

## ERP Software Guide

### Select the Right ERP Software for Your Organization

#### DISCOVER ACCOUNTING AND ERP SOFTWARE DESIGNED FOR YOUR INDUSTRY AND UNIQUE BUSINESS REQUIREMENTS

Technology separates growing organizations from stagnant ones by streamlining operations and forging paths for new business opportunities. However, choosing the best technology from diverse options can overwhelm even seasoned professionals. Organizations need business software tailored to their industry and configured to their unique needs.

So, what is the best way to identify the accounting or ERP software best suited for specific needs? Organizations should consider whether an industry-specific application can meet current and future needs or if they can tailor a broader general business solution on a modern cloud platform.

Standalone applications rarely provide long-term benefits. Productivity suffers when companies outgrow entry-level accounting systems and aging technology platforms fail to scale to evolving demands. However, choosing the right technology can take organizations to the next level, increasing market share, expanding into new markets, and fending off competitors.

Though organizations will always need general business capabilities, like accounting and ERP software, the technology behind these fundamental systems has changed considerably. Consequently, many of yesterday's favorite applications have not made the leap to modern cloud platforms. Meanwhile, newer applications continue to gain momentum thanks to their proactive features, intuitive user interfaces, and native mobile applications.

Discover why companies across industry segments rely on modern, cloud-based ERP applications as their foundation for long-term growth.

This guide offers professional, personal, group services, and natural resource businesses a framework to **understand accounting and ERP options**. In addition, it covers standard accounting and industry-specific features businesses should consider when evaluating new business applications.

#### ERP DESIGNED FOR YOUR ORGANIZATIONAL AND INDUSTRY NEEDS



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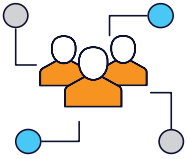


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“Acumatica also gives me very timely information to make better business decisions. I have better information in terms of profitably by location, by customer, and by product. Access to that data helps me target growth. What are the markets I want to go in? Am I good with furniture? Are we good with JB Hunt? I can then have conversations about serving additional markets armed with this knowledge. We didn’t have that kind of data before.”

– GLENN PEARSON, CFO, R.A.S. LOGISTICS

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**BUSINESS TYPES**

# Service and Natural Resource Businesses and Organizations

Many ERP solutions target product-centric businesses engaged in retail, commerce, distribution, and manufacturing. Vendors also market an array of construction accounting and field service applications to help the respective organizations construct, install, or service products in the field.

But what about organizations engaged in business, professional, and group services or natural resource companies involved in agriculture, forestry, fishing, and mining? Which accounting and business applications best support their unique needs?

These companies often use various systems, from entry-level accounting applications to global ERP systems or specialized applications designed for their unique industry requirements built on aging technology platforms.

The following table highlights several attributes of service-driven organizations and businesses engaged in natural resource development industries. It also illustrates how the organization’s financial goals, services or products, and accounting strategies impact how they use available business applications.

	<b>BUSINESS &amp; PERSONAL SERVICES</b>	<b>GROUP SERVICES</b>	<b>NATURAL RESOURCE BUSINESSES</b>
<b>Financial Goals</b>	Profit or Nonprofit	Nonprofit	Profit
<b>Services / Products</b>	Professional Services, Automotive, Banking, Utilities, Education, Legal, Insurance, Rental, Hospitality, Medical, Government	Membership Clubs, Unions, Social Clubs, Political Parties, Entertainment, Philanthropies	Mining, Oil, Gas, Forestry, Fishing, Agriculture
<b>Accounting</b>	General Accounting, Project Accounting, Grants, Retainers, Fund Accounting	Member Fees, Grants, Fund Accounting, Donations	General Accounting, Grower Accounting

## AGRICULTURE, FORESTRY, AND FISHING

“Our customers don’t know that we’re using Acumatica, they just know we’re giving them the right answer, and they really appreciate that. And for us to give that answer, we really appreciate Acumatica.”

