Acumatica
The Cloud ERP

Accordant

Fuel Digital Transformation with Rapid Integrations

eBook

In this eBook, you will learn about achieving end-to-end integration across multiple sites, business applications, and processes without extensive programming.

Gain Resiliency and Optimize Operations on a Future-Proof Platform

Organizations invest heavily in technology to power their business only to discover their infrastructure cannot deliver long-term efficiency and scalability. Employees struggle with disjointed business processes that increase manual errors and jeopardize customer service. As a result, they pursue digital transformation to streamline end-to-end operations and prepare for future challenges.

Digital transformation eliminates functional silos by integrating external and internal systems into a centralized technology stack and providing real-time insights for deep analysis. Without integrated systems, organizations cannot uncover insights from different systems or connect related workflows to drive growth. Further, disconnected applications create error-prone manual processes that proliferate throughout the organization.

PERSONALIZED ERP DEMONSTRATION

Answer a few questions to configure a customized demonstration of Acumatica.

LAUNCH DEMO >

NATIVE INTEGRATIONS EXTEND INDUSTRY EXPERTISE

Companies often waste substantial time and resources building and maintaining integrations. Instead, they can choose from an abundance of native integrations. For example, Acumatica offers 80 native integrations to leading hardware, software, and services, from sales tax and project management to shipping and barcode scanners, enabling organizations to consolidate data and connect workflows on one intuitive platform without coding.

Companies can implement an industry-specific ERP complete with native integrations to related hardware and software, such as Acumatica Construction, Distribution, Manufacturing, and Retail Commerce editions. In addition, they can easily tailor Acumatica industry editions to centralize daily operations and conduct long-term planning.

ACUMATICA MARKETPLACE PROMOTES INTEROPERABILITY

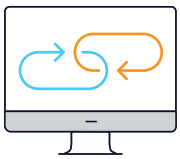
Businesses can take advantage of certified integrations on the Acumatica Marketplace and choose from nearly 300 pre-built hardware and software integrations that extend ERP functionality for specific business needs.

Acumatica certifies Marketplace integrations, ensuring compatibility with updated versions of the core ERP system.

OPEN ARCHITECTURE EMPOWERS CONNECTIONS

Acumatica gives companies the flexibility to expand their ERP application beyond native integrations. The open architecture and contract-based APIs represent cornerstone integration components optimized for performance and built to support upgrades without service disruptions. In addition, Acumatica's import and export scenarios let users effortlessly transfer large amounts of data without coding.

The ERP platform provides an ideal framework for centralizing corporate technology stacks while delivering real-time data transfer and end-to-end visibility on an intuitive user interface. Furthermore, Acumatica's mobile framework and responsive design enable remote users to conduct business anywhere at any time.



Rapid Integrations Help Organizations Transform their Businesses

Instead of transforming the business, new applications often hinder growth by adding complexity and inhibiting transparency. Data integrity wanes as information silos emerge. Meanwhile, integrating new systems proves challenging and resource-intensive.

OVERCOMING DIGITAL TRANSFORMATION CHALLENGES

Acumatica alleviates integration challenges with a modern xRP platform built for rapid integrations with minimal development efforts.

"Acumatica was attractive as it allowed me to easily integrate with the custom solutions that gave me a strategic advantage, and it dealt with the standard ERP transaction processing in a way that could support my global operations."

– VLADIMIR SERAFIMOV, CEO & PRESIDENT, AIMTEC

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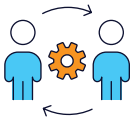
START WITH A STRONG FINANCIAL FOUNDATION

Acumatica delivers a solid financial foundation. The financial solution provides a holistic system of connected applications, encompassing core accounting functions, such as general ledger, accounts payable, accounts receivable, and cash management. Advanced financial applications include deferred and recurring revenue, automated bank feeds, time and expense management, fixed assets, project accounting, and payroll. In addition, every Acumatica application connects seamlessly with this core financial management suite, which provides real-time financial reporting and analysis and supports specialized applications in industry editions.

COMBINE RELATED WORKFLOWS ACROSS THE BUSINESS



Organizations can harness the power of modern technologies without inhibiting transparency since Acumatica seamlessly connects related workflows across different systems and departments. For example, users can automate data capture with embedded barcode scanning and optical character recognition (OCR) for improved data accuracy. Plug-and-play integrations enable users to utilize external software features without toggling between applications or performing redundant tasks. In addition, embedded artificial intelligence with machine learning automates and improves processes without human intervention.

