

# Acumatica Retail Edition

**A COMMERCE-ENABLED ERP SOLUTION**



“I find more people are using Acumatica because it’s intuitive, makes sense, and is so easy to use. We don’t have spreadsheets flying around, and people have access to the same data all the time.”

**Dave Munson, Founder and CEO, Saddleback Leather**  
**Industry: Retail**



## Complete System for Omni-Channel Sales

Acumatica Retail Edition provides end-to-end functional depth for retailers and organizations who sell business-to-business (B2B), business-to-consumer (B2C), or direct-to-consumer (D2C) that require tight connectivity between their front-end sales engine and back-end ERP system. Integrate seamlessly with eCommerce platforms such as BigCommerce, Shopify, and Magento. Pull in orders directly from point-of-sale (POS) devices.

Simplify your workflow with a single back-office suite. Acumatica supports orders from the web, mail orders, telesales, and in-store purchases.

Ensure your financials, inventory, and sales data are always up-to-date with a true cloud ERP solution, built using modern web technologies to future-proof your growth and IT investments.

Boost sales and offer exemplary customer support through embedded CRM with case management. Offer customer-specific pricing and loyalty programs. Provide tracking information, and handle returns across channels.

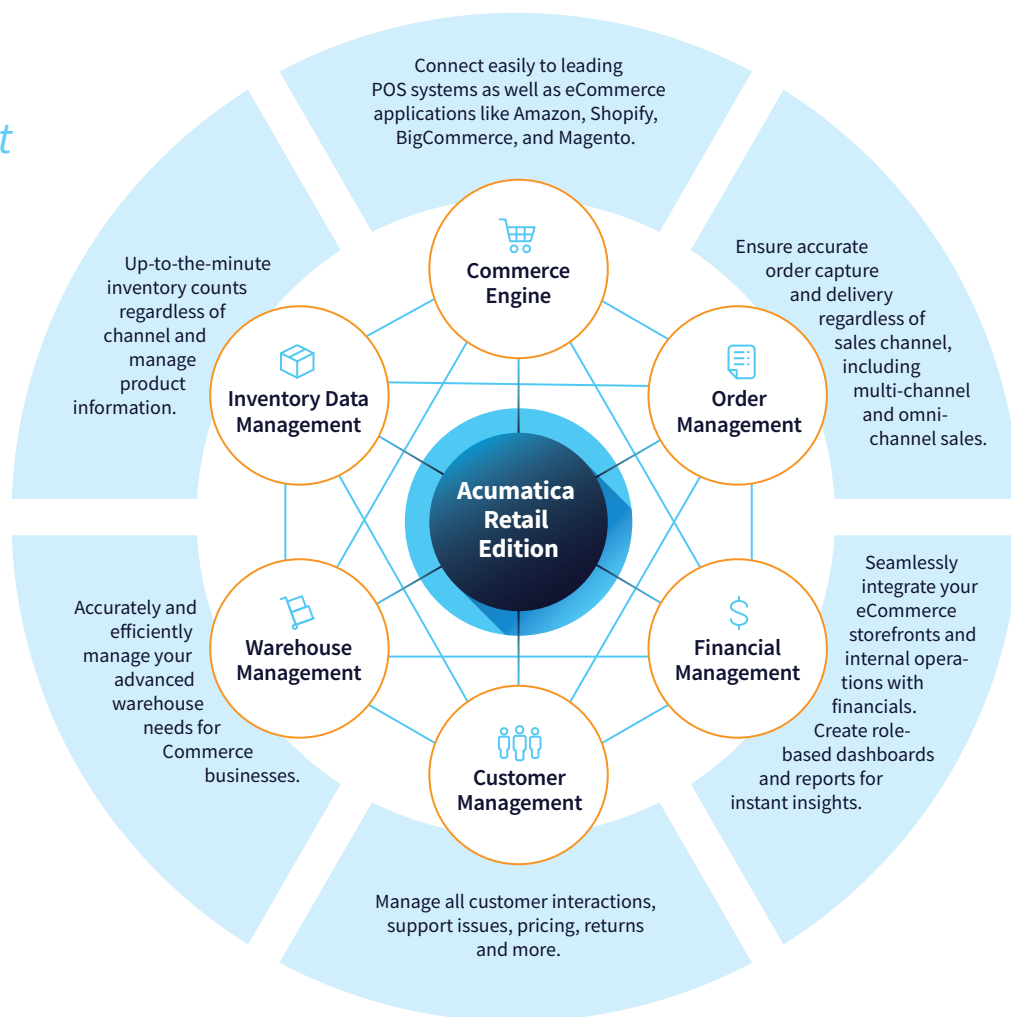
Manage your entire business with powerful insights through configurable inquiries, personalized reports, role-based dashboards, and real-time business analytics.