– TODD SNYDER, PRESIDENT & CEO, C&O NURSERY

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### BUSINESS SERVICES



Companies that provide services to other businesses rely on project accounting applications to manage timelines, labor, materials, contracts, time and billing for professional services, consulting, advertising, accounting, engineering, and other industries. Acumatica’s mobile framework allows remote workers to access documents, log expenses, and enter time from the field. The ERP system also provides deferred and recurring revenue for accounting to reconcile revenue against future periods for contracted services.

### GROUP SERVICES



Many businesses and nonprofit organizations provide specialized group services, such as membership clubs, unions, social clubs, arts and entertainment, political parties, and philanthropies. Typical requirements include member management, donations, membership sales and renewals, and fund accounting. Generally Accepted Accounting Practices (GAAP) and Financial Accounting Standards Board (FASB) encompass major compliance requirements.

### PERSONAL SERVICES



The diverse personal service industry includes automotive services, banking, utilities, education, legal, insurance, rental, hospitality, healthcare, and government entities. Each market segment features thousands of specialized apps, such as class enrollment, reservations, case management, and appointment scheduling. HIPAA compliance and protecting personal data are priorities in several industry sectors, making mobile apps and secured customer self-service portals, like Acumatica’s, crucial for customer support.

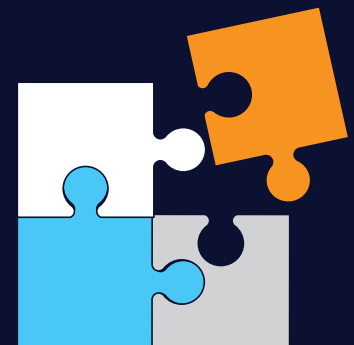
### NATURAL RESOURCE BUSINESSES



Thousands of businesses provide the raw materials and food consumed every day. They need mobility to communicate and coordinate with remote field employees in mining, oil, gas, forestry, fishing, and agriculture. Many natural resource businesses also manage inventory, while others have processing requirements akin to manufacturers. In addition, many natural resource companies must comply with EPA, FDA, and other government regulations, while some agricultural businesses must follow grower accounting requirements.

## TAILORED APPLICATION STRATEGY

“There’s an app for that.” Modern app strategies empower businesses to select the best possible accounting application as the cornerstone for their business. They can then connect specialized applications for a tailored solution to meet their specific business requirements. Connect an app for managing software subscriptions or another app to manage online property listings or connect to internally developed software. It is crucial to understand that today’s modern, cloud-based ERP software provides a plug-and-play approach to integration with no-code and low-code connections that are more adaptable and less intrusive than legacy best-of-breed strategies.





## ERP OPTIONS

# Specialized or General? Large or Small?

Gartner's [Capterra](#) platform lists more than 50,000 business applications across numerous industry segments. So how can executives find the best solution for their business with so many options? Smaller companies start with entry-level accounting applications, while many established companies continue to use legacy applications implemented decades ago. However, growth-minded organizations recognize that limitations in entry-level applications and legacy systems do not flex to meet evolving needs and projected growth. As a result, many customize their solutions so much that they cannot upgrade to newer versions.

Although specialized ERP applications have deep industry functionality, many are fraught with severe limitations. Typical limitations include incomplete accounting features, minimal integrations to third-party applications, aging platforms, and the inability to adapt to modern business requirements. Conversely, today's general business ERP systems, like Acumatica, offer robust financials on a modern cloud platform designed for connectivity with more third-party options. While companies on entry-level systems struggle with system lags, crashes, and limited features, those using sophisticated ERP systems reap greater performance if they choose the right solution. Otherwise, they could struggle to navigate complex screens and multi-step processes that impede growth and face hefty fees for licenses, consulting, maintenance, and support. The following chart compares ERP types.

## SOFTWARE AND TECHNOLOGY

“Acumatica has definitely improved our ability to track our financial position. It’s also given us the ability to track the relationship we have with our customers and the open issues we have . . . Everyone in the company can see what’s going on.”