CENTRALIZE DATA TO INCREASE ACCURACY

Acumatica's modern cloud platform and flexible configuration options empower companies to adapt technology to the way they conduct business. The open platform facilitates smooth transitions for newly integrated systems, enabling companies to migrate large amounts of data to the ERP without extensive software development. Streamlined processes improve customer experience and employee engagement while reducing data inaccuracy and costly errors. Furthermore, consolidating ERP data with external information provides a cohesive data warehouse for advanced business intelligence and real-time analytics, supported by native apps like Microsoft Power BI.

Building Blocks for Rapid Integrations

Integrating new hardware and software into on-premises systems is cumbersome, costly, and rarely seamless. Although cloud-based platforms offer more flexibility, many require extensive development for even simple integrations. Custom, one-off integrations often prove expensive to maintain.

"We were incredibly excited about Acumatica Cloud ERP software, chiefly because it would enable the Acumatica-Box integration. We wanted our users to spend most of their time in Acumatica while still getting the benefits of Box in a seamless, integrated experience."

– EHREN DIMITRY, PRESIDENT AND CEO, PANOVA (FORMERLY AME)

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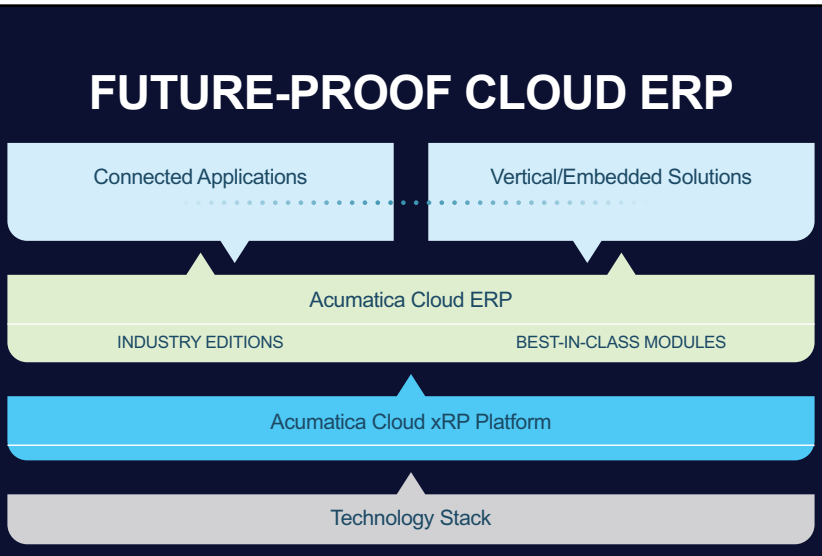
Acumatica xRP Platform

Acumatica's robust and flexible integration services enable organizations to efficiently exchange data with diverse systems, capitalizing on modern technologies often without programming. The open architecture rapidly incorporates new systems into the centralized tech stack, from third-party applications and modern technologies to legacy systems. The platform can also connect with hardware, such as printers, cash registers, receipt printers, barcode scanners, robotics, carousels, and credit card terminals.

The Acumatica xRP platform is a versatile architectural framework and application development platform that empowers developers to customize the system to their business needs. Built on the world's best cloud and mobile framework, Acumatica provides tools for reimagining business applications in an interconnected world. The platform's open nature simplifies API development so organizations can efficiently connect different systems to the ERP framework.



"As software developers, we found Acumatica's technology to be elegant, adaptable, and stable. In the era of cloud computing, you do not want to select technology that is decades old."

– AURI KOSTAMA, HEAD OF FINANCE & ADMINISTRATION SMARTTRADE TECHNOLOGIES

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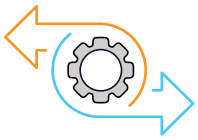

Data Transfer Strategies

Acumatica relies on two primary mechanisms to facilitate data transfer. Data transfer strategies include Web Services Application Programming Interfaces (APIs) and Data Exchange Services. Both techniques use common Acumatica business logic to ensure data consistency no matter how data is entered or transferred from external applications. They also enforce the same business logic when users manually enter data through a browser-based interface.

