

# Distribution Edition

**COMPLETE, CONNECTED, MOBILE.**



“You often hear about the complexity of ERP systems. With Acumatica, I think we got the full capability of an ERP with the simplicity that allows not only me, but our entire sales force to take advantage of the system.”

**Dan Wilkins, President, Bell and Company**  
**Industry: Industrial and MRO Supplies**



# Complete Wholesale Distribution ERP

Acumatica Distribution Edition provides unparalleled distribution depth with an extensive suite of connected distribution applications for sales, inventory, purchasing, and warehouse management.

Increase sales with opportunity tracking and sales quotes.  
Reduce carrying costs and eliminate stock-out situations with robust inventory replenishment. Manage omnichannel returns and exchanges with an integrated ticketing system.

Automate processes, improve data visibility, boost warehouse efficiency, and reduce costs with unique midmarket distribution features. Embedded warehouse management (WMS) and

purchase order requisition applications reduce dependence on third-party applications.

Acumatica provides unique breadth with native document management, customer relationship management (CRM), project accounting, commerce, point of sale, expense management, payroll, and field service. A full suite of financial applications manages daily accounting tasks. Manage your entire business with powerful insights through configurable inquiries, personalized reports, role-based dashboards, and real-time business analytics.

*Automate and mobilize supply chain activities with a complete Distribution ERP built on a future-proof platform.*

“Acumatica has allowed us to be a better digital business. From sales to operations, from admin to C-Level executives, Acumatica allows us to have insight into data to make good decisions to grow our business in a powerful way.”





















**Bryan Papé, Founder and CEO, MiiR**  
**Industry: Furniture and Home Goods**





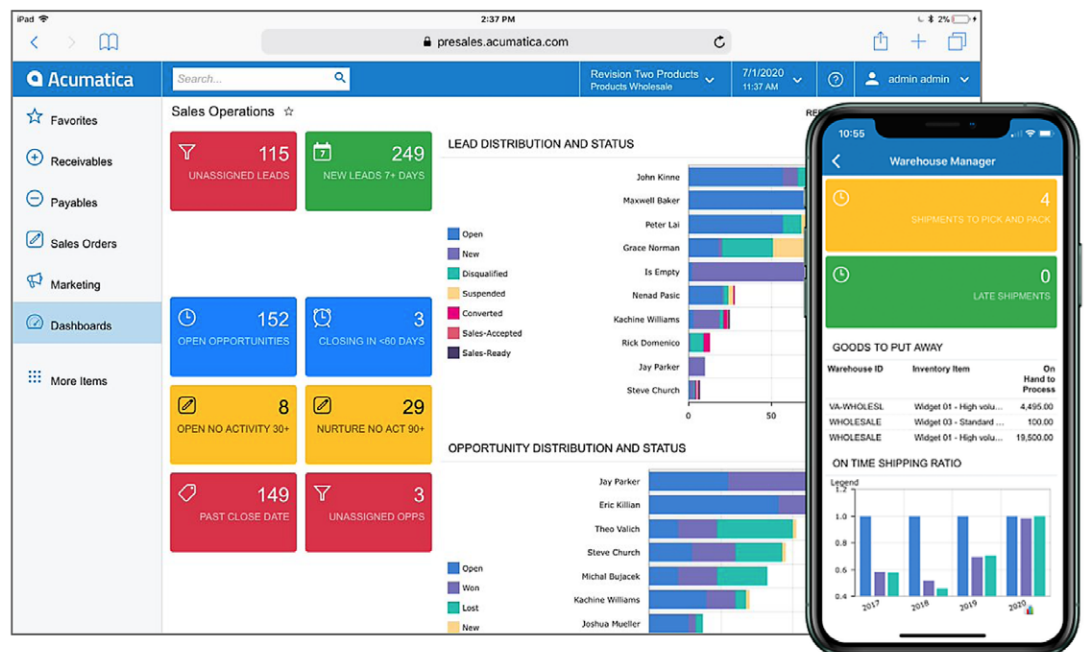
## Deep Industry Functionality

Thousands of distributors rely on Acumatica Distribution Edition. Simplify item and inventory management with matrix items, lot and serial tracking, and configurable unit of measure conversions. Boost sales with flexible pricing, promotions, and integrated CRM for marketing and sales automation. Powerful replenishment features optimize stock levels with increased inventory turns and lower carrying costs. Perishable inventory management is easy with lot expiration and first-expired-first-out picking. Delight customers with stock reservations, faster order processing, and streamlined fulfillment.

