Acumatica
The Cloud ERP

Distribution Edition

Master margins. Tame disruption.



> "I love to recommend Acumatica, but not to any of our competitors. Acumatica has transformed our business, given us access to real-time stock information, and given us the confidence that we can just keep on growing."
>
> – Colin Gilhespy, Co-Owner and Managing Director, Cave Direct

A Modern Cloud Business Platform for Inventory, Sales, and Supply Chain Agility

Supercharge your distribution business with Acumatica Cloud ERP—built to help SMBs compete with direct-selling manufacturers and low-cost global rivals. Our unified cloud platform delivers operational efficiency, agility, and real-time visibility, empowering distributors to grow sales across channels while protecting margins.

Born in the cloud and built for modern distribution, Acumatica offers AI-powered automation, omnichannel capabilities, and seamless connectivity. Optimize inventory with intelligent forecasting, automated replenishment, and time-phased planning. Streamline warehouse operations with paperless picking, barcode scanning, and matrix item support.

Gain supply chain agility with embedded WMS, connected shipping, and EDI automation. Ensure quality and traceability with lot and serial tracking. Improve inventory turns with automated purchasing and smart vendor management. Enhance customer relationships with integrated CRM, automated sales workflows, and dynamic pricing. Connect online and offline channels for seamless order processing and exceptional service.

With transparent, consumption-based licensing, Acumatica delivers enterprise-grade power on an SMB budget.

Empower Everyone with Role-Based Dashboards, Seamless Collaboration, and Intuitive Navigation

Acumatica's modern ERP applications streamline operations on a single, connected platform for employees to manage daily tasks and strategic goals. Improve client satisfaction and drive long-term growth with role-based dashboards, configurable workflows, and embedded AI.

Business Executives



- Measure Results
- Actionable Dashboards
- Track Budgets & Expenses
- Manage Relationships
- Implement Projects
- Mobile Approvals

Warehouse & DC Management



- Order Management
- Advanced Picking
- Receipt & Put Away
- Packing
- Shipment Processing
- Inventory Management

Sales & Commerce Management



- Gain Insights
- Communicate Effectively
- Manage Your Pipeline
- Build Relationships
- Improve Sales
- Stay Connected On-the-Go

Field Service & Project Management



- Mobile Service Management
- Technician Scheduling
- Route Optimization
- Equipment & Warranty Management
- Project Accounting
- Flexible Contracts & Billing

Customer Support



- Manage Support Cases
- Empower Customer Self-Service
- Gain a 360-Degree Customer View
- Process Returns & Exchanges
- Communicate Effectively
- Automate Support Contracts

Purchasing



- Manage Vendor Relationships
- Automate Procurement
- Forecast Demand
- Control Costs
- Improvement Fulfillment
- Collaborate with Vendors

Quality Management



- Vendor Performance
- Lot & Serial Tracking
- Inventory Expiration with FEFO Picking
- Connected Apps for non-conformance, corrective actions, quarantine & more

Shipping & Receiving



- Carrier Systems
- Scale Integration
- Barcode Labels
- Embedded WMS
- Real-Time Insights

Other Roles



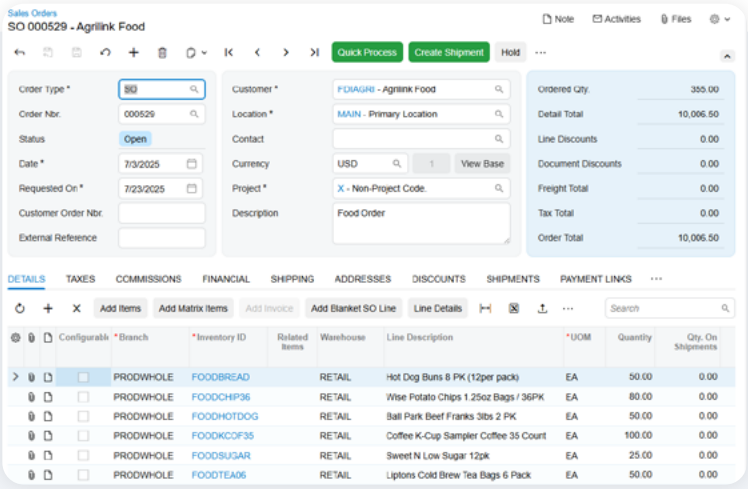
- System Security
- Promotion & Merchandising
- Product Delivery
- Brand Management
- Advertising & Marketing

