Acumatica
The Cloud ERP

Crestwood Associates

# 9 Ways Acumatica's Rapid Integrations Promote Digital Transformation

A Solution Brief for Progressive Organizations

## EMPOWER GROWTH WITH RAPID INTEGRATIONS

Growth-oriented companies face mounting competition and complexity. As a result, they turn to technology to drive efficiency and gather strategic insights. However, new applications often hinder profitability rather than transform the business. After all, integrating disparate technologies can require enormous resources and still fail to provide visibility and interoperability.

Acumatica's future-proof cloud ERP system offers the rapid integrations and open architecture companies need to centralize their technology stack and obtain real-time insights. Companies can leverage plug-and-play access with 80 native technology integrations. Deploy an ERP application with tailored integrations for construction, distribution, manufacturing, and retail industries. Choose from nearly 300 pre-built connections on the Acumatica Marketplace.

Acumatica's open architecture and contract-based APIs are designed to survive upgrades, protecting your ERP investment without costly source code modifications or code conflicts. Additionally, flexible import and export scenarios transfer batches of data without coding.

This solution brief helps progressive businesses use modern cloud ERP systems with rapid integrations to future-proof their infrastructure.

## THE KEYS TO A GROWTH-ORIENTED INFRASTRUCTURE


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STRATEGY #1

# Foster Innovation with a Modern Future-Proof Platform

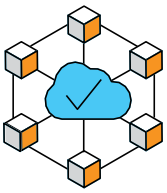
Limited, disconnected, and aging technology platforms prohibit organizations from digitally transforming operations and benefitting from specialized, modern applications. Acumatica's modern xRP platform alleviates connectivity challenges by facilitating rapid integrations with no-code and low-code integration tools that require minimal development expertise or investment.

Grow and evolve your business with a scalable, secure, and future-proof cloud platform that provides on-the-go mobile access anytime, anywhere, on any device. The xRP platform also sets a technology foundation for global connectivity by supporting multilingual translations and localized business practices, multiple currencies, international accounting, and multinational taxes.

Take advantage of the platform's open connectivity and rapid deployment tools to connect people, information, processes, and equipment with modern technologies, including:

- Cloud computing
- Robotics
- Internet of Things (IoT)
- Big data and analytics
- Artificial intelligence with machine learning

**Built on the world's best cloud and mobile platform, Acumatica provides tools for reimagining business applications in an interconnected world.**



STRATEGY #2

# Streamline Processes with Connected Workflows

Information silos impede progress, increase manual errors, and inhibit collaboration. Acumatica optimizes processes by seamlessly connecting workflows across different systems and departments.

Plug-and-play integrations extend the core ERP system to create a cohesive business solution with centralized data and cross-departmental workflows. Users access different software without toggling between disparate applications or re-entering data. Artificial intelligence with machine learning further automates business processes. The centralized database ensures teams continuously work with up-to-date, accurate, and complete information for financials, customer management, and projects.

**Acumatica optimizes everyday business processes using artificial intelligence with machine learning to improve processes without human intervention.**

"Acumatica's integration and ease of use seemed better than NetSuite. When we viewed the demos, it was so much more outstanding than anything else we looked at. It fit like a glove and the integration of what we do as a company seemed like it would be a smooth transition."

**– EDWARD COHEN, CHIEF EXECUTIVE OFFICER, BOCA TERRY**

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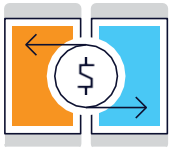

STRATEGY #3

# Strengthen Operations with Robust, Embedded Financials

Companies jeopardize their long-term profitability when they cannot efficiently control expenses, connect processes, or continually optimize operations. Acumatica's comprehensive and connected business management suite delivers the best-in-class financial management applications, automation, and configuration options they need to control costs, streamline operations, and boost profits. For example, companies can efficiently capture all expenses and employee time entries through native mobile apps. In addition, Acumatica features built-in approval workflows and enables users to understand timelines and coordinate tasks for accurate billing.