*Automate and mobilize core operations with a best-in-class ERP built on a future-proof platform.*

“I would need to hire 3-5 more people to handle e-commerce orders without Acumatica.”

**Taylan Sevimli,**  
**Business Development Manager,**  
**Tayse Rugs**  
**Industry: Wholesale Distribution**





















[VIEW SUCCESS STORY](#)





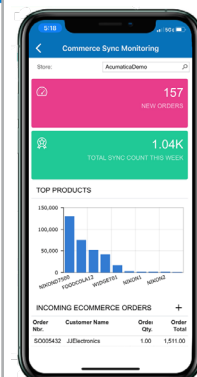
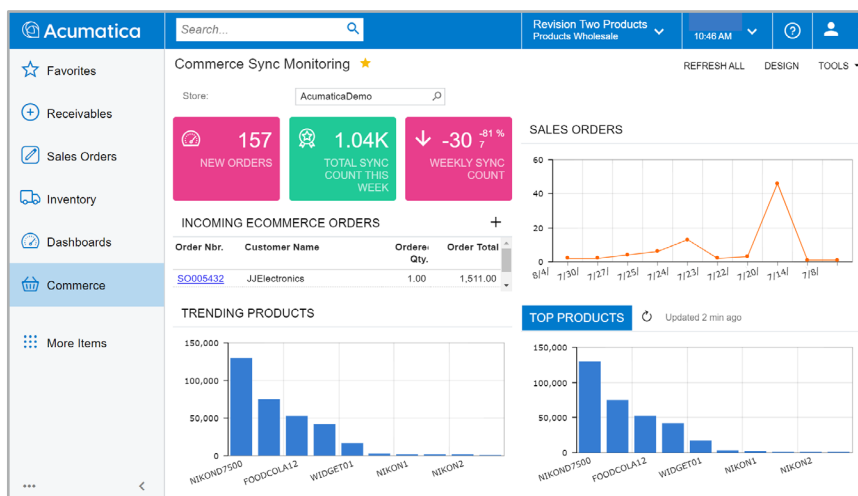
# Delight Customers, Retain Them for Life

Thousands of small and midsize businesses across dozens of retail, wholesale, and manufacturing sectors that sell online rely on Acumatica ERP. Recreate your differentiated offline customer experience online to build brand loyalty. Streamline fulfillment processes and get customers the right products on time. Manage all customer interactions with a fully integrated solution, which lets you offer unique pricing per customer, provide customer self-service, and view all orders from all sales channels.

- |                                                                                                                                                                                             |                                                                                                                                                                                                        |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>Agriculture, Forestry, Fishing</b><br>agricultural, forestry, landscaping, commercial fishing           |  <b>Janitorial and Sanitation</b><br>soap and cleaners, detergents, mops and brooms, toiletries                       |
|  <b>Automotive and Transportation</b><br>vehicles, trailers, motorcycles, aviation, boats, components       |  <b>Lumber and Building Materials</b><br>lumber, trusses, windows, doors, shingles, siding, tile, flooring            |
|  <b>Chemicals, Plastics, and Coatings</b><br>gases, explosives, fertilizer, adhesives, paint, plastic resin |  <b>Metals and Minerals</b><br>steel, metal products, coal, stone, glass, concrete, minerals                          |
|  <b>Equipment and Machinery</b><br>professional, medical, commercial, industrial, construction              |  <b>Paper, Publications, and Cards</b><br>stationery, periodicals, books, greeting cards, playing cards               |
|  <b>Fashion, Apparel, Jewelry</b><br>clothes, footwear, purses, sewing, fabric, leather, jewelry            |  <b>Petroleum Products</b><br>oil, gasoline, propane, natural gas, kerosene, lubricants                               |
|  <b>Furniture and Home Goods</b><br>furniture, bedding, floor covering, home decor, kitchenware           |  <b>Pharmaceuticals, Cosmetics, and Medical</b><br>drugs, medicine, vitamins, cosmetics, medical supplies, cannabis |
|  <b>Grocery and Alcohol</b><br>food, ingredients, water, pet food, coffee, beer, wine, spirits            |  <b>Service Supplies</b><br>salon and restaurant supplies, funeral and firefighting supplies                        |
|  <b>Hardware, Plumbing, and HVACR</b><br>fasteners, hardware, plumbing, heating, cooling, valve fittings  |  <b>Technology Products</b><br>computers, electrical and electronic products, lighting, appliances                  |
|  <b>Hospitality and Leisure</b><br>lodging, eating & drinking, movie theaters, amusement parks            |  <b>Toy, Hobby, and Sporting Goods</b><br>toys, games, bicycles, hobbies, sporting goods, hunting, fishing          |
|  <b>Industrial and MRO Supplies</b><br>replacement parts, cutting and abrasives, tools, packaging         |  <b>Other Retail</b><br>musical instruments, signs, art supplies, brushes, tobacco                                  |