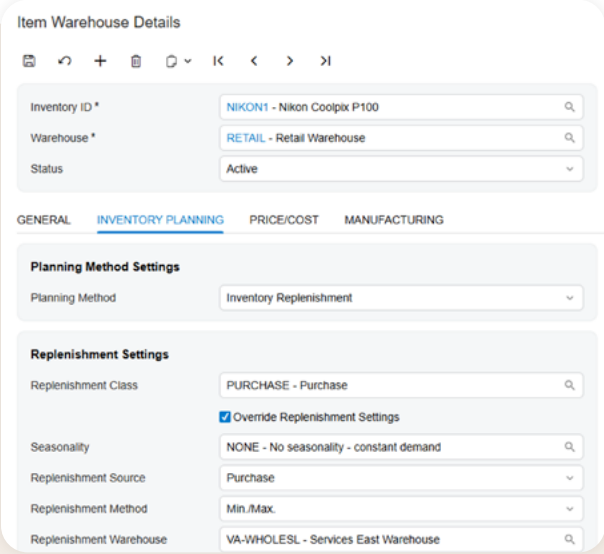
"They are saying, 'Okay, I want a dashboard for this, or a report on these KPIs. They are coming up with ideas of how to accomplish more. These are things that our users would never have had in the old system. They never had the ability to even imagine a way to make their lives easier."

– Yisroel Hartman, Chief Operating Officer, Sunshine Lighting

Order Management

Streamline your purchasing and sales processes with automated order management that eliminates manual tasks and ensures accuracy. Easily create, track, and approve purchase orders while maintaining clear visibility into costs and vendor commitments. Efficiently manage sales orders with flexible pricing, discounting, and order fulfillment tools that enhance customer satisfaction.



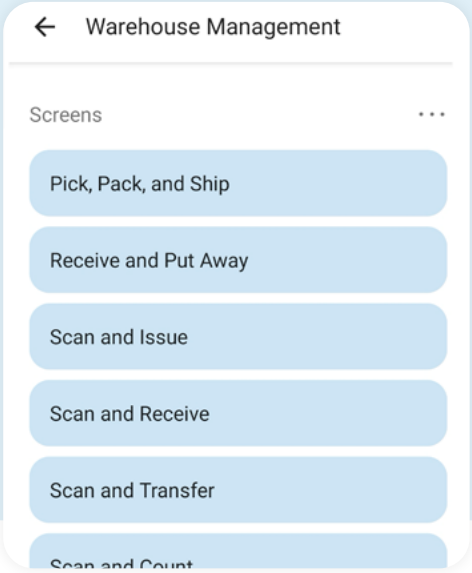


Inventory Management

Gain full inventory control with real-time tracking to minimize shortages and overstock while optimizing fulfillment. Automate replenishment with forecasting, eliminating guesswork. Streamline operations with kitting with disassembly and ensure traceability with lot and serial number tracking. Streamline transactions, increase turns, and reduce carrying costs with powerful analytics. Whether managing warehouses, coordinating shipments, or adjusting pricing, Acumatica keeps operations smooth and profitability high.