– DARREN WILSON, SENIOR PROJECT MANAGER, PRACTICEMAX

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	INDUSTRY ERP	GENERAL ERP
<b>Technology</b>	Generally, older technology. Difficult to integrate.	Typically, modern technology with easy connectivity.
<b>Business Features</b>	Simple accounting with limited business management.	Strong accounting with advanced business management features.
<b>Industry Features</b>	Specialized industry features.	General functionality with limited industry-specific features.
<b>Customization</b>	Few customizations or personalization tools.	More robust customization and personalization tools.
<b>Services</b>	Direct consulting and support provided by the ERP vendor. Few, if any, other options.	Multiple consulting and support options, including partners and independent consultants.



## GENERAL ERP FEATURES

# Standard Features Across ERP Systems

Every accounting and ERP application supports fundamental business activities, such as financial reporting, invoicing, payments, and cash management. However, **the way software applications perform each function differs substantially**. Therefore, companies must carefully evaluate how different applications perform and interoperate before determining what best supports their operation. This section describes standard features in midmarket accounting and ERP applications.

## NONPROFIT AND MEMBERSHIP ASSOCIATIONS

“Our nonprofit is so complex that the only way we can manage it from a financial point of view is to have a powerful solution, and for us, that is Acumatica . . . Our goal is to keep on growing, and we know Acumatica is going to be able to do that with us. Acumatica is a part of everything we do and supports every single thing that is missional to us.”

– TAMMY RAUB, CFO, MOZAIC

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## PLATFORM AND TOOLS

Every ERP system deploys multiple levels of database and user security and some capability to customize screens. Integration tools vary widely. Many systems provide user-defined fields (UDF), which vary between applications. ERP systems offer import and export utilities efficiently to exchange and manage data. Carefully evaluate the technology. Many systems require extensive programming to connect systems and restrict access or charge for source code. All ERP applications provide basic reporting and inquiry tools. Acumatica delivers an open architecture and personalized reporting that offers easy access to real-time data across the enterprise. Many systems offer mobile capabilities that prove crucial for businesses with remote workers. Check out help capabilities. Help files are standard. Look for systems with customizable help via built-in wikis. Support for multiple languages and localizations varies. Evaluate business process workflow and automation options carefully.



## GENERAL ACCOUNTING

Every major accounting and ERP system provides general ledger, accounts payable, accounts receivable, and bank management (also known as cash management or bank reconciliation). However, the functionality differs widely across applications. For example, some ERP systems provide a limited number of account segments, and others do not support national or parent accounts or budgeting. The solutions should also offer multi-company and multi-currency as standard features. Check out inter-company accounting since not all ERP systems can support it. Nor do all systems provide tools for allocations or financial consolidations. Some, like Acumatica, offer project accounting, fixed assets, and payroll natively or through third-party applications and can support deferred or recurring revenues. Take time to watch detailed product demo videos and ask questions when you are unsure of system capabilities.



## REPORTING AND ANALYTICS



Every accounting and ERP application provides reporting and inquiry tools. Some reporting applications require extensive database knowledge and basic coding, while others are more intuitive and offer guided tools for less technical users. Look for applications like Acumatica that enable you to connect external data and offer live dashboards for monitoring results in real-time. Carefully assess advanced business intelligence for data mining and dimensional analysis of every area of your business.

## CUSTOMER MANAGEMENT



Although many accounting and ERP apps include some CRM capabilities, most provide only limited functionality and integration to marketing, sales, and customer support functions. They often rely on relationships with bolt-on CRM systems rather than embedded functions. Acumatica provides embedded robust CRM features that automate and integrate marketing campaigns, sales force management, customer self-service, and customer support. When evaluating your options, review how they manage tailored sales and marketing workflows and how the CRM system interacts with records in the ERP system.

## SERVICE MANAGEMENT



Many industry sectors require service management to schedule appointments and manage contracts and service billing. Look for systems with native service management for company-owned or customer-owned equipment, warranty management, and equipment maintenance. In addition, look for service applications designed for mobility to enable remote workers with access to job entry, timecards, expense management, and other tasks from the field.

