



Features available in Acumatica enhanced over Acctivate/QuickBooks

Navigation

- 1) Users can have their own layout of the screens and add/remove columns.
- 2) Easy to use, very consistent process on every screen throughout the software.
- 3) Synchronization to update accounting is NOT required.
- 4) QuickBooks corruption issues go away!
- 5) Browser based software accessible from any device.
- 6) iOS and Android mobile ERP app allowing entry of orders, contacts, time cards, purchase orders, task management, reviewing reports, etc.

Customers

- 1) Setup customer groups with specific default settings for terms, GL accounts, credit and statement settings. Can override on customer.
- 2) Individual credit verification rules or be excluded from credit checks.
- 3) Option for payments to be auto applied per customer.
- 4) Automatically write off specific dollar amounts.
- 5) Billing address can be different from main address.
- 6) Option to either print or email statements and invoices.
- 7) Multiple salespeople can be assigned per customer.
- 8) Can record customer prepayments that go to a specific GL account and are tracked until used.
- 9) Multiple customer statement groups can be created and managed.
- 10) Separate process to create Dunning letters for late payments with applying additional charges if needed.

CRM

- 1) Ability to setup campaign tracking to manage different promotions and create mass emails to different campaign lists.
- 2) Lead tracking gather data from web forms or imported files from Excel.
- 3) Manage multiple quotes for a single opportunity and track the revisions, and sale opportunity then turn the final quote into an order while keeping prior quote history.
- 4) Outlook integration allowing ability to easily add contacts to existing customers and new prospect leads. Create opportunities and cases associated to existing contacts, to log activity and attach email.
- 5) Create cases associated to customers from web form inquiries or manual entry for support or customer service issues. Assign cases internally and escalate based on set policies.

Sales Orders

- 1) Advanced Fulfillment for high volume shipping. Streamlines order completion by picking, packing and preparing for shipment in one process and designed to pick for multiple orders at once. Barcoded documents provided for accurate picking. Integrated to weight scales. (Included in all versions except Small Business Edition which has optional purchase.)
- 2) Credit Card Payment Processing extremely smooth, including pre-authorization. Utilizes tokens to stay in compliance.
- 3) Ability to release inventory prior to invoicing so the stock can be updated to match the physical action and the invoicing process becomes a true accounting function.
- 4) Automatic calculation of freight cost for orders.
- 5) Inventory setup can include weight, volume and packaging information which will allow the sales order to suggest freight charges or a box that should be used to package the order.
- 6) RMA functionality which allows you to process a return for credit, cash or replacement and also track return reason codes.
- 7) Pricing can be specified by warehouse in addition to all other advanced pricing options comparable to Acctivate.
- 8) Advanced commission structuring.
- 9) Consolidate multiple shipment orders into a single invoice.
- 10) Drop shipments can be created based on what was not shipped, including partial shipment of same line, automatically.
- 11) Drop shipment purchase receipt can trigger sales orders shipment release and invoice automatically.

Vendors

- 1) Includes a vendor module!
- 2) Allows multiple addresses and contacts.
- 3) Specify multiple people to receive the PO via email.
- 4) PO formats can be specific per vendor.
- 5) Can list multiple shipping/billing locations per vendor.
- 6) Recording of vendor prepayments with separate prepaid expense account. Includes several reports to provide listing of prepayment amount outstanding.

Purchasing

- 1) One PO can be received into multiple warehouses. This also allows you to separate the receipt into a special warehouse for damaged items if needed.
- 2) One invoice can be applied to multiple PO receipts.
- 3) Expected receipt date at the PO line detail level.
- 4) Advanced Purchase Requisition functionality with approval levels.
- 5) Landed cost will allow you to do an estimated amount prior to the bill coming into the system. Once the bill is received it will reconcile to the estimate with the difference going to a landed cost variance account.

- 6) Blanket purchase order tracking.
- 7) Purchase orders can be automatically created based on stock level and replenishment setup. Orders will be placed with vendor that best meets the price and lead time.
- 8) Drop shipments can be created a

Inventory

- 1) The Available OnHand calculation can be configured to include/exclude different items from the calculation.
- 2) Replenishment tools are advanced to allow based min/max quantity or a fixed quantity. They can flag replenishments based on what is needed to purchase, manufacture, transfer to another warehouse, drop shipments and purchase to order.
- 3) Inventory Transfers have an optional 2 step process to allow to relieve inventory from the first warehouse as step one and then receive into the second warehouse as step 2. Great for cross country shipments!
- 4) Advanced Inventory counts with multiple options for selecting products into the count: Full Physical, Cycle Count, by Groups (item Classes, ABC codes, movement/turnover) and custom groups which can be item or specific bin based. Inventory Count sheets, tags and variance reports are included.
- 5) Inventory adjustments can be categorized by different reason codes. This allow tracking the different adjustment reasons and option to expense to different GL accounts per reason ie Scrap, Damage, Missing, etc.
- 6) Receipt transaction includes stock and non-stock items.
- 7) System does not allow processing of items that will take stock into the negative with the exception that you can specify certain item classes to allow this behavior.
- 8) Item ID's can be either manually assigned alpha numeric or auto generated numeric number.
- 9) Pricing can be based on a markup % and also restrict minimum markup validation rules.