-  **Agricultural and Nursery Products**  
farm supplies, feed, animal care products, seeds, trees, plants
-  **Automotive and Transportation**  
vehicles, trailers, motorcycles, aviation, boats, components
-  **Chemicals, Plastics, and Coatings**  
gases, explosives, fertilizer, adhesives, paint, plastic resin
-  **Equipment and Machinery**  
professional, medical, commercial, industrial, construction
-  **Fashion, Apparel, Jewelry**  
clothes, footwear, purses, sewing, fabric, leather, jewelry
-  **Furniture and Home Goods**  
furniture, bedding, floor covering, home decor, kitchenware
-  **Grocery and Alcohol**  
food, ingredients, water, pet food, coffee, beer, wine, spirits
-  **Hardware, Plumbing, and HVACR**  
fasteners, hardware, plumbing, heating, cooling, valve fittings
-  **Industrial and MRO Supplies**  
replacement parts, cutting and abrasives, tools, packaging
-  **Janitorial and Sanitation**  
soap and cleaners, detergents, mops and brooms, toiletries
-  **Lumber and Building Materials**  
lumber, trusses, windows, doors, shingles, siding, tile, flooring
-  **Metals and Minerals**  
steel, metal products, coal, stone, glass, concrete, minerals
-  **Paper, Publications, and Cards**  
stationery, periodicals, books, greeting cards, playing cards
-  **Petroleum Products**  
oil, gasoline, propane, natural gas, kerosene, lubricants
-  **Pharmaceuticals, Cosmetics, and Medical**  
drugs, medicine, vitamins, cosmetics, medical supplies, cannabis
-  **Service Supplies**  
salon and restaurant supplies, funeral and firefighting supplies
-  **Technology Products**  
computers, electrical and electronic products, lighting, appliances
-  **Toy, Hobby, and Sporting Goods**  
toys, games, bicycles, hobbies, sporting goods, hunting, fishing
-  **Other Wholesale Distribution**  
musical instruments, signs, art supplies, brushes, tobacco
-  **Non-Distribution Industries**  
agriculture, forestry, fishing, mining, commerce, retail, non-profit

Access the entire Acumatica Distribution Edition application and enter transactions anytime, anywhere, from a browser, ruggedized scanner, or mobile device.

Gain actionable insights with interactive, configurable dashboards to monitor key performance indicators and manage exceptions swiftly to avoid supply issues.



# Embedded Warehouse Management System with Barcoding

Reduce errors and improve customer satisfaction with native barcode printing and scanning. Validate items processes for order fulfillment, put-away, physical inventory, and other inventory transactions. Ruggedized scanners or mobile devices support popular linear, 2D, and GS1 barcode formats.



## Extend Acumatica with Certified Applications

The Acumatica Marketplace is one of the leading communities of independent software vendors with integrated applications for budgeting and planning, electronic data interchange (EDI), equipment rental, quality control, logistics and shipping, container management, process manufacturing, and more.

“We are just scratching the surface of what the new WMS can afford us by replacing existing processes. We are looking forward to implementing new streamlined processes that have previously been unavailable to us such as confirming shipments at the time of pick and processing customer returns as soon as items are received at the dock all from the handheld devices.”