## PROJECT ACCOUNTING



Project management is crucial for customer-facing projects and billing, such as engineering, accounting services, business consulting, advertising, and more. Look for applications with embedded project accounting or tight, bidirectional integrations with best-in-class project accounting applications. Evaluate actual versus budgeted cost reports, change management processes, task management, and assignment. Remember to check out mobile apps for time and expense reporting, and project billing capabilities.

## ORDER MANAGEMENT AND INVENTORY



Most service and natural resource businesses work with purchase orders or sales orders for stock or non-inventoried items or services. Purchase requisitions are not available in many entry-level accounting or ERP systems. Make sure to evaluate advanced order management features, such as stock reservations, flexible pricing, up-sell, cross-sell, and item substitutions. Identify inventory requirements for warehouse management, lot and serial tracking, kitting and disassembly, inventory replenishment, and physical inventory cycle counts.

## RETAIL AND COMMERCE SALES



Service companies may sell subscriptions, publications, or branded items on connected commerce storefronts or retail outlets. Many of these systems cannot connect with the ERP application. Carefully evaluate commerce storefront connectors and point of sale applications, including retail hardware for cash registers, credit card terminals, receipt printers, and barcode scanners. Look for ERP systems that can easily integrate with external applications and the Internet of Things.

## PROFESSIONAL AND BUSINESS SERVICES

“In my old system, it would take me about a week to do a reconciliation. With Acumatica, I did September’s reconciliation in two hours. It’s saving me so much time . . . Thanks to Acumatica, I have more time to do the things that make money, not just things that take care of the money once it’s in.”

– SHEILA LAVIN, CONTROLLER, TARGET ENTERPRISES

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## INDUSTRY FEATURES

# Specialized ERP Features by Industry

Organizations can choose from a wide range of accounting and ERP applications offered by large, general publishers and smaller vendors who focus on specific industries. General ERP solutions support multiple industries with strong cross-functional processes and applications. Many also offer more specialized features. Smaller ERP vendors offer specialized systems that target niche industries. Organizations should carefully evaluate these in light of their current needs and potential future ones.

## COMMUNICATION AND UTILITIES

“We always felt we had the commitment from Acumatica that the project would be successful . . . Acumatica was one of the best projects we did at Open Mobile; on-time, on-budget. We’re very happy here.”

– RAFAEL DIAZ, SENIOR DIRECTOR OF INFORMATION SYSTEMS, OPEN MOBILE

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### AGRICULTURE, FORESTRY, AND FISHING



Agriculture, forestry, and fishing companies rely on robust accounting systems with flexible reporting and analysis for broker settlement. Many need grower accounting. They use field service and mobility features to provide a distributed workforce with remote time entry, scheduling, and job entry. Native payroll apps support seasonal workers. These businesses need ERP platforms with open connectivity to integrate crop and timber tract management. Many also need inventory management, fixed assets, and manufacturing functions. Acumatica provides these management features and open connectivity. Its marketplace apps support catch weights and seed-to-sale management for cannabis companies.

### AUTOMOTIVE SERVICES



Most ERP applications for automotive services are designed for smaller businesses with limited accounting functionality. Acumatica provides a better alternative with a robust suite of financial apps built on a future-proof cloud platform with rich reporting, embedded CRM, payroll, and open connectivity to link data from specialized automotive service applications. Companies can easily tailor the solution for their unique business needs.

### AMUSEMENT AND RECREATION



Professional sports teams, performing arts, and other entertainment and recreation organizations have varied business needs. Some operate as for-profit businesses, while others, like parks and museums, are nonprofit organizations. In either case, they rely on their accounting systems to monitor cash flow, create financial reports, and analyze financial data. Modern applications, like Acumatica, provide a solid foundation with a native point of sale, connected B2B and B2C commerce storefronts, robust financial management, and payroll applications. They can leverage no-code and low-code integration tools to connect to event ticket sales and reservation applications.