Accounting

- 1) Monthly budgets tracking option.
- 2) Project cost and revenue accounting with budgets.
- 3) Terms code setup allow multiple date terms in addition to standard setup.
- 4) Vendors can setup a payment lead time so that it will tell you to pay the bill x days prior to being due to make sure that you are taking advantage of vendor discounts.
- 5) Easy to use general ledger.
- 6) Automatically schedule a recurring Journal Entry, Accounts Payable Invoice, or Accounts Receivable Invoice to create on its own with option to edit prior to posting or have it posted for you.
- 7) Accounts payable has an opportunity for an approval process with rejections before the expense is recorded against the general ledger. The same can be done for the payment side.
- 8) Each chart of account can define if it wants entries to post in summary or detail. This choice also impacts subsidiary module posting.
- 9) Employee time and expense tracking including app on phone.
- 10) Handles Multi-Currency and VAT reporting.

- 11) Create inter-company or inter-branch transactions automatically for due to/due from accounting.
- 12) Consolidate financial statements when multiple companies or branches exist.

Reporting

- 1) Customers can create their own report modifications without additional software.
- 2) Dashboards can be created quickly by role, department or individual to get KPI's at a glance which will allow drill down to more detail.
- 3) Generic Inquiry tool built in to create SQL type data extractions.
- 4) All user security flows to the reports which can prevent data to be visible for those without access.
- 5) All data is easily exported to HTML, PDF, Excel or Word formats.
- 6) Odata option to allow data to be pulled from database through Excel, also based on user security.
- 7) Integrates with powerful business intelligence tools.
- 8) You can enter your order in English but have it print in Spanish.

Security

- 1) Users can manage their own passwords but restrictions can be setup for these users such as password length and characters required; how often they need to change password and lockout settings for failed login attempts.
- 2) Pre-defined roles can be setup to each module, form, form action or form field level security.
- 3) Restrictions of remote login to specific IP addresses can be setup.
- 4) Audit trail logging can be defined to contain the details of the modification, who modified the document, what changes were made and when the changes occurred.

Built in Automation

- 1) Assignment feature allows you to setup rules to automatically assign leads, contacts, expenses, timesheets, PO's, RFQ's, SO's and Support tasks based on criteria setup.
- 2) Schedule things to print or move to the next process automatically such as once SO's are entered and saved (not on hold) then automatically print the pick ticket.
- 3) Event monitoring based on when records are changed or on a user defined schedule can email notifications or updated the database values automatically. You can automate many diverse business scenarios such as:
 - Warning customers of upcoming invoice due dates.
 - Notifying customers when their orders are ready for delivery or pickup.
 - Updating (closing or re-assigning) sales opportunities x days past their expected close.
 - Notifying internal staff when customer service requests are falling past due.
 - Notifying warehouse personnel to be on the looking of incoming shipments.
- 4) Schedule documents to be sent to customers and vendors automatically via email.

Advanced Data Features/Customizations

- 1) Setup a custom mapping to be able to import ANYTHING from Excel, CSV or XML.
- 2) Software can be customized and upgraded easily.
- 3) Custom screens can be created by adding/removing tabs, grids and buttons where needed.
- 4) Security Roles will allow restrictions within a function or field down to the screen level.
- 5) Web Services are available to Import/Export anything and set on a schedule.
- 6) Multi-language option which includes easy translation tools.
- 7) Any user can create wiki files to document company processes and procedures within the Acumatica help system.

Other Optional Modules

- 1) Customer Relationship Management (CRM) detailed on page 1.
- 2) Customer Portal allowing customers to review current invoice, order and payment history. Allows customers to see their pricing and enter their own orders. Allows customers to log their own customer services or support cases.
- 3) eCommerce integration for Magento, Shopify or custom integration.
- 4) Product Configurator with multi-level rules based with non-hierarchical feature selections with real time price and cost rollup.
- 5) Contracts/Recurring Revenue Management includes automating repeat AR billing, payments and collections for subscription contracts on a recurring basis. Manage contract renewal expirations.
- 6) Fixed Asset management from acquisition to disposal integrating with purchasing.
- 7) Deferred Revenue processing and schedules supporting ASC 606 and IFRS 15 standards.
- 8) Microsoft Exchange Server Integration to sync contacts, emails, tasks and events.
- 9) Project Accounting with advanced billing, project cost tracking and time and expense tracking. Also allows you to track marketing campaign revenue and expenses.
- 10) Manufacturing suite with BOM and Routings, Production Management, Material Requirements Planning (MRP) and Advanced Planning and Scheduling.
- 11) Field Service suite with Scheduling/Dispatch Call Center, Recurring Service Contracts, Route Planning, Mobile Service Accessibility, Equipment Maintenance and Warranty Management.
- 12) Construction suite includes project control from estimating through close out on projects.
- 13) Third party integration list with over 80 solutions.