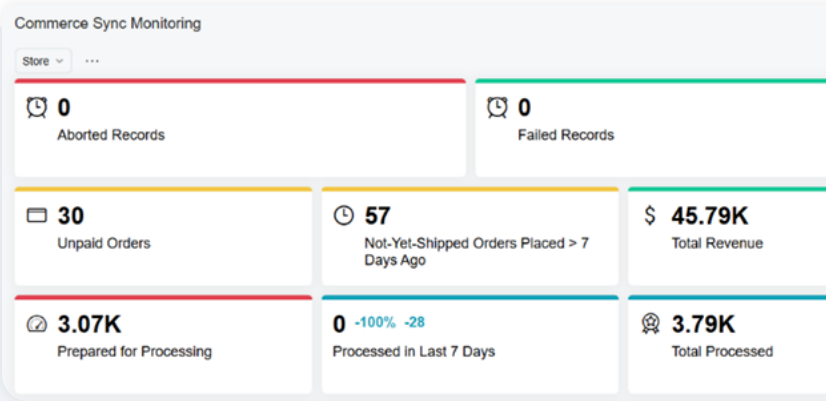
Warehouse Management

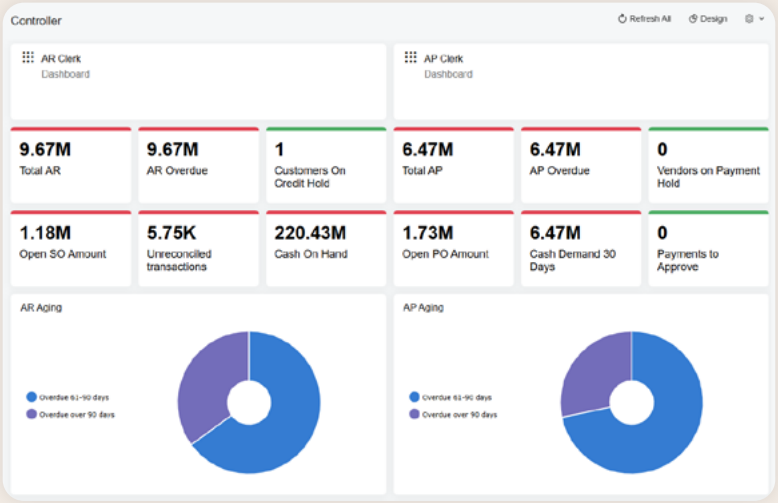
Acumatica's warehouse management enhances efficiency with mobile access, barcoding, and automated workflows for picking, packing, and shipping. Real-time tracking, barcode scanning, and guided workflows speed up fulfillment while reducing errors. Seamless shipping integrations ensure fast order processing, keeping customers happy. Whether managing one warehouse or a complex network, Acumatica provides the agility and visibility to keep operations running smoothly.



Commerce & Point of Sale

Acumatica's native integrations with Amazon, Shopify, and BigCommerce enable you to connect your digital commerce storefront with Acumatica's financials, inventory, product information, and fulfillment—in real time. Expand brick-and-mortar showroom sales with applications for counter sales and will-call orders connected to cash registers, receipt printers, barcode scanners, and credit card terminals.



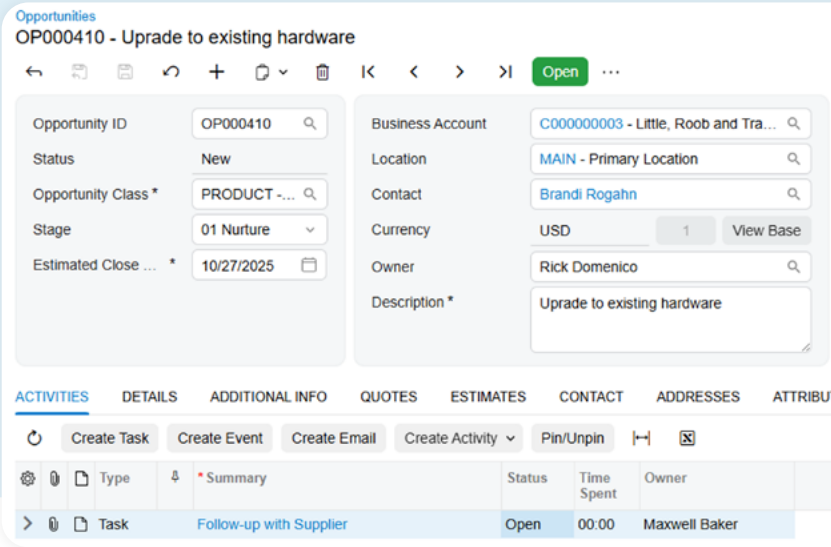


Financial Management

Simplify accounting, automate invoicing and payments, and ensure accuracy effortlessly. Make smarter decisions with real-time insights from intuitive dashboards. Streamline approvals and cash management to boost efficiency and reduce errors. Manage expenses, track profitability, and optimize budgets with tools that keep you financially agile and positioned for success.