### BANKING AND FINANCE



Large banks, investment firms, and other financial institutions can choose from many high-end ERP systems. However, smaller wfirms are underserved, using systems with limited accounting features stuck on aging technology platforms. Connect to virtually any application with low-code and no-code integration tools and bring your financial organization into the twenty-first century with a modern accounting suite with embedded CRM and robust financial reporting tools.

## COMMUNICATIONS AND UTILITIES



Communication and utility businesses rely heavily on field service and customer support. These mission-critical functions require flexibility, efficiency, and mobility. Therefore, customer-centric companies turn to ERP platforms like Acumatica to streamline operations. Acumatica's modern platform manages end-to-end communication and utility operations. Robust accounting applications manage finances and support flexible billing, contract management, and revenue recognition options. Mobile apps keep field technicians plugged into critical processes, and native CRM provides full-service sales, marketing, customer support, and case management. The customer self-service portal empowers customers to get the help they need on a scalable cloud platform.

## GOVERNMENT AND MUNICIPALITIES



Most government and municipal apps follow rigid requirements developed for legacy platforms restricting the organization's ability to serve constituents. As a result, many government and municipal leaders are moving to ERP systems with a comprehensive suite of accounting applications on a modern platform, like Acumatica. Connected marketplace applications support core functions like fund accounting, grant management, encumbrance accounting, and board management while improving customer service.

## HOSPITALITY SERVICES



Most hospitality ERP systems target large businesses, proving costly for smaller ones. Acumatica's flexible cloud platform, unlimited user license fees, robust suite of financial applications, and native point of sale system represent an ideal solution for growing hospitality businesses. Marketplace applications offer specialized features for reservation management, facility maintenance, and more.

## EDUCATIONAL SERVICES



Smaller education providers cannot afford expensive educational ERP applications and have limited funds for one-off integrations or intrusive customizations. Acumatica provides education executives with a cost-effective option to manage their financials on a modern platform with no-code and low-code integration options for connecting specialized applications for curriculum, financial aid, student records, and enrollment.

## HOME AND PERSONAL SERVICES



Home service companies offer consumers a broad range of services, including cleaning, installation, event planning, beauty services, interior decorating, and more. Many businesses in this industry sector rely on construction accounting software, while others use low-end applications with limited functionality. Acumatica provides home and personal service executives with a modern cloud accounting application, native field service, and embedded CRM to boost sales with native point of sale apps and mobility on any device, anytime, and anywhere.

## INSURANCE



Small insurance organizations struggle with antiquated software. Older systems have limited accounting features, inflexible reporting, and rigid integration tools. Build your agency on a modern ERP platform with native CRM to manage opportunities and sales. With embedded document management, insurance firms can easily find information. Role-based security protects sensitive data, ensuring users only access what they need to do their work. Integration tools enable insurance executives to connect data securely with provider systems. A complete suite of robust accounting applications provides flexible contract management, configurable billing options, and deferred and recurring revenue apps.

## AMUSEMENT AND ENTERTAINMENT

“Now, I don't have to go back and do anything like we would before. I have the cash balances and the proper accounting instantly instead of three weeks later trying to figure out the accounting. It's a great tool, and it works smoothly.”

– JEN ALDEN, CHIEF FINANCIAL OFFICER, TULSA PERFORMING ARTS CENTER

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“We’ve helped tens of thousands of students to achieve their personal best and fostered a love of learning over the years. Having a reliable ERP solution like Acumatica in place gives customers even more confidence in what we do, preparing students to achieve success now and into the future.”

– YING-JIAN CHAN, CHIEF FINANCIAL OFFICER, THE LEARNING LAB

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### MAINTENANCE SERVICES

Commercial maintenance service firms rely on integrated ERP systems with mobile field service capabilities to manage appointments, contracts, billing, and recurring revenue streams. Mobile apps, like Acumatica’s, empower service technicians to manage service appointments, time entry, and expenses. Look for systems that enable employees to create notes from voice dictation, access driving directions, and capture photos via mobile applications.