The holistic financial application suite encompasses General Ledger, Accounts Payable, Accounts Receivable, and Cash Management. It also offers advanced financial features, including:

- Deferred and Recurring Revenue
- Project Accounting
- Contract or Policy Management
- Billing, Credit, and Collections
- Asset Depreciation
- Payroll Management
- Tax Management

**Every Acumatica application connects seamlessly with the core financial management suite for real-time financial reporting and analysis.**

STRATEGY #4

# Deliver End-to-End Transparency with a Centralized Tech Stack

Organizations that are forced to navigate disconnected systems cannot extract real-time insights or connect workflows essential to driving growth. Acumatica eliminates functional silos by integrating external and internal systems into a cohesive technology stack.

The ERP platform consolidates real-time and historical data from each system, converts it into data-driven insights, and delivers anytime, anywhere access via a centralized database and mobile framework. As a result, companies can harness real-time data throughout their global enterprise to create on-demand reports, robust business intelligence, and role-based dashboards that monitor ongoing business results, identify trends, and proactively address problems.

**Acumatica connects all application data in a single database for a real-time and complete 360-degree view of every business area.**

"[Acumatica] brings my finances, my inventory control, my sales—everything—into a single system so that the entire company is talking apples to apples."

**– PAUL FORRES, OPERATIONS MANAGER, GLOBAL ASSET**

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STRATEGY #5

# Provide Best-in-Class ERP Services for Your Industry

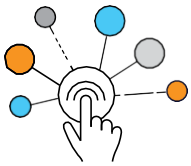
Employees in rapidly growing companies often juggle divergent responsibilities and must navigate multiple systems to perform daily tasks and access information. As a result, they struggle to force-fit specialized requirements into an inflexible, agnostic platform.

Acumatica delivers the specialized integrations and embedded functionality needed to digitize operations and the flexibility to adapt processes to unique business needs. In addition, Acumatica industry editions provide a robust set of native integrations that connect organizations to the hardware and software systems they need most.

For example, distributors can deploy integrated commerce, point of sale, shipping, and field service applications to empower their online sales, order fulfillment, and installation services. In addition, manufacturers use connected applications to provide manufacturing depth for production, estimating, engineering, material planning, scheduling, and manufacturing data collection. Acumatica industry-specific editions include:

- Construction Edition
- Distribution Edition
- General Business Edition
- Manufacturing Edition
- Retail Edition

**Acumatica industry editions optimize operations with best-in-class business applications and industry features tailored for digital transformation.**



STRATEGY #6

# Use Native Integrations to Connect Disparate Systems without Coding

Businesses make substantial time, labor, and financial investments to connect new systems into ballooning technology stacks. They must also continually enhance and maintain existing integrations to prevent breaking during system upgrades.

Acumatica native integrations eliminate costly implementations, maintenance, and support by connecting varied applications and hardware devices with no-code and low-code tools. As a result, companies can connect their ERP platform with dozens of best-in-class applications out-of-the-box. Native integrations provide specialized support for various functions and operations, like construction estimating, route management, and commerce storefront sales. For example, the Microsoft Teams integration fosters communication while enabling users to share information and perform tasks on one centralized system.

**With Acumatica's native integrations for BigCommerce and Shopify, businesses seamlessly connect their Commerce storefront with Acumatica's financials, inventory, product information, operations, reporting, and fulfillment—in real-time without intrusive one-off integrations.**

STRATEGY #7

# Leverage Hundreds of Certified Marketplace Integrations

Digital transformation requires automating end-to-end processes, which involves multiple systems. However, adding new technology introduces risk. Integrations can prove costly to develop while lengthy implementations stifle digital transformation initiatives.

Companies must rapidly and seamlessly connect systems and data to protect integrated workflows and maintain data integrity. The Acumatica Marketplace offers close to 300 pre-built applications that Acumatica tests and certifies.

Certified integrations span a comprehensive range of functions, such as:

- Enterprise Asset Management
- Human Capital Management
- Royalty Processing
- Specialized Industry Applications
- Corporate Performance Management
- Lease Accounting
- Rental Management
- Logistics and Shipping

**Tap into the certified industry and business applications on the Acumatica Marketplace to create the system of your dreams.**

STRATEGY #8

# Develop Custom Integrations with Open Architecture and APIs

Companies must remain agile to address evolving customer demands and intense global competition. Adding new technologies arms business executives with the firepower to flex their business model as long as they can efficiently incorporate new business applications and hardware into a centralized platform.