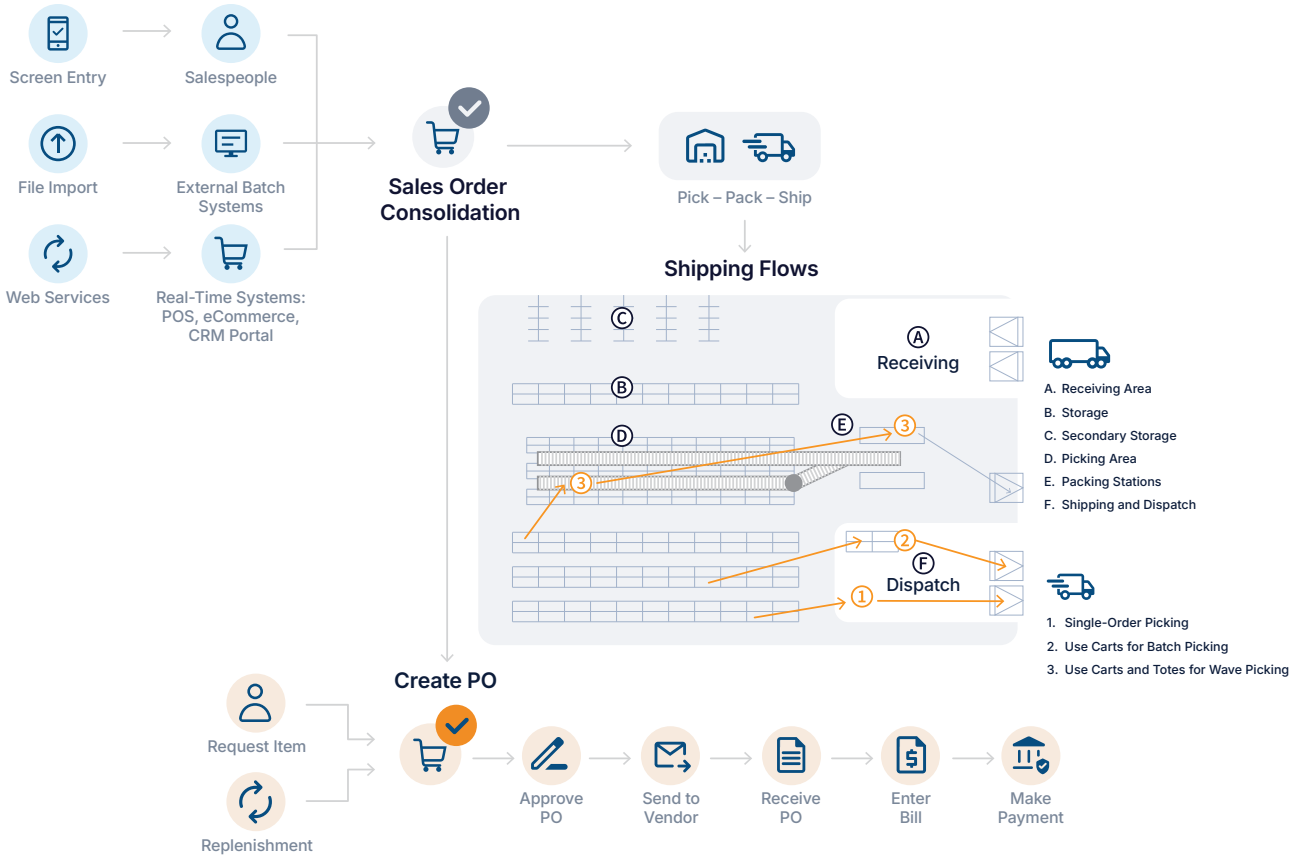
CRM

Acumatica's CRM automates marketing, streamlines sales, and simplifies customer support. Boost engagement, close deals faster, and resolve issues efficiently—all with full visibility into customer interactions to strengthen relationships and drive growth.



Automate Q2C, P2P, and Warehouse Workflows

Accelerate cash flow with automated quote-to-cash features for faster quoting, approvals, invoicing, and collections. Utilize time-phased planning and replenishment tools to optimize purchasing decisions and streamline the procure-to-pay process. Source products with vendor requisitions and apply AI-driven workflows to reduce manual work, improve accuracy, and track vendor performance. Embedded WMS with barcode scanning and real-time inventory visibility accelerates fulfillment and minimizes errors.



10,000+
Valued Customers

180M
Transactions Every Month

97%
User Satisfaction Rating

700+
Dedicated Employees

Last-Mile Features Designed for Your Industry

Acumatica's distribution capabilities adapt seamlessly to your unique business model, whether you're a single-site distributor or a multi-warehouse operation with hub-and-spoke distribution centers. Configure industry-specific workflows and automation rules that align with your distinct sales channels and fulfillment processes. Harmonize inventory availability between internal sales reps and business or consumer orders from your online storefronts or marketplace listings.