**Thomas Finney, IT Director, Shoebacca**  
Industry: Fashion, Apparel, Jewelry

## Discover Why Leading Distributors Rely on Acumatica for their Success

LAUNCH THE VIEWER





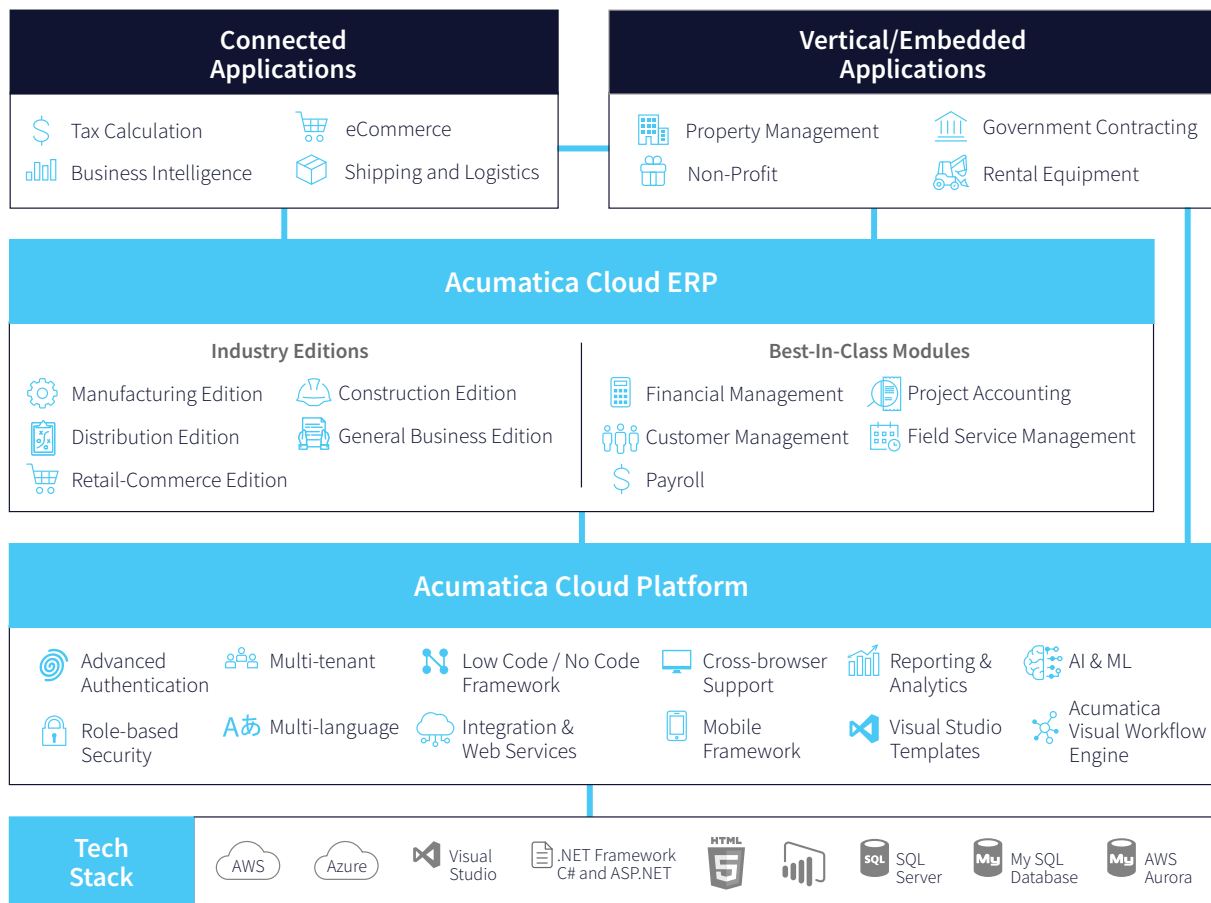
# Future-proof Cloud Platform Ready for Modern Technologies

Wholesale distributors demand a modern platform built for speed and extensibility to connect external systems and data.

The Acumatica xRP platform is a versatile architectural framework and application development platform that empowers distributors to tailor the software to the way they do business. Because Acumatica's ERP platform technology uses standard web technologies and

development languages, you can modify your business logic using the platform tools to connect to external applications with ease.

The platform is built on the world's best cloud and mobile technology. Leverage Open APIs to connect to the Internet of Things (IoT), to capture data in real-time through machine interfaces, and to automate your warehouse with robotics, carousels, and other modern technologies.



*The Acumatica xRP platform is more than just technology. It is the foundation distributors demand for the future. Visual workflows, embedded document management, multilingual translations and localization, mobile expense receipts, time management, and other platform-native features are included in the most resilient cloud ERP platform available for midmarket distributors. Acumatica Mobile Framework provides real-time access to data, and configurability without coding. It connects with mobile device features such as cameras for photos, microphones for voice notes, fingerprint recognition for security, GPS for location tracking, and more.*

## Distribution

# The Trusted Leader in Usability and Value

Acumatica's [Customer Bill of Rights](#) protects customers with an easy to understand End User License Agreement. It guarantees ERP implementations without hidden fees. The Bill of Rights outlines Acumatica's commitment to consumption-based licensing that does not inhibit growth. It provides sustainable pricing models with limited price increases, deployment choice, and consistent customer service access. Further, it protects customers' access to their data, anytime – even if they leave the Acumatica family.

Further, Acumatica is consistently [rated high](#) in both usability and value by industry analysts and users. Acumatica is ranked as a leader in the IDC MarketScape: Worldwide SaaS and Cloud-Enabled Midmarket Business ERP Applications. Advisory services provider Nucleus Research selected Acumatica as a market usability leader in their ERP Technology Value Matrix. The G2 user review site selected Acumatica as a Leader in the G2 Mid-Market Grid Report for ERP Systems. Acumatica maintains a near-perfect Overall User Rating on the Gartner Peer Insights report.

