automate order processing and eliminate unnecessary steps with Acumatica integrated workflow. Configure order status, status changes, actions, notifications, and alerts to automatically trigger during order processing.
- Flexible Discounts and Promotions. Manage complex customer and vendor pricing and discount policies. Set up quantity and volume discounts as a percent or an amount. Specify multiple discount rules and sequences or allow the system to automatically apply the best discount combination. Maintain discounts in single and multiple currencies. Establish rules and policies for price overrides.
- Configurable Order Types. Predefine order types tied to specific order processing requirements. Specify inventory allocation rules, workflow scenario, and the documents that will be generated in the Accounts Receivable and Inventory Management modules.



Build sales orders from customized templates that specify workflow, shipping, inventory, priority, invoicing, and backorder options

### **KEY BENEFITS**

# IMPROVE CUSTOMER SERVICE

- Provide real-time access to available inventory, order status, shipment information, and current pricing
- Create and fulfill orders accurately

# MAXIMIZE DISCOUNTS WITH FLEXIBLE SCHEDULING

- Place large orders for best pricing
- Have goods shipped in smaller increments to match production times
- Control delivery using unlimited shipping dates and backorder options

# IMPROVE OPERATIONAL EFFICIENCIES

- Manage sales order flows using predefined processes or by configuring a process to match your current workflow
- Specify different order processes for each customer or order

# ACCELERATE DECISION-MAKING

 Improve purchasing decisions by using drill-down reports and dashboards to access past information and gain insights into future needs







## **DATA SHEET**

### SALES ORDER MANAGEMENT FEATURES AND CAPABILITIES

### **CRM** Integration

Convert CRM opportunities into sales orders without re-entering pricing and discount information. Easily locate customer orders to verify delivery status. Associate tasks and activity history with each order.

# **Inventory Allocation**

Configure the inventory allocation rules for each step of the sales process. Warn the user when inventory is over-allocated or unavailable.

### Invoice Consolidation

Consolidate multiple shipment orders onto a single invoice—automatically or manually. Optionally update price and discount information on review before printing the invoice and updating accounts receivable.

### **Purchasing Integration**

Link sales orders with purchase orders—allocate received items to orders. Generate purchase orders automatically or link them manually. Auto-hold sales orders until receiving a purchase order. Sales Order Management also supports drop shipment.

# Real-Time Inventory

Get real-time inventory data, including allocated inventory. During the entry of a sales order, Acumatica will notify the user if the quantity is not available or is over-allocated.

# RMA with Reason Codes

Return Merchandise Authorization (RMA) features allow you to receive goods from customers. RMA orders can be processed as a credit to a customer balance or as a replacement of damaged goods. Every line can be marked with a reason code to specify the return reason.

# Multiple and Partial Fulfillment

Fill a sales order from more than one warehouse. Split a sales order into multiple shipments from different warehouses based on availability and costs. Track partial ship order balance and manage back order delivery.

# **Shipment** Schedules

Specify a different delivery date for each line item on a sales order. Generate shipment orders according to delivery schedule and item availability.

# Pick Lists and Replenishment Orders

Generate pick lists according to item availability and the pick priority for each warehouse location. Auto-search other warehouses, issue replenishment orders, and place the sales order on hold until the replenishment arrives.

### Credit Limit Verification

Before releasing a sales order, Acumatica verifies the customer's credit limit. Orders placed on credit hold are automatically released if a customer payment is entered or if the order amount is decreased. Authorized users can override the credit hold status and force order fulfillment.

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# ORDER MANAGEMENT

CENTRALLY MANAGE SALES ACTIVITIES, STREAMLINE PROCUREMENT PROCESSES, AND AUTOMATE THE WAY YOU FULFILL ORDERS FOR INTERNAL OR EXTERNAL CLIENTS

Companies that don't carry an inventory can use Acumatica Order Management as an alternative to Acumatica Distribution Management. This integrated suite gives you the tools to deliver better customer service, improve vendor relationships, and eliminate paperwork while providing all stakeholders with greater visibility into order management processes.