### LEGAL SERVICES

Legal software generally supports projects, time management, and billing. Unfortunately, most systems stop there. Acumatica provides legal firms with a modern platform, robust project accounting, native CRM, and flexible billing options. Firms can manage deferred and recurring revenue from client contracts. They can store files with embedded document management and connected electronic signature apps, like DocuSign.



### MEDICAL AND HEALTH SERVICES

Healthcare providers like doctors, clinics, chiropractors, dentists, and specialists can choose from various healthcare-focused workforce and human capital management systems. Unfortunately, many systems are confined to on-premises deployments. In addition, most offer limited accounting and integration capabilities. Forward-thinking healthcare leaders seek modern cloud-based ERP applications, like Acumatica, to set a solid foundation for growth. Acumatica’s low-code and no-code integration tools help providers connect their ERP system with specialized systems for patient scheduling, electronic health records, diagnostic applications, and other healthcare software.



### NONPROFIT AND MEMBER ORGANIZATIONS

Nonprofit and member organizations need software tailored to their unique operations. Acumatica empowers nonprofit and membership organizations to manage cash flow and strengthen relationships with members, volunteers, and donors. Connected marketplace applications support fund and encumbrance accounting, grants, and specialized financial requirements. Unlike most nonprofit and membership systems, Acumatica provides integrated order management, connected commerce storefront applications, and point of sale software for online or gift shop sales of merchandise and membership renewals.



### OIL, GAS, AND MINING

Resource exploration businesses engaged in oil, gas, and mining often use legacy ERP applications. Acumatica provides oil, gas, and mining executives with a 360-degree view of their business with personalized dashboards, native service management for field technicians, and robust financials to manage projects, asset depreciation, and billing with purchasing and inventory management.



### REPAIR SERVICES

Repair services must efficiently track every penny and task. Acumatica provides native service management software on top of a complete suite of accounting applications. Repair shops can schedule appointments for remote service technicians, manage equipment and warranties, and evaluate profitability by appointment. Harness the power of open APIs to connect specialized applications to tailor a cohesive system for your unique needs.



## PROFESSIONAL AND BUSINESS SERVICES



General accounting applications cannot adequately support professional and business service organizations because they lack strong project accounting capabilities. Acumatica delivers robust project accounting tailored to their needs on one centralized system. For example, they can manage budgeting, inventory, change orders, timesheets, billing, profitability, and reporting for each initiative. The company financial reports include projects and support multi-currencies, mobile timesheets, and expense management. They are powered by artificial intelligence with machine learning.

## REAL ESTATE / PROPERTY MANAGEMENT



All too often, real estate and property management companies settle for niche solutions that provide line-of-business features but lack sophisticated financial and reporting applications that drive growth. Acumatica offers real estate and property executives the power to take their business to the next level with enterprise-class accounting software that delivers robust business intelligence, real-time dashboards, and personalized reports. By harnessing the power of cloud business software, companies can connect to external systems and leverage marketplace applications designed for property management and real estate businesses.

## RENTAL AND LEASING SERVICES



Gain deep insights into your rental and leasing business with robust sales analysis and role-based dashboards. Acumatica's marketplace offers multiple certified applications to manage rental and leasing contracts, rental inventory, shipments, returns, deliveries, and rental billing and payments.

## SOFTWARE AND TECHNOLOGY



Software developers, technology consultants, system integrators, and other technology organizations rely on feature-rich accounting software with project accounting to manage implementation, training, and development projects with integrated time entry and expense management. Native case management and customer self-service portals enable them to improve customer service. Acumatica delivers embedded CRM and deferred and recurring revenue for easy ASC 606 industry compliance and reporting.

## SOCIAL SERVICES



Government and nonprofit organizations provide numerous social services, including education, mental health, senior services, work placement, substance abuse, housing, domestic abuse, and child services. Managing these complex services requires a feature-rich ERP. Acumatica's project management and embedded case management applications help many agencies manage their services. They can create projects, identify costs, and manage resources. Marketplace applications can support specialized fund and encumbrance accounting, grant management, and other nonprofit or municipal management features.