Eagle Fence Distributing | Acumatica Customer

Agriculture and Nursery Products
farm supplies, animal products, seeds, plants

Automotive and Transportation
vehicles, trailers, motorcycles, planes, boats

Chemicals, Plastics, and Coatings
gases, fertilizer, adhesives, paint, plastic resin

Commercial and Professional Supplies
salon and restaurant, funeral, firefighting supplies

Electrical, Electronics, and Technology
computers, components, lighting, appliances

Equipment and Machinery
professional, commercial, industrial, construction

Fashion, Apparel, Jewelry
clothes, footwear, fabric, leather, jewelry

Grocery and Alcohol
food, ingredients, pet food, coffee, beer, wine

Hardware, Plumbing, and HVACR
fasteners, hardware, plumbing, heating, valves

Health, Beauty, and Medical
drugs, vitamins, cosmetics, health supplies, cannabis

Home Goods and Furnishings
furniture, bedding, flooring, decor, kitchenware

Hospitality and Leisure
lodging, eating & drinking, theaters, parks

Industrial and MRO Supplies
parts, cutting, abrasives, tools, packaging

Janitorial and Sanitation
soap, cleaners, detergents, mops, brooms, toiletries

Lumber and Building Materials
lumber, windows, doors, shingles, siding, tile, flooring

Metals and Minerals
steel, metal, coal, stone, glass, concrete, minerals

Paper, Publications, and Cards
stationery, books, greeting cards, playing cards

Petroleum Products
oil, gas, propane, natural gas, kerosene, lubricants

Toy, Hobby, and Sporting Goods
toys, games, bicycles, hobbies, sporting goods

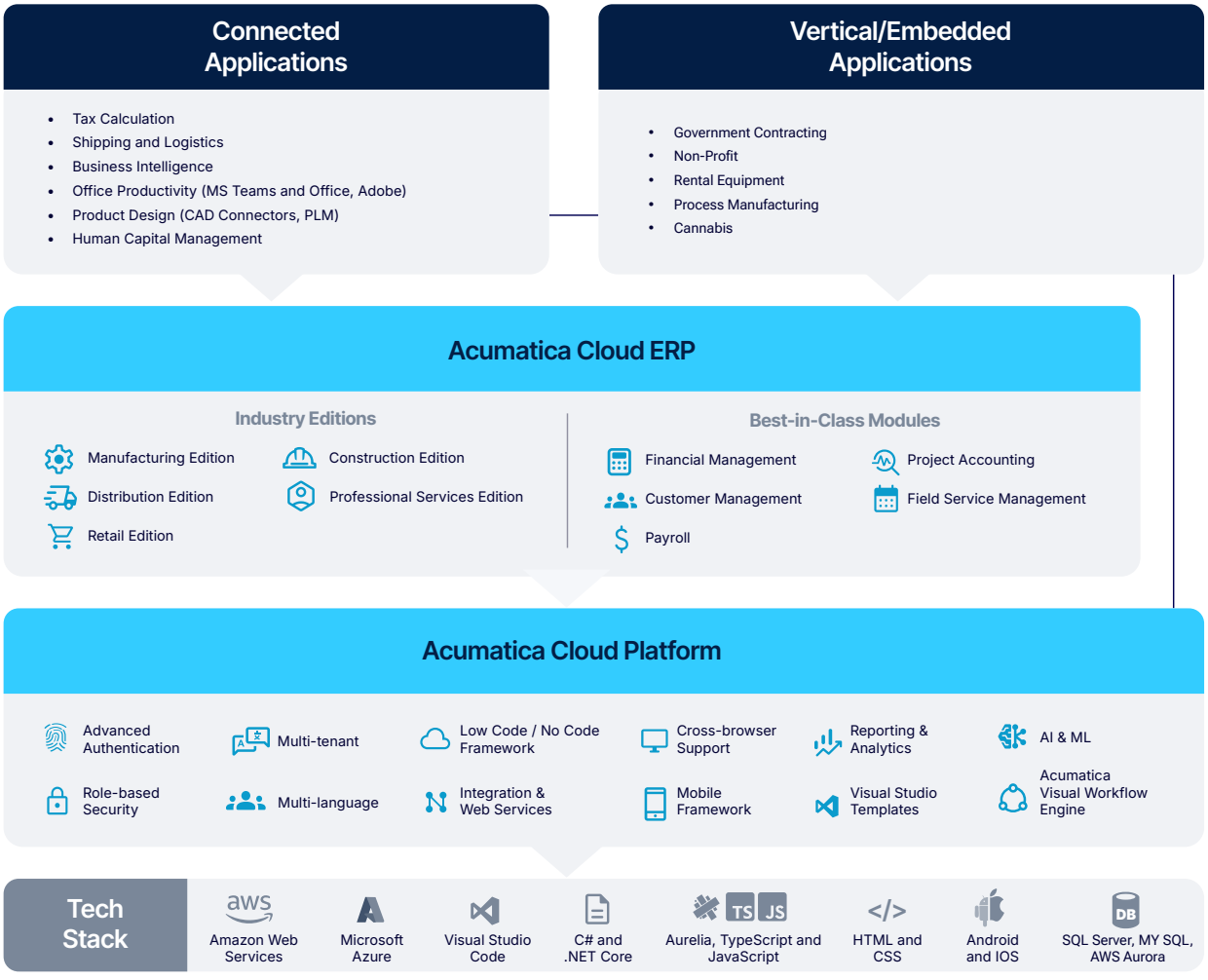
Other Retail
musical instruments, signs, art supplies, brushes

