

# General Business Edition

**MODERN, COMPREHENSIVE, AND EXTENSIBLE.**



“I would highly recommend Acumatica to any non-profit, especially where they have multiple departments and multiple operations.”

**Clifford Timmermans, CFO, Cesar Chavez Foundation**  
**Industry: Non-Profit**



# Complete Financials and Embedded CRM

Designed for companies with limited inventory requirements, Acumatica General Business Edition is the ideal solution for service, non-profit, financial, municipal, and other businesses and organizations seeking a modern ERP application with advanced financial management, project accounting, fixed assets, customer management, payroll, and robust reporting and analysis capabilities. Acumatica provides specialized editions for manufacturers, distributors, retailers, and construction firms.

Advanced financial features provide a holistic system for growing businesses.

Expedite month-end close, automate the AP payment process, and reduce days sales outstanding (DSO) with flexible credit limits and credit terms, automated dunning letters, and proactive collection activities.

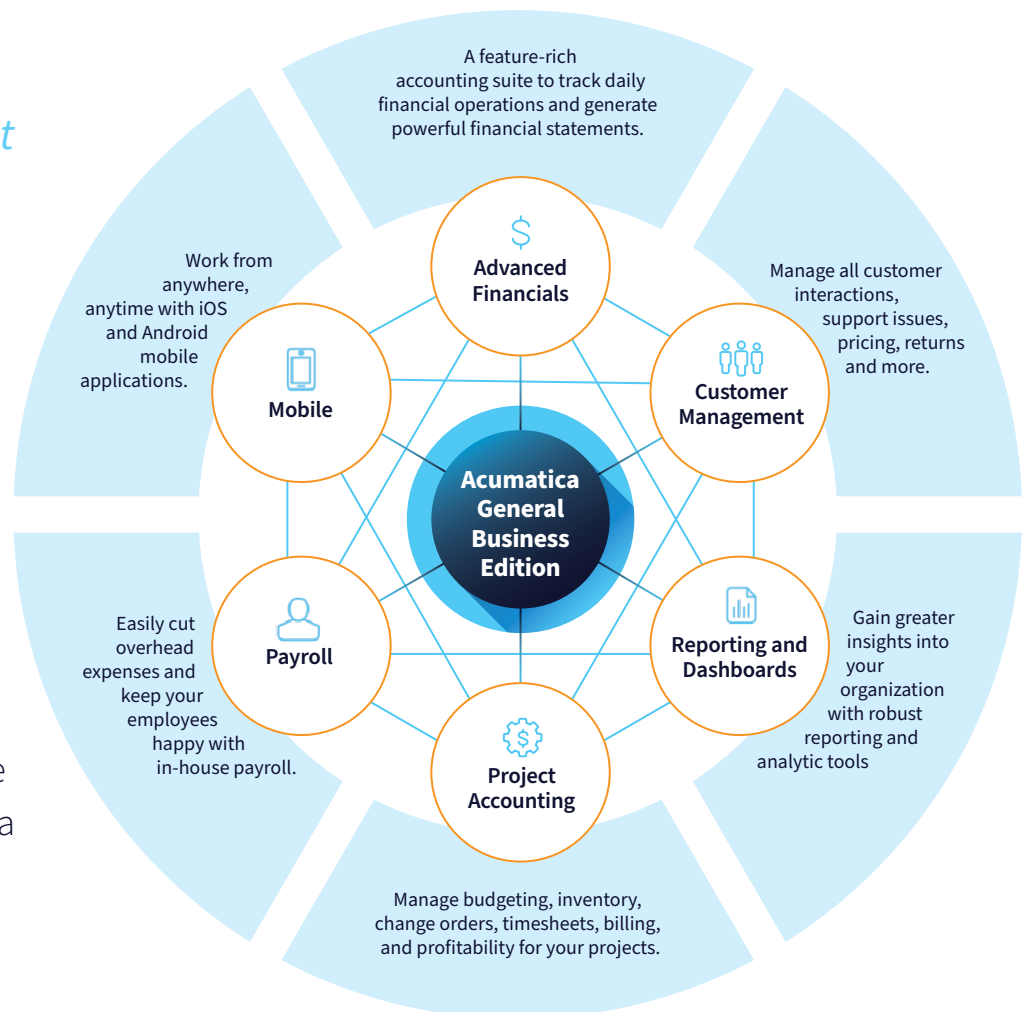
Generate high-quality leads, boost sales, and offer exemplary customer support through embedded CRM with case management.