WEB SERVICES APIS

Web services APIs and webhooks facilitate real-time data connectivity and bi-directional data exchange with web-based systems. Since Acumatica deploys contract-based default APIs, it ensures upgrades (minor or major) will not affect the integration. Each web service API is fixed and does not change during system customizations, localizations, or enhancements. In addition, users can extend default APIs to include various data elements, like custom fields, to support specific functions.

Acumatica's open-source standards allow companies to build interfaces and transfer data with web-based systems. For example, they can use REST or SOAP APIs to connect people, information, processes, equipment, and ideas with modern technologies, such as cloud computing, big data, robotics, artificial intelligence with machine learning, and the Internet of Things (IoT). The modern REST and SOAP APIs enable organizations to build integrations with external systems much more efficiently than more antiquated XML-based interfaces. Acumatica also supports industry standards, like OAuth 2.0, for authorizing external applications.

DATA EXCHANGE SERVICES

Data Exchange Services support batch data migrations. Import and export scenarios perform one-time or scheduled data migrations. By transferring large batches of data, these services efficiently assimilate new acquisitions into the centralized platform without coding. Data Exchange Services can also perform periodic data imports, such as updated vendor catalogs. Unlike manual imports, Data Exchange Services maintain data integrity by intelligently consolidating and validating information while removing redundant data and error-prone processes.

Discover Why General Business Industries Depend on Acumatica for their Success

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Integration Spotlight

CURRAN YOUNG CONSTRUCTION

Curran Young Construction wanted an intuitive ERP system with robust integrations and real-time insights. They needed the new platform to seamlessly connect with ProCore Construction Management software and provide remote access to workers.

“Having a solution that can communicate with other tools was a must,” said Bruce Young, President and Co-Founder of Curran Construction. “In construction, there are a lot of pieces and moving parts, multiple vendors and subcontractors, and different expenses and financial controls that need to be tracked and communicated in multiple places. Integration is essential.”

Acumatica’s integrated functionality and ease of use helped Curran Young save time and boost productivity.

“It was a logical choice—with Acumatica, we can communicate and integrate with other tools easily, which is a big plus as we use tools like ProCore, Excel, ProEst, and Building Connected,” Young said. “Once we made a decision to go to the cloud, other software couldn’t compare to Acumatica’s Construction Edition. I’m saving 30 to 35 percent of my time.”

Curran Young can now add industry-specific applications without upgrading its platform. For example, the seamless data transfer between ProCore and Acumatica facilitates collaboration between remote field operations and internal office staff to ensure project delivery schedules and budgets.

“In Acumatica, it’s easy to find a project and much faster to switch tasks than any other software I’ve used,” Young adds. “Navigation is just a click of a button, and information is now all in one place. I don’t need to change applications to approve different items. Because of that, I’m less likely to have something fall through the cracks.

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Extending Best-in-Class Services to Leading Industries

Limited, disconnected, and aging technology platforms prevent many organizations from streamlining processes and embracing specialized, modern applications. As a result, employees in rapidly growing companies struggle to force-fit specialized requirements into an agnostic platform while juggling divergent responsibilities.

Acumatica enables organizations to centralize business applications, even industry-specific ones, on one platform. For example, distributors can easily connect electronic data interchange (EDI) software while manufacturers frequently need to capture data from machine interfaces.

"If you want a modern forward-thinking ERP that's easy to implement, flexible, and a joy to use, put Acumatica on your evaluation shortlist . . . 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

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Acumatica Industry Editions

CONSTRUCTION EDITION enables a 360-degree view of the business anytime from any device. The edition provides built-in business intelligence and leading construction management and estimating programs, as well as robust financials, CRM, and job cost accounting. For example, it seamlessly integrates with:

- **ProCore-built connector** presents a complete and real-time view of project data and finances. Whether in the field or the office, users can share vendor, project, budget, commitment, change order, and project profitability data with one click.
- **ProEst integration** lets users manage specialized construction estimates. The estimating platform streamlines the pre-construction process, providing best-of-breed pre-sales capabilities.