The Adaptable Acumatica Cloud ERP Platform

The Acumatica Cloud ERP platform is built on the world's best cloud and mobile technology, providing the tools business users need to reimagine an interconnected world.

The architectural framework and application development platform leverage new technologies with user-driven feedback, empowering business users to tailor the system with role-based security and low-code and no-code customization tools for a personalized ERP experience. Developers can easily customize and extend the application to meet unique business and industry requirements.

Acumatica allows users to modify workflows, rearrange screens, customize reports, build dashboards, and tailor the system without writing code. Transform your business, collaborate across departments, and prepare for growth with a business management platform that adapts to your evolving needs.



Manage your Entire Business with a Modern and Holistic ERP Solution Tailored for Every Need

Financials

General Ledger
Accounts Payable
Accounts Receivable
Deferred Revenue
Recurring Revenue
Cash Management
Tax Management
Bank Feeds
Fixed Assets
Payments
Payroll Management
Currency Management
Global Financials
Multi-Entity/Intercompany
Time Management
Expense Management

Business Insights

Acumatica Reports
Generic Inquiries
Role-Based Dashboards
Microsoft Power BI
Business Events

Wholesale Distribution

Inventory Management
Sales Orders
Purchase Orders
Purchase Order Requisitions
Warehouse Management (WMS)
Distribution Requirements Planning

Manufacturing

BOM and Routings
Production Management
Material Requirements Planning
Advanced Planning & Scheduling
Product Configurator
Manufacturing Estimates
Engineering Change Control
Arena Connector

Professional Services

Project Accounting
Project Management
Progress and Milestone Billing
Resource Management
Contract Management
CRM Service and Support
Field Reporting and Mobility
Time Management
Expense Management

Retail & Sales

Amazon Connector
Shopify POS Connector
Shopify Connector
B2B on Shopify Connector
BigCommerce Connector
Sales Orders
CRM Marketing and Sales
Customer Portal

Construction

Construction Financials
Cost Projections
Progress Billing
Construction Payroll
Job Cost Accounting
Project Management
Field Service
Equipment Management
Compliance
Change Management
Material Management
Preconstruction

Other Industries

Agriculture, Forestry, & Fishing
Banking and Finance
Communications & Utilities
Educational Services
Equipment Rental
Healthcare
Non-Profit & Membership
Oil, Gas, and Mining
Process Manufacturing



Curran | Acumatica Customer

Acumatica – Different by Design

Acumatica is different by design and purposely built to help growing companies thrive in today's digital economy. Our industry-specific business management software features intelligent workflows and market-leading usability that enable companies to manage risk, anticipate disruption, and seize new opportunities. Our principled business practices, growth-friendly licensing, and flexible deployment options put organizations in control of their future.

We recognize that no business succeeds alone, and that's why Acumatica is more than a product—it's a thriving community of partners, customers, and creators committed to delivering technology that enables tomorrow's leading companies to innovate, collaborate, and grow on their terms.

Customer Bill of Rights

- Clear fee structures without surprises
- Consumption-based license fees
- Always-free educational resources
- Adapt and customize to your needs
- Freedom to choose partners and providers
- Fair pricing without long-term commitments
- Own and access your data, now and always
- Deployment freedom on a public or private cloud
- Comprehensive security for access, data, and devices
- Open platform with APIs for rapid integration

+33
Industry-Leading Net Promoter Score

240+
Independent Software Vendors

350+
Global Channel Partners

1
Unique, Singular Product Focus

Connected Retail and Supply Chain Apps



"Acumatica handles inventory so much better than our old system. This is a big time savings for us to see live inventory availability across our three different locations and not have to resort to various spreadsheets or wander through our yards of products like we did before."

– Steve Slaughter, President/CEO, Frederick Block, Brick & Stone

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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