#### **KEY FEATURES OF ORDER MANAGEMENT**

- Sales order management. Order processing software from Acumatica lets you manage sales activities centrally. You can enter quotes, fulfill sales orders, track prices, apply discounts, and check available inventory.
  - Credit limit verification. Check credit automatically during order processing (prior to release). Auto-release a credit hold when a payment is entered or an order amount is decreased. Manual hold override is available to authorized users.
  - **Purchasing integration.** Link sales orders with purchase orders and allocate received items to orders. Automatically generate purchase orders or create manual links. Auto-hold sales orders until you receive a purchase order.
  - Vendor bidding. Eliminate paperwork and speed the bidding process by emailing requests to multiple vendors. Make the purchase with a single vendor or select multiple vendors for different products on the request.
  - **CRM integration**. Convert CRM opportunities into sales orders without re-entering pricing and discount information. Easily locate customer orders to verify delivery status. Associate tasks and activity history with each order.

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Centrally manage sales activities, streamline procurement processes, and automate order fulfillment for internal or external clients

### **KEY BENEFITS**

### **KNOW YOUR TRUE COSTS**

- Determine profitability by product line, location, or business unit
- Use real-time information to control costs across the entire supply and distribution chain

### **REDUCE ORDER TIMES**

- Eliminate delays through automated sales order processing and shipping order generation
- Set rules to manage returns, credit limits, and more

# SIMPLIFY PRICING AND DISCOUNTS

- Set up quantity and volume discounts as a percent or amount
- Specify multiple discount rules and sequences, or allow the system to automatically apply the best discount combination
- Maintain discounts in single or multiple currencies
- Establish rules and policies for price overrides

# SAVE TIME WITH AUTOMATION

 Generate purchase orders automatically, or turn an approved quote into a sales order with one click





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# Automated Requisitioning

Automate the entire requisitioning process, including collecting orders, collecting supplier bids, sending and approving quotes, issuing purchase orders, and receiving goods. Authorize users to select from your catalog, limit requests to specific goods, or enter descriptions.

### Landed Cost Functionality

Include additional shipping and handling costs with purchased goods. Allocate costs using custom allocation methods. Directly enter landed cost bills in Accounts Payable and associate them with received goods.

### **Multilevel Approval**

Create approval rules for order types, vendor information, order amount, and other order-specific information. Control release through a preset approval process.

# Vendor Selection and Performance Analysis

Upload vendor price lists with product descriptions, prices, and delivery times. Update costs, quantities, and lead times each time you receive goods. Retain statistical information on vendor performance.

# Invoice Consolidation

Consolidate multiple shipment orders onto a single invoice—automatically or manually. Update price and discount information on review before printing the invoice and updating accounts receivable.

# Reporting and Drill-Down

Analyze and manage your purchasing experience through a complete set of inquiry screens and auditing reports with drill down to the original transactions.

# Collect and Organize Requests

Bundle requests from multiple sources in a single requisition. Create approval rules based on quantity, request amount, and more.

# Sales Order Integration

Turn an approved quote into a sales order with one click. Sales orders are managed by the rules within the sales order module and linked to the requisition for easy access.

#### **Audit Trail**

Automatically create a complete audit trail of all transactions, including IDs of users who entered and approved the transactions or modified the records. Optional notes and attached electronic documents remain with the activity records.

# Integrated Workflow

Automate order processing and eliminate unnecessary steps. Configure order status, status changes, actions, notifications, and alerts to trigger automatically during order processing.

# THE ACUMATICA ERP

Acumatica delivers a full suite of integrated business management applications unlike any other ERP solution on the market today.

#### STREAMLINE OPERATIONS

Manage your business more efficiently:

- Automate processes
- Control workflows
- Access the system from anywhere on any device including mobile
- Promote collaboration with allinclusive user licensing

### **ADAPTABLE SOLUTION**

### Add and extend:

- Deploy in-house or in a private or public cloud
- Easily configure your solution to fit your needs
- Add capabilities such as CRM or data visualization at any time
- Extend to other solutions and applications beyond ERP

# YOUR BUSINESS ACCELERATED

- Accelerate business performance and make smarter decisions with automated processes, real-time data collection, financial analyses, and forecasting
- No per user pricing system scales as your business grows