DISTRIBUTION EDITION boosts sales, automates warehouse operations, optimizes inventory, and streamlines purchasing for inventory-centric businesses. Commerce, point of sale, and field service applications extend Acumatica for distributors selling online or providing installation services. Companies can also exchange data with industry-specific applications for fashion, home goods, electronics, health and beauty, and more. For example:

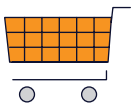
- **Direct store delivery (DSD)** applications connect Acumatica with stores, enabling organizations to track and manage business operations, sales, taxes, and more from their ERP.
- **Electronic data interchange (EDI)** enables companies to manage transactions, like purchasing and invoicing from Acumatica.
- **With bidirectional data integration, shipping applications** connect seamlessly to Acumatica for small parcel, less-than-truckload (LTL), or truckload (TL) shipments.

MANUFACTURING EDITION supports make-to-stock, make-to-order, batch process, and project-centric manufacturers. An extensive suite of connected business applications provides unparalleled manufacturing depth for production, estimating, engineering, material planning, scheduling, product configuration, and manufacturing data collection. Manufacturers can also connect Acumatica with hardware, including robotics, carousels, and machine interfaces.

Popular integrations include:

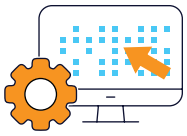
- **Product Lifecycle Management (PLM)** harmonizes the engineering bill of materials with the manufacturing bill of materials in the ERP application.
- **Quality Management** applications built exclusively for Acumatica improve compliance with ISO, government, and customer quality requirements, providing flexible testing and quality data analysis on a unified platform.

RETAIL-COMMERCE EDITION connects the storefront with a back-office system. The solution establishes bi-directional connections to customer-facing eCommerce sites, marketplaces, and POS devices. In addition, customers enjoy a consistent experience across all sales channels with full integration between online, mobile, kiosk, and in-store service. Retailers can pull data from hardware and software systems, from credit card terminals and barcode scanners to native storefront applications like Shopify for business-to-consumer (B2B) and Big Commerce for business-to-business (B2B) online storefronts.



- **Specialized Commerce Storefronts** are easily connected through Magento, WooCommerce, commerce marketplaces, and more marketplace applications.
- **Point of Sale** application integration is provided through Shopify POS, 1Retail, Fusion, Centara, and other certified retail applications.

GENERAL BUSINESS EDITION provides unparalleled breadth across an extensive accounting, sales, project, case, and customer management application suite. Advanced financial features for project accounting, policy management, billing, asset depreciation, and payroll provide a holistic system for growing businesses. Embedded CRM with case management boosts sales and customer support. Organizations can connect to third-party applications for business intelligence and analysis, sales tax calculation, and more, such as:



- **Budgeting and Planning:** Crestwood's Advanced Budgeting combines Acumatica functionality with the ability to use sub-ledgers to create, modify, and update all budget criteria and drill down for details.
- **Human Resources:** Acumatica offers integrations to several HR management systems available through the Acumatica Marketplace.
- **Sales Commissions.** AcuSalesperson Commission Processing tracks commissions salespeople earn for processed sales transactions.
- **Exchange Rate Retrieval.** Acumatica's embedded Open Exchange Rate API automatically refreshes currency exchange rates by connecting with **openexchangerates.org**.
- **Industry Applications** support various market segments, including property managers, equipment rental, non-profits, government entities, hospitality, healthcare, and other business sectors.

"Together, Acumatica and BigCommerce are considered a "single package solution . . . The connector is a native interface that integrates BigCommerce web stores with financials, inventory, operations, and reports running on Acumatica. To further support the partnership, Acumatica Retail-Commerce Edition enables merchants to manage products, orders, customers, inventory, shipping, suppliers, and accounting in a single place." IDC Analysts*

*Source IDC Whitepaper: Better Together: *SaaS Digital Commerce Platforms and ERP Help Organizations Grow Past Legacy Limitations*

Integration Spotlight

PREMIER 1 SUPPLIES

Premier 1 Supplies has provided electric fencing and netting, sheep and goat supplies, clippers and shearers, ear tags, poultry products, and expert advice to livestock farmers for over 40 years, using traditional mail-order catalogs and websites to market products.

Their legacy on-premise ERP system could not keep up with their evolving needs. Instead, they wanted a modern ERP platform to better support and secure its growing operation.

“We hunted far and wide for B2C solutions but only found pieces of the whole of what we needed,” said Ben Rothe, General Manager and CEO of Premier One Supplies Rothe. “We’re a high-volume B2C company and were finding that a lot of companies like us resort to heavy customization since it can be difficult to find everything needed. I did feel like we were in this mid-sized wasteland where there’s not a B2C ERP out there.”