Manage your entire business using powerful insights with 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.*

“The ease in which Acumatica works and how it looks and feels compared to Microsoft Dynamics, Sage, and Oracle NetSuite, there’s not a whole lot of comparison. Acumatica leads the pack.”

**James Craig, CEO, ISS LLC**  
**Industry: Oil and Gas Services**





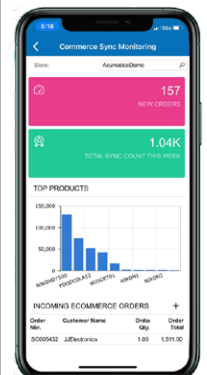
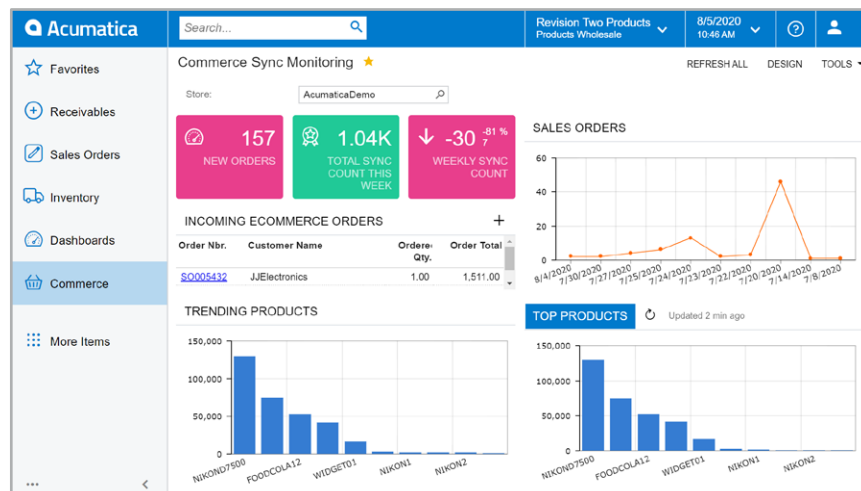
## Modern Accounting with Robust Analytics

Thousands of small and midsize businesses across dozens of industries rely on Acumatica ERP. Harness the power of artificial intelligence (AI) with machine learning (ML) for accounts payable document creation with smart matching. Automate expense receipt creation from bank files or paper receipts using AI/ML and mobile technologies. Penetrate new markets with minimal technology investments by leveraging multi-currency and multi-language support. Manage services with native field service and project accounting applications.

- |                                                                                    |                                                                                                         |                                                                                     |                                                                                                                  |
|------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|
|    | <b>Agriculture, Forestry, Fishing</b><br>agricultural, forestry, landscaping, commercial fishing        |    | <b>Legal Services</b><br>attorneys, legal aid services, arbitration, other legal services                        |
|    | <b>Amusement and Entertainment</b><br>movie theaters, professional sports, performing arts              |    | <b>Medical and Health Services</b><br>doctors, hospitals, clinics, dentists, mental health, rehabilitation       |
|    | <b>Automotive Services</b><br>automotive repair, towing and hauling, passenger transport                |    | <b>Non-profit and Member Organizations</b><br>museums, zoos, botanical gardens, churches, trade associations     |
|    | <b>Banking and Financial Services</b><br>banking, investments, holding companies, credit agencies       |    | <b>Oil &amp; Gas and Mining Operations</b><br>metal and coal mining, oil and gas extraction/refining             |
|    | <b>Communications &amp; Utilities</b><br>water, sewer, electric, gas, waste, telecom, radio             |    | <b>Professional and Business Services</b><br>advertising, public relations, staffing, consulting, accounting     |
|   | <b>Education</b><br>daycare, K-12 education, vocational schools, colleges                               |   | <b>Real Estate and Property Management</b><br>property management, real estate agents, title offices, appraisers |
|  | <b>Government &amp; Municipalities</b><br>courts, fire and police, federal, state, and local government |  | <b>Rental and Leasing Services</b><br>vehicle, equipment, computer, party stores, furniture                      |
|  | <b>Home Services</b><br>garage door, pool and spa services, appliances, water                           |  | <b>Repair Services</b><br>electrical, watch and jewelry, upholstery, computer, welding                           |
|  | <b>Hospitality</b><br>hotels, motels, bed and breakfast, resorts, camps                                 |  | <b>Social Services</b><br>in family services, job training, food & housing assistance                            |
|  | <b>Insurance</b><br>property & casualty (P&C), life & annuity (L&A), health                             |  | <b>Software and Technology</b><br>commercial software, technology consulting, computer services                  |
|  | <b>Maintenance Services</b><br>janitorial and sanitation services, facility maintenance                 |  | <b>Transportation and Logistics</b><br>trucking, warehousing, logistics, rail, water, air, public transport      |