Access the entire Acumatica Retail Edition and enter transactions anytime, anywhere, from a browser, POS scanner, omni-sales channels, or mobile device.

Gain actionable insights with configurable, role-based dashboards to monitor key performance indicators and manage business activity to make the most informed decisions.



# Acumatica Commerce Connectors

Seamless connectivity with front-end web stores such as Amazon, Shopify, BigCommerce, and Magento means you don't need third-party software! These connectors enable storefront and POS integration with financials, inventory, operations, and reporting, providing a comprehensive real-time platform that scales with business growth.

Acumatica is officially recognized as a BigCommerce Elite Partner and has a native integration directly with Shopify.



## Extend Acumatica with Certified Applications

The Acumatica Marketplace is one of the leading communities of independent software vendors with integrated applications for sales tax calculations, shipping integration, retail management, EDI, payment processing, inventory optimization, advanced business intelligence and analytics, and more.

“Our success is ultimately tied to Acumatica’s success, and they are building a strong and healthy product. They have a vibrant customer and development community and a product that’s growing, not stagnant. We can really craft Acumatica to do what we need it to do.”

**Ben Rothe, General Manager & CEO, Premier 1 Supplies**  
Industry: Retail and Wholesale, Agriculture & Farming

## Discover Why Leading Retail and eCommerce Companies Rely on Acumatica for their Success

LAUNCH THE VIEWER







# Future-Proof Cloud Platform Is Ready for Modern Technologies

Today's companies 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 users to tailor the software to the way they do business. Because the xRP 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.

Leverage artificial intelligence and machine learning features to automate AP document creation and reduce manual errors. Translate paper business cards directly into CRM contacts via the mobile app to save time and effort.

## Connected Applications

- Tax Calculation
- Shipping and Logistics
- Business Intelligence
- Office Productivity (MS Teams and Office, Adobe)
- Product Design (CAD Connectors, PLM)
- Human Capital Management

## Vertical / Embedded Applications

- Government Contracting
- Non-Profit
- Rental Equipment
- Process Manufacturing
- Cannabis

## Acumatica Cloud ERP

### Industry Editions

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

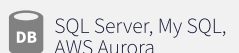
### Best-In-Class Modules

- Financial Management
- Project Accounting
- Customer Management
- Field Service Management
- Payroll
- Property Management

## Acumatica Cloud Platform

- Advanced Authentication
- Multi-tenant
- Low Code/No Code Framework
- Cross-browser Support
- Reporting & Analytics
- Workflow
- Role-based Security
- Multi-language
- Integration & Web Services
- Mobile Framework
- Visual Studio Templates
- AI & ML

### Tech Stack



# 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 the company'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. It also protects customers' access to their data, anytime – even if they migrate to other ERP solutions.

Further, Acumatica is consistently rated high in 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 its 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, and was awarded “Best ERP Solution” in 2021 by the Software and Information Industry Association (SIIA).



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



//CODiE//  
2021 SIIA CODiE AWARDS

## 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

### Acumatica Retail Edition Provides These Powerful, Comprehensive Features:

#### 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

#### 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

#### 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

#### Warehouse Management

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

#### 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

#### 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

#### 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

#### Analytics & Platform

Financial Reports  
Acumatica Report Designer  
Generic Inquiries  
Microsoft Power BI Integration  
Configurable Dashboards  
Multi-Level Security  
Cloud or Premise Deployment  
99.5% 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  
Salesforce Integration  
Rental Management  
Budgeting and Planning  
Container Tracking  
Royalties and Rebates

And much more!

“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: Retail**



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](http://www.acumatica.com) or follow us on [LinkedIn](#).



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