Leader in  
Midmarket Cloud ERP



Leader in Usability,  
ERP Technology Value Matrix



Leader in Mid-Market Grid  
Report for ERP Systems



Excellent  
Overall User Rating



Ranked a Champion in  
User Sentiment



### Acumatica by the Numbers:

**6,500** Valued Customers  
**180M** Transactions Every Month  
**97%** User Rating Satisfaction  
**300+** Dedicated Employees

**+33** High Net Promoter Score  
**200+** Independent Software Vendors  
**300+** Channel Partners  
**1** Unique Singular Product Focus

## Discover Your Potential ROI with the Forrester Total Economic Impact Calculator™

CALCULATE YOUR ROI







# Manage Your Entire Business on a Single, Future-Proof Cloud Platform

## Powerful and Comprehensive Features Provided by Acumatica Distribution Edition:

### Inventory Management

Replenishment Settings  
Matrix Items  
Physical Inventory  
Pricing, Discounts, Promos  
Customer and Vendor Items  
Packaging and UOM  
Shipments  
Kitting and Disassembly  
Inventory Valuation  
Perishable Inventory  
Lot/Serial Traceability  
Non-Stock Items

### Requisition Management

Convert to Purchase Order  
Predefined Request Lists  
Hide Inventory Lists  
Collect and Request Classes  
Create Customer Quotes  
Set Vendor Lead Times  
Online Vendor Bidding  
Configurable Workflows

### Customer Management

Sales Opportunities  
Integrated Marketing  
Service and Support  
Customer Self-Service Portal  
Lead and List Management  
Accounts and Contacts  
Email Integration  
See ERP Transactions in CRM

### Service Management

Calendar & Appointments  
Resource Scheduling  
Flexible Billing  
Route Optimization  
Mobile App with GPS  
Equipment Management  
Warranty Management  
Components with Serial Tracking  
Contract Management

### Manufacturing

Bill of Material and Routing  
Production Management  
Material Requirements Planning  
Advanced Planning & Scheduling  
Engineering Change Control  
Manufacturing Estimates  
Product Configurator  
Manufacturing Data Collection

### Sales Order Management

Inventory Allocation  
Invoice Consolidation  
PO Linking  
Real-Time Inventory  
Returns Management  
Multiple or Partial Fulfillment  
Shipment Schedules  
Pick Lists and Replenishment  
Credit Limit Verification  
Custom Workflows  
Special Order Drop Ship  
Will Call Orders

### Warehouse Management

Barcode Label Printing  
Barcode Scanning  
Pick, Pack, and Ship  
Inventory Movement  
Warehouse Transfers  
Physical Inventory  
Device Agnostic  
Inventory Look-Up

### Accounting Applications

General Ledger  
Accounts Receivable  
Accounts Payable  
Multicurrency Management  
Tax Management  
Cash Management  
Deferred Revenue  
Recurring Revenue  
Intercompany Accounting  
Electronic Bank Feeds  
Advanced Expense Management  
Fixed Asset Depreciation  
Payroll and Time Management  
PCI-Compliant Credit Cards

### Projects & Construction

Change Orders and Task Definition  
Cost-Plus or Fixed Cost  
Forecast Project Budget  
Timesheets for Specific Projects  
CRM Portal and Case Integration  
Create Billing Rules  
Manage Project Quotes  
Labor Cost Rates  
Mobile Time and Expense  
Project Templates  
Construction Accounting  
Job Cost Reporting & Analysis  
ProEst, Procore, & CFMA Integration

### Purchase Order Management

Partial Fulfillment  
Consolidated Fulfillment  
Item Tracking  
Automatic Payment Vouchers  
Drop Shipments  
Landed Cost  
Vendor Selection  
Vendor Performance  
Multiple Addresses  
Audit Trail  
Blanket Orders  
Custom Workflows

### Commerce and Point of Sale

Real-time, Bi-directional  
Sync Item Info and Photos  
Sync Orders  
Discounts and Promos  
BigCommerce Storefront  
Shopify Storefront  
Point of Sale Application  
Retail Hardware Integration

### Analytics & Platform

Financial Reports  
Acumatica Report Designer  
Generic Inquiries  
Microsoft Power BI Integration  
Configurable Dashboards  
Multi-Level Security  
Cloud or Premise Deployment  
99.99% Up-Time  
Native Document Management  
Visual Workflows  
Business Events  
Online Help and Wikis  
Contract Management  
Development Tools  
Integration Utilities

### Vendor Marketplace

Shipping Carrier Integration  
Electronic Data Interchange  
Quality Management  
Light Manufacturing  
Salesforce Integration  
Rental Management  
Supply Chain Execution  
Logistics Management  
Budgeting and Planning  
Container Tracking  
Royalties and Rebates  
Much more!

“Would I recommend Acumatica to anybody? Absolutely not in our industry. I wouldn’t want anybody to have a competitive advantage over what we do.”

**Charles Snyder, Head of IT, ProPharma Distribution**  
**Industry: Pharmaceuticals, Cosmetics, and Medical**



## 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).

 **Acumatica**  
The Cloud ERP