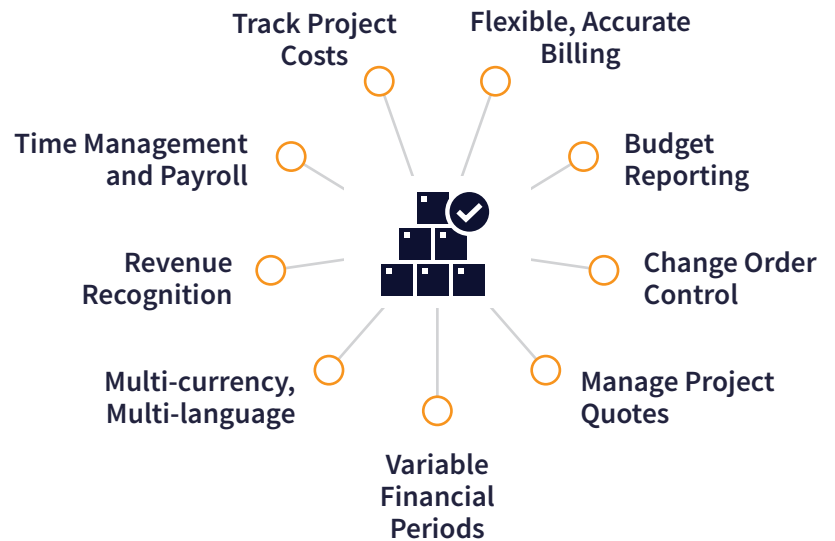
Access the entire Acumatica application suite and enter transactions anytime, anywhere, from a browser, POS scanner, or mobile device.

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



# Advanced Project Accounting & Management

Project-based businesses benefit from Acumatica's native project accounting features. Capture all expenses and employee time entries quickly. Understand timelines with coordinated tasks and accurate billing for more profitable projects and analytics. Get more work done faster and with less effort.



## 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, lease accounting, corporate performance management (CPM), human capital management, asset management, tax calculations, advanced business intelligence and analytics, and more. Specialized industry solutions extend Acumatica's robust accounting for companies in non-profit, property management, rental, hospitality, and other business segments.

“Our clerk had no previous accounting experience, and now she’s doing all the AP work . . . I just hired an accountant, and I didn’t have to teach her at all; she just got on the system and easily uses it.”