Acumatica empowers companies with the flexibility to extend their ERP platform. The open architecture and contract-based APIs are cornerstone integration components optimized for performance and built to support upgrades without service disruption. They streamline workflows and data connections between applications. Acumatica's open-source standards equip companies with modern tools to develop interfaces and exchange data with virtually any system—on-premises or on the cloud. In addition, modern REST and SOAP APIs enable organizations to create integrations more efficiently than antiquated XML-based interfaces or legacy customization coding. Acumatica also supports industry standards, like OAuth 2.0, for authorizing external applications.

**Web Services APIs and webhooks facilitate real-time data connectivity and bi-directional data exchange with web-based systems.**

"Having a solution that can communicate with other tools was a must. 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 . . . Once we decided to go to the cloud, other software couldn't compare to Acumatica's Construction Edition."

**– BRUCE YOUNG, PRESIDENT AND CO-FOUNDER, CURRAN CONSTRUCTION**

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"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 AND CHIEF OPERATING OFFICER LIVEVIEW TECHNOLOGIES, INC.**

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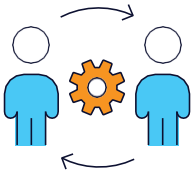

STRATEGY #9

# Transfer Data Efficiently with Import/Export Scenarios

Scalability ranks as a top priority for organizations seeking to break into new markets. Supporting new customers and managing expanding product and service offerings requires transferring and manipulating large amounts of data from disparate applications.

Acumatica Data Exchange Services efficiently migrate large volumes of data from various systems without coding. Import and export scenarios facilitate manual, one-time data migrations and scheduled, recurring data migrations. Data Exchange Services also streamline data management and enable organizations to efficiently onboard acquired companies by connecting their database with Acumatica or migrating data to Acumatica as a new branch or business entity.

In addition, Data Exchange Services perform periodic data imports, such as updating vendor catalogs with items and prices. However, unlike manual imports, Data Exchange services maintain data integrity by intelligently consolidating and validating information while cleansing duplicate information.

**Acumatica ensures consistency no matter how data is entered or transferred. Acumatica uses the same business logic for Data Exchange Services and Web Services APIs. The two techniques also enforce the same business logic when users manually enter data through a browser-based interface.**

## Discover Why General Business Industries Depend on Acumatica for their Success

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# Transform Operations and Prepare for the Future with Acumatica Rapid Integrations

Companies pursue digital transformation to streamline end-to-operations and prepare for future challenges. However, hefty technology investments often fail to produce the transformative results and strategic insights needed to combat intensifying competition. Therefore, organizations spend countless hours developing complex integrations while employees struggle with multiple sets of information and manual processes.

Acumatica provides the rapid integration capabilities organizations need to transform their operations and compete in today's digital world. The future-proof platform connects all application data in a centralized database and provides a real-time 360-degree view of every business area. As a result, companies make better decisions faster.

Companies can rapidly connect new applications and devices to the ERP platform thanks to Acumatica's open architecture and native integrations. Industry editions feature a ready-made set of integrations to leading hardware and software. Businesses can also choose from 80 native integrations and nearly 300 pre-built integrations on the Acumatica Marketplace.

Acumatica's open architecture and open APIs empower companies to develop integrations without disrupting operations. Import and export scenarios transfer large amounts of data without programming. The keys to digital transformation success include:

- **Future-Proof Platform:** An adaptable cloud-native platform that provides low-code or no-code customization tools, an open architecture, and import/export scenarios.
- **Robust Functionality:** A full-suite ERP with robust financial management, accounting, inventory management, project accounting, real-time analytics, reporting, and CRM.
- **Specialized Industry Editions:** Construction, Distribution, General Business, Manufacturing, and Retail.
- **Native Integrations** to about 80 leading software and hardware systems.
- **Acumatica Marketplace** with nearly 300 integrations certified by Acumatica.

Acumatica
The Cloud ERP

**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.crestwood.com or follow us on LinkedIn.**

Crestwood Associates

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