They chose Acumatica for its ability to support Business-to-Consumer operations.

“We were closely aligned with Acumatica and felt its open APIs would allow me to make customizations myself. I felt like we were starting with more of an out-of-the-box ERP than we would have with Oracle NetSuite . . . .”

Acumatica optimized operations and delivered data-based insights while cutting technology costs. The integrated enterprise improves customer support, streamlines workflows, and improves the shopper experience.

“Being able to access data and have the various departments working together in one system is a real benefit,” Rothe said. “If the warehouse has low inventory for an item, it is immediately exposed to purchasing to place the order for more. We now have real-time visibility to pertinent data.”

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Take Advantage of Proven Integrations

Integrating disparate systems should not consume substantial time and resources. Acumatica native integrations make connecting with diverse software and hardware systems easy.

"Avalara's sales tax integration has been really beneficial for us. We do business in 45 states, and we can now add additional state information quickly. That has been extremely helpful. I would have had to hire a full-time person just to handle the different sales tax scenarios, and now it's done in the background seamlessly. Acumatica's ability to push and pull data has been phenomenal."

– ANDY GALE, CHIEF FINANCIAL OFFICER & CHIEF OPERATING OFFICER LIVEVIEW TECHNOLOGIES, INC.

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Companies can connect Acumatica with 80 third-party systems using Acumatica native integrations, which provide specialized support for core business operations, like warehouse management. Acumatica combines multiple hardware and software technologies, such as barcoding, mobile, RFID, and voice communication, into a cohesive system that automates inventory transactions and movement.

Additionally, since Acumatica tests and maintains the integrations, companies can rely on seamless connections that will not break down during upgrades. They also receive a single source for technical support and simplified business processes.

For example, a native integration to Microsoft Teams fosters collaboration and enables employees to perform their work on one interface.

In addition, Acumatica's native integrations with BigCommerce and Shopify enable businesses to integrate their Commerce storefront with Acumatica's financials, inventory, product information, operations, reporting, and fulfillment—in real-time. The omnichannel approach helps businesses manage orders, pricing, sales, and more on one platform.

BigCommerce and Shopify integrations provide:

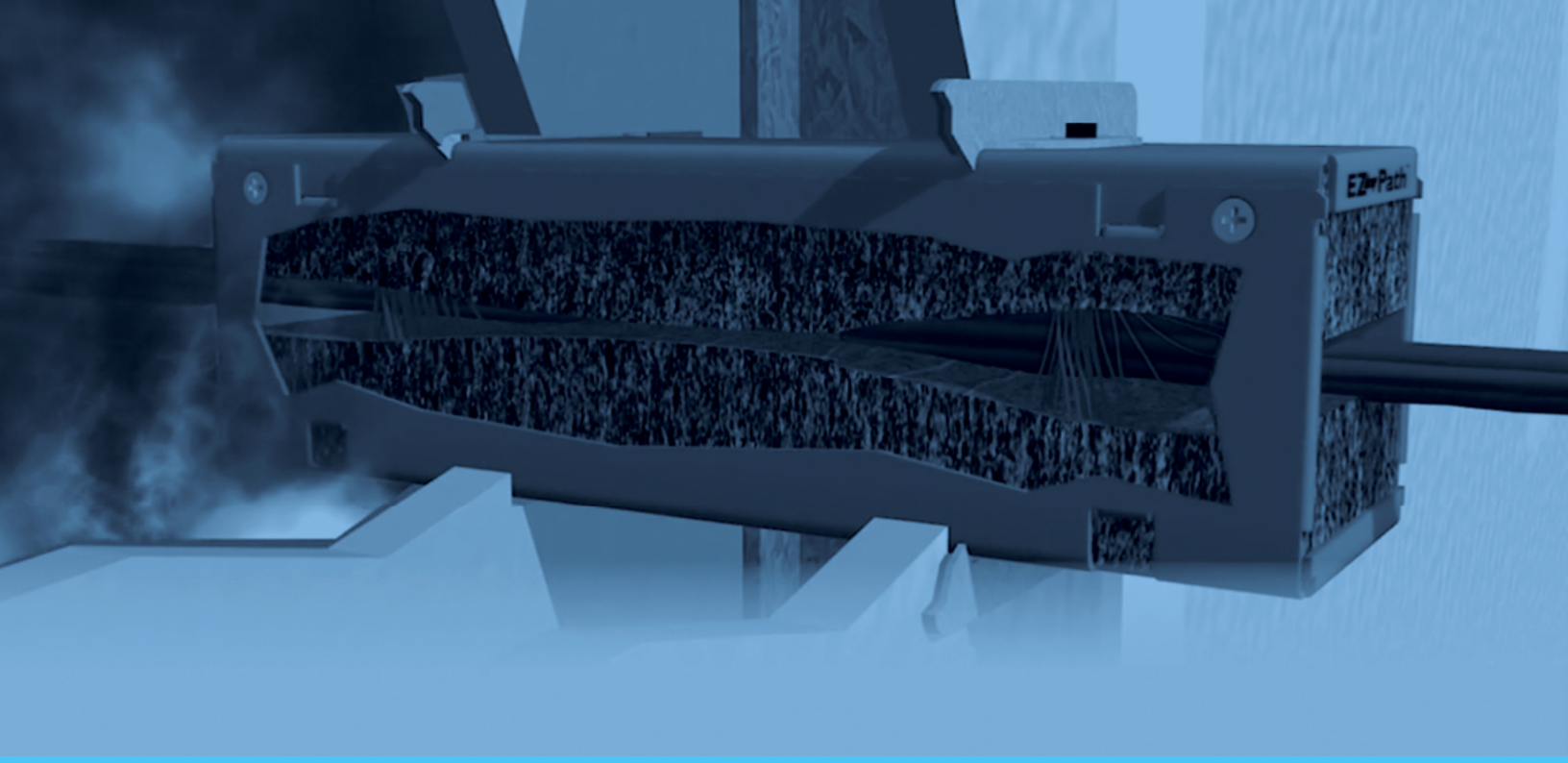
- **End-to-end visibility into the back office, eCommerce site, financials, warehouse, and inventory at all times**
- **Synchronized systems that improve efficiency and customer service**
- **Centralized access to inventory, sales orders, fulfillment information, and customer data**
- **Real-time communication that presents updated inventory and product information and ensures all sales orders are reflected in the financial and warehouse management system**

Summary of Acumatica Native Integrations

Acumatica offers native integrations that span multiple industries and functions. The following chart highlights the major functions and industries that Acumatica's native integrations support.

Acumatica Native Integrations by Industry or Function

Accounting	Advanced Billing	Assembly	Cannabis Management
Analytics	Asset Management	Bank Feed and Expense Receipts	Budgeting and Requisition Approvals
Collections Rebate Processing	Communications	Container Tracker Container Management	Credit Card and Point of Sale Processing
Document Management	Ecommerce	EDI	Electronic Signature
Email, such as MS Outlook	Equipment Rental and Maintenance	Expense Management	Finance
Fraud Protection	Food Service	Gift Card Processing	Inventory Management
Jewelry Business Software	Loan Management	Logistics and Shipping	Manual Process Automation
Marketing Automation	Microsoft Teams	Mobile	Non-profit accounting
Optical Character Recognition (OCR)	Payment Automation and Plug-ins	Payment Settlement and Reconciliation	PDF Annotator (Adobe)
Printing	Process Manufacturing	Property Management	Purchase Order Management
Rebate Processing	Repair	Rental Order Processing	Route Management
Sales Commissions	Sales Views (Amazon Sales)	Sales Tax Solutions	Shipping
Shop Floor	Supply Chain Planning & Execution	Specialized Calculations	Taxes
Route Optimization	Upsell	Warehouse Management	



Integration Spotlight

SPECIFIED TECHNOLOGIES INCORPORATED

Specified Technologies (STI) manufactures and distributes specialized equipment that helps construction firms put out fires fast. The provider of Firestop Solutions wanted a more robust and intuitive ERP system that they could easily customize. It also required mobile capabilities that provided seamless service to office and remote staff.

“Acumatica was easier to use, and up and comer, and aligned with our business focus on customer experience,” said Christa Peterson, Director of Finance & Accounting. “Acumatica gave us personal attention and demonstrated that they cared about learning our business rather than just marketing their solution. We are that kind of company too. We also thought (the product) was very intuitive.”