## TRANSPORTATION AND LOGISTICS



Shippers, freight forwarders, logistics management, and trucking companies have specialized business requirements that software rarely addresses. Small companies are stuck with entry-level accounting software with limited integration to operational systems. Acumatica provides a modern foundation to grow transportation and logistics businesses with robust financial applications and open connectivity to leading industry solutions for freight and logistics management, shipment scheduling, and billing.

## REAL ESTATE AND PROPERTY MANAGEMENT

“Acumatica's flexibility allows us to customize it to the unique way we do business, and it integrates easily with third-party software. Acumatica has all the modern features we need to be competitive.”

– MARTHESE VELLA, CIO, AZURE SERVICES LTD MALTA

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## ABOUT ACUMATICA

# Modern Accounting and ERP Software Suited for Your Unique Business or Organizational Needs

Acumatica General Business Edition provides unparalleled breadth across an extensive accounting, sales, project, case, and customer management application suite. Advanced financial features for deferred and recurring revenue, project accounting, contract management, billing, asset depreciation, and payroll provide a holistic system for growing businesses and organizations.

Generate leads and boost sales with exemplary customer support through embedded CRM with case management. Configure Acumatica with extended applications for commerce, point of sale, construction, inventory management, manufacturing, and field service to create the system of your dreams.

## General Business

*Best-in-class accounting, budgeting, projects, customer management, and payroll. Gain real-time access to data through included reporting and dashboards delivered to your browser or mobile phone.*



## BANKING AND FINANCE

“Acumatica’s interface is easy-to-use and friendly. We’ve eliminated the time it took to book intercompany activity, and everything flows to where it needs to be automatically.”

– CAREN DINA, CONTROLLER, SEAPORT CAPITAL

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# Prepare Your Organization for Growth with Acumatica General Business Edition

Service-driven organizations and natural resource businesses span a broad spectrum of offerings and business requirements. Gaining actionable insights by harnessing modern technology and adaptive business applications enables them to drive efficiency, improve customer service, fend off competition, and maintain fiscal solvency.

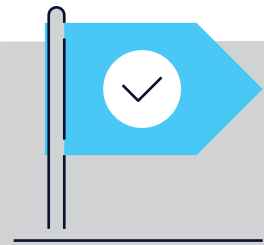
Entry-level accounting software and niche ERP applications promise deep industry functionality but leave organizations with rigid platforms that are difficult to maintain, customize, and access outside of the office.

Built on a modular and adaptable platform with Open APIs for rapid integration, Acumatica is designed for the way businesses operate today and in the future. Acumatica's flexible architecture allows for low code or no-code customization and added capabilities such as data visualization, artificial intelligence, and machine learning.

All your business processes share the same data, information is available anytime, anywhere, and everything revolves around the customer. Digital transformation revolves around enabling customer success, which looks different for everyone. That is why we offer flexible deployment, open integrations, and complete data transparency, so when your definition of success changes, we'll adapt with you.

Hundreds of certified marketplace apps empower business leaders to tailor their business systems with assistance and support by the best value-added reseller channel in the world.

Through leading-edge technology, best-in-class business functionality, and ethical business practices, Acumatica delivers unparalleled value to small and midmarket organizations. Specialized industry solutions include Construction Edition, Manufacturing Edition, Retail-Commerce Edition, and Distribution Edition.



“Acumatica’s user-friendly system is going to be a whole new world for us and save us a ton of money on training. Conservatively, we’re looking at an increase of \$600,000 in EBITDA profitability once all of the suites are implemented. That’s massive.”

– JOY GENDUSA, CEO  
POSTCARD MANIA

## ABOUT ACUMATICA

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

Business Resilience. Delivered.

Learn more about how Acumatica can work in your business by visiting us online at [www.acumatica.com](http://www.acumatica.com).

