

# 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.

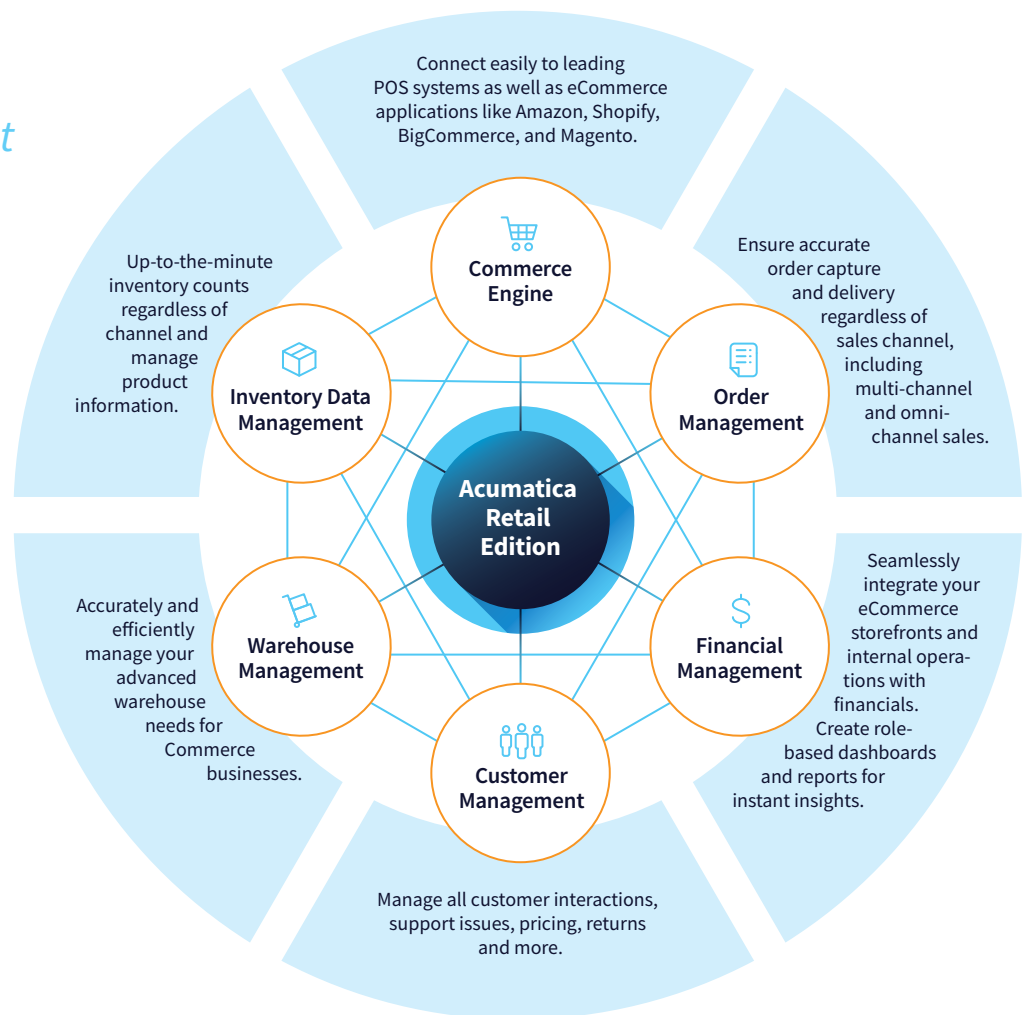
Manage your entire business with powerful insights through configurable inquiries, personalized reports, role-based dashboards, and real-time business analytics.

*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](#)





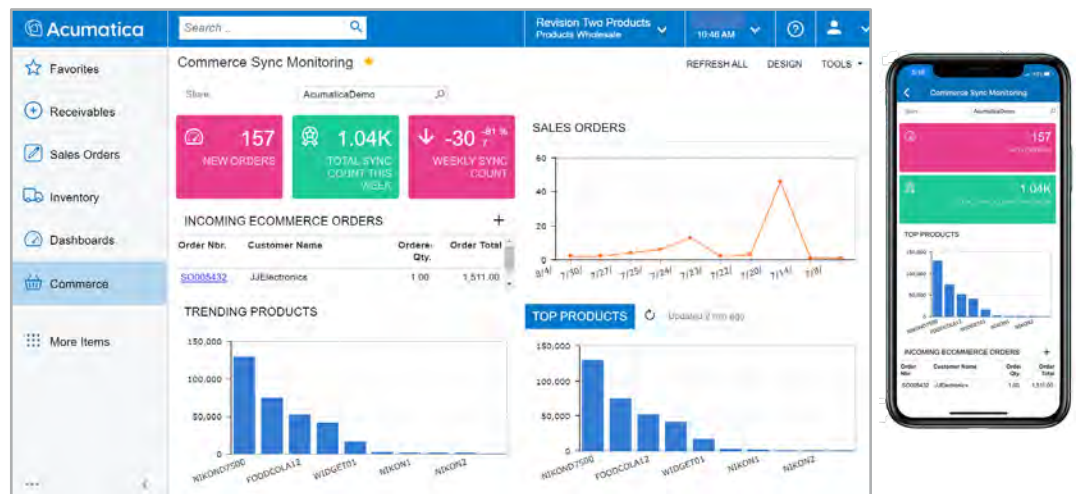
## Delight Customers, Retain Them for Life

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.

-  **Agriculture, Forestry, Fishing**  
agricultural, forestry, landscaping, commercial fishing
-  **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
-  **Hospitality and Leisure**  
lodging, eating & drinking, movie theaters, amusement parks
-  **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 Retail**  
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

- AWS
- Azure
- Visual Studio
- .NET Framework C# and ASP.NET
- HTML5
- Android and iOS
- SQL Server, My SQL, AWS Aurora



# 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).



**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**  
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.acumatica.com](http://www.acumatica.com).





## About The Answer Company

For 30 years, The Answer Company ERP consulting group has been propelling businesses forward with technology. Our nationwide team of experts combine their deep industry knowledge with a wide range of cutting-edge tech solutions to drive tangible results. From designing, deploying and integrating Acumatica ERP and complementary solutions to optimizing workflows, automating manual processes and leveraging real-time data and insights, we give our clients the power to make informed decisions, enhance productivity and employee satisfaction, and achieve sustainable growth to drive profitability.

With us by their side, clients can thrive in a rapidly evolving business landscape.

For more info, visit: [www.theanswerco.com](http://www.theanswerco.com)

To speak to one of our experts, contact:

✉ [sales@theanswerco.com](mailto:sales@theanswerco.com)

☎ 1-866-670-6686

Head Office:

502-233 Nelson's Crescent

New Westminster, BC V3L 0E4

Local staff in every major city across Canada