About 50 of the company’s 170 employees now use Acumatica. The Implementation was a smooth process and Go Live was almost a non-event thanks to the robust customer help Acumatica and its user base provide.

Acumatica streamlines operations while eliminating hours of work in financial reporting. The solution also helps STO plan manufacturing and deliveries while supporting third-party software.

“Acumatica provides all the fundamentals needed to run your business, so when you are ready to take the next step and expand or move into a new market, there are strong systems and processes in place to take that on. The integration with Tableau gives STI incredible visibility . . . the sky is the limit when we have all that information,” said Kevin Boyle, Director of Information Technologies at STI.

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Acumatica Marketplace of Established Integrations

Businesses routinely buy new technology to support their evolving needs. However, adding new systems poses substantial and often hidden risks. For example, if they cannot seamlessly connect to a centralized technology stack, the new applications will disconnect workflows and erode data integrity. As a result, companies often spend a lot of time and resources building custom interfaces.

The Acumatica Marketplace exemplifies Acumatica's commitment to openness by offering partners and customers access to certified integrations they can use to tailor their ideal system. Industry applications are available for government contractors, membership and non-profit organizations, rental, property management, professional services, and other industry segments. Take advantage of nearly 300 pre-built certified applications* spanning a comprehensive range of functions, including:

- **Enterprise asset management**
- **Human capital management**
- **Royalty processing**
- **Lease accounting**
- **Budgeting**
- **Business Intelligence (BI)**
- **Corporate Performance Management (CPM)**
- **Equipment rental and maintenance**
- **Logistics and shipping**

Acumatica consistently adds new integrations to the extensive third-party Marketplace of specialized functions. Customers and partners can search the Acumatica Marketplace to find solutions to meet their unique business needs.

*As of March 2022, the Acumatica Marketplace offers 272 certified integrated solutions.

"Now, in Assignar, when milestones are hit in the production process, it sends a call to Acumatica, and the financial team can see the information and invoice. We don't have to wait for paper or emails to move around the office. With Acumatica, we have a single source of truth that's actionable, which cuts down on errors, cuts down on confusion, and ultimately makes us more profitable."

– SHEL WAGGENER, PRESIDENT, AMERICAN ASPHALT

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Transform your Business with Rapid Integrations

Digital transformation promises to optimize operations and fuel growth. However, integration problems impede digital transformation. Organizations spend countless hours developing integrations while employees navigate multiple sets of data and manual processes.

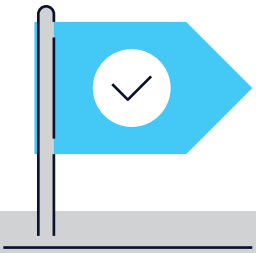
Acumatica provides rapid integrations to transform their operations and enhance competitiveness. The future-proof platform connects data in a centralized database and provides a real-time 360-degree view of each business area. Companies make better decisions faster. The open architecture and native integrations allow companies to connect software and hardware into the ERP platform.

Industry editions optimize operations and seamlessly incorporate diverse functions in construction, distribution, manufacturing, and retail commerce industries without programming. In addition, 80 native integrations extend functionality to specialized applications across multiple industries. The Acumatica Marketplace takes integration potential to new levels with nearly 300 pre-built integrations that can be deployed with little or no coding.

Customers can connect Acumatica to laboratory and hospital information management systems, fundraising applications, geographical information systems, SMS, scheduling, learning management, and more.

Organizations can extend interoperability by building bi-directional connections with contract-based APIs and connect systems without additional per-user license fees. Web service APIs enable them to develop integrations for exchanging real-time data with external systems. They can also use Data Exchange Services to transfer data in batches with little or no coding.

Acumatica's intuitive interface, integration capabilities, and modular design make it the ideal framework for hosting multiple technologies. Companies can adopt technology to support new markets and divisions, knowing they can integrate new systems into their ERP platform without extensive software development.



"The integration with Acumatica was the easiest, primarily because of the way Acumatica was structured. It made other platforms integration very seamless. The things you can do with Acumatica, you can't even imagine doing."

– RAHUL GEDUPUDI, CTO
KENSIUM SOLUTIONS

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.

Learn more about how Acumatica can work in your business by visiting us online at **www.accordantco.com** or calling us at **973-887-8900**.

Acumatica
The Cloud ERP

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