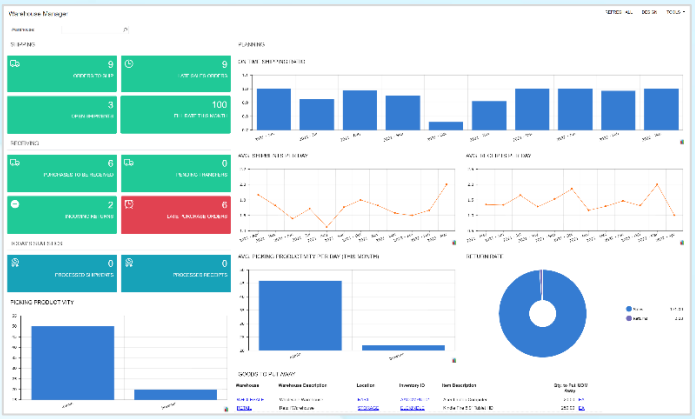
Acumatica
The Cloud ERP

Accordant



Distribution Edition

Integrate and automate the entire quote-to-cash cycle and make smarter wholesale business decisions with a complete, connected, and mobile distribution ERP application on a future-proof cloud platform.

- **Inventory Management**
- **Sales Orders and Quotes**
- **Purchase Orders and Requisitions**
- **Warehouse Management (WMS)**

Key business benefits

- Automate warehouse transactions with directed picking, packing, and shipping on mobile devices or ruggedized scanners.
- Reduce order times and minimize costs by optimizing the way you quote, enter, and fill orders.
- Sell more with item substitutions, up-sell, and cross-sell suggestions.
- Expedite order entry with pre-defined default values.

Related resources

- Why Distributors Choose Acumatica > LEARN MORE
- Simplified Item Management with Acumatica > LEARN MORE
- Schedule a Personalized Demo > LEARN MORE

Manage Orders, Track Inventory, Improve Purchasing, and Automate Warehouse Processes

Determine profitability by warehouse, product line, location, or business unit, while reducing costs across your entire supply chain. Acumatica Distribution Edition includes Sales Order Management, Advanced Inventory, Requisition Management, Purchase Order Management, and Advanced Financials. In addition, it is fully integrated with Warehouse Management (WMS), CRM, Manufacturing, Field Service, and Project Management for visibility across your entire organization.

IMPROVE CUSTOMER SATISFACTION, MINIMIZE COST

- **Reduce order times.** Eliminate delays through automated sales order processing and shipping order generation. Set defaults to manage multiple warehouses, returns, credit limits, drop shipments, and more.
- **Employ multiple valuation methods.** Value your inventory using standard cost, moving average, FIFO, and item-specific methods.
- **Integrate with CRM.** Convert CRM opportunities to sales orders without re-entering pricing and discount information. Customer service can locate orders to verify shipping and delivery status.
- **Streamline item management.** Create products fast with matrix items using item attributes such as color, size, and style to generate hundreds of unique stock items with matrix views to expedite purchasing and sales order entry.

"Acumatica is future-proofed. I'll be surprised if there ever comes a time in 5 to 10 years where I will say, 'Oh gosh, Acumatica can't do that…I know if we want to expand with more warehouses, I can easily do it; if we want to expand to new countries, I can do it easily with Acumatica."

–Jo Young, Managing Director, Additive-X

> CUSTOMER STORIES

Requisition Management

Optimize how you gather requests, obtain bids, create and approve quotes, manage purchases, and fulfill orders for internal or customer needs.

Customer Notification

Email customers when their sales order status changes, provide shipment tracking numbers, and automate other notifications.

Inventory Bin/Location Control

Create a warehouse structure using inventory bins and location controls. For each warehouse location, specify the types of items and transactions that are allowed, the picking priority, and the items' cost. Empower warehouse workers with paperless, directed picking, and prioritized picking queues.

Inventory Lot and Serial Numbering

Track inventory by lot or serial number. Lot and serial numbers can be assigned or manually entered when receiving, issuing, or assembling inventory items. In addition, serial numbers can be linked with item-specific valuation methods.

Kitting and Disassembly

Build kits to stock or to order. Require fixed components or allow component additions or substitutions during assembly. Optionally disassemble kits if components are needed.

Inventory Transfers, Counts, and Adjustments

Track goods in transit between warehouse locations using a Goods in Transit GL account, conduct physical inventory counts to ensure inventory accuracy, and enter inventory adjustments to modify stock levels when needed.

Purchase Order Automation

Acumatica generates purchase orders based on inventory levels and replenishment algorithms. Orders are placed with the vendor that best meets price and delivery time requirements.

Partial and Consolidated Receipts

Track when purchase orders are entirely or partially received. Consolidate orders from multiple purchase orders into a single receipt. Enter multiple bills for a single receipt.

Sales Order Discounts and Promotions

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

Blanket Orders

Simplify long-term customer and vendor contracts with blanket sales and purchase orders.

Counter Sales / Mixed Orders

Process sales and returns on a single sales order to streamline walk-in warehouse counter sales and returns where customers may buy and return products at the same time.

Workflow and Approvals

Create workflows for sales and purchase orders based on the order type, vendor details, discount or order amounts, and more.

Cross-Company Transactions

Streamline cross-company buy-sell transactions by automatically creating a sales order in one company from a purchase order in another company. Cross-company transactions generate the purchase receipt in the buying company from the shipment in the selling entity and the sales invoice in the selling company when the bill is created in the buying company.

Item Suggestions

Boost sales with item substitutions, up-sell recommendations, and cross-sell suggestions.

Side Panels

Distribution side panels provide users with direct access to customers, vendors, items, and order details for orders, invoices, shipments, receipts, stock and non-stock item maintenance, kit assembly, and template item maintenance.

Inventory Insights

Gain insights into inventory turnover, ABC ranking, and movement (velocity) based on historic sales and usage.

Pre-Defined Roles

Streamline system setup with pre-defined user security roles and access rights for sales, purchasing, and inventory.

Shipping Integration

Get up-to-date freight costs for each shipment your company handles, print carrier labels, and track shipments using the carrier's tracking numbers. Integration for rates, destinations, and services is available in the U.S. only.

User-Defined Labels

Create custom 2D and 3D labels in multiple sizes and orientations with part numbers, lot and serial details, expiration dates, and more with the connected Asgard Label application.

Quality Management

Ensure product quality with the optional Quality Management Suite (QMS). Define and perform quality tests during inventory receipt, shipping, kitting, production, or returns with certificates of analysis (COA), non-conformance (NC) tracking, and corrective and preventative action (CAPA) plans.

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.

Contact us today to get started: 973-887-8900 | accordantco.com

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