**Jen Alden, Chief Financial Officer, Tulsa Performing Arts Center**  
**Industry: Non-Profit**

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

LAUNCH THE VIEWER





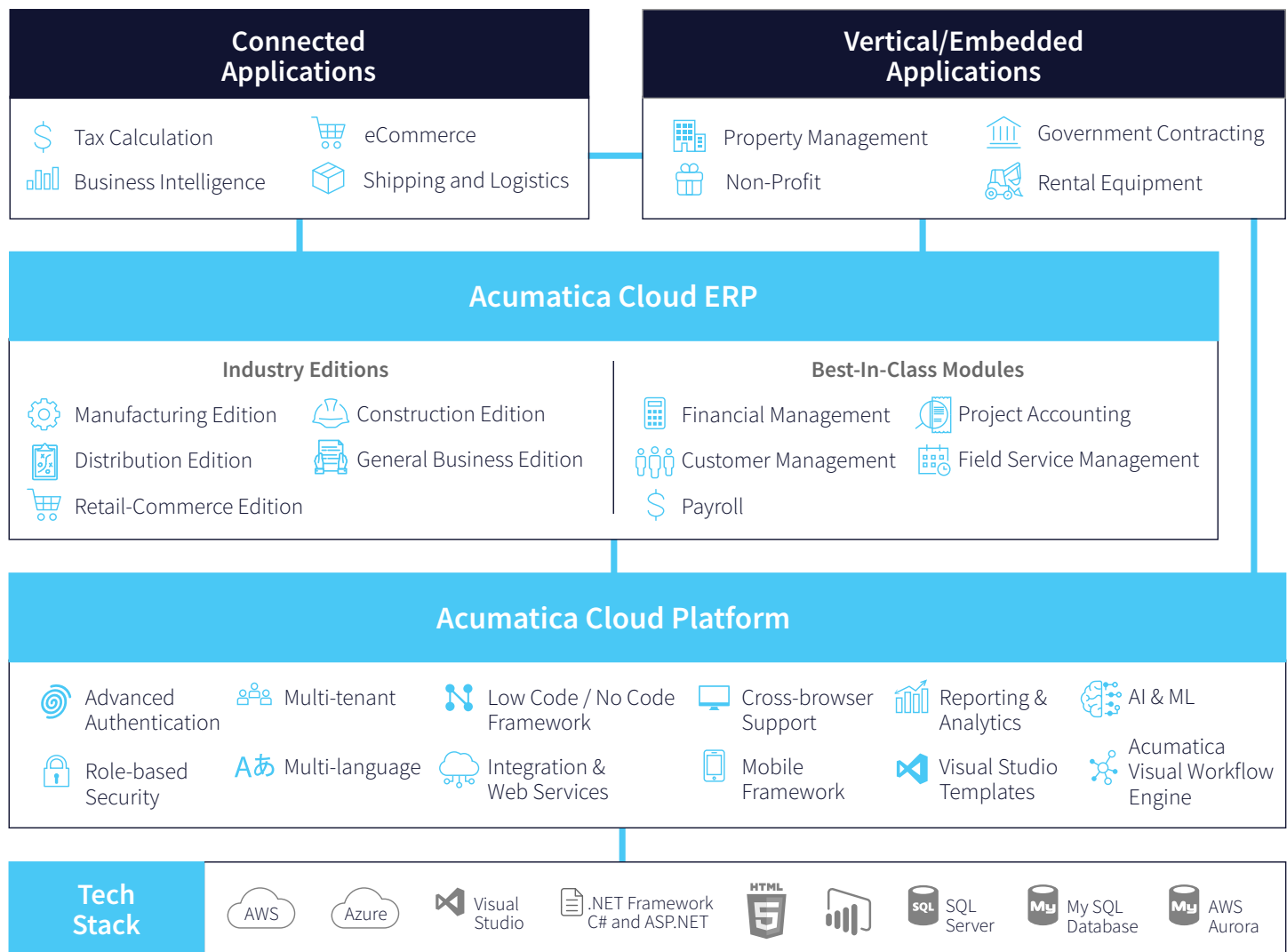
# Future-Proof Cloud Platform Is Ready for Modern Technologies

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 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.

Leverage Acumatica's 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.



# 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. It also protects customers' access to their data anytime – even if they leave the Acumatica family. Further, Acumatica consistently rates high in usability and value by 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. Acumatica 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

## Powerful and Comprehensive Features Provided by Acumatica General Business Edition:

### Accounting Applications

- General Ledger
- Accounts Receivable
- Accounts Payable
- Multicurrency Management
- Tax Management
- Cash Management
- Deferred Revenue
- Recurring Revenue
- ASC 606 Compliance
- GAAP and IFRS Compliance
- Intercompany Accounting
- Multi-Company
- Consolidated Reporting
- Electronic Bank Feeds
- Advanced Expense Management
- Contract Management
- Fixed Asset Depreciation
- Payroll and Time Management
- PCI-Compliant Credit Cards

### Analytics & Platform

- Financial Reports
- Multi-language
- Acumatica Report Designer
- Generic Inquiries
- Microsoft Power BI Integration
- Configurable Dashboards
- Multi-Level Security
- Cloud or On-Premises Deployment
- Native Document Management
- Visual Workflows
- Business Events
- Online Help and Wikis
- Development Tools
- Integration Utilities
- AI / ML

### Projects

- Change Orders
- Cost-Plus or Fixed Cost
- Forecast Project Budget
- Timesheets for Specific Projects
- CRM Portal and Case Integration
- Task Definition
- Reverse Unbilled Transactions
- Create Billing Rules
- Manage Project Quotes
- Labor Cost Rates
- Mobile Time and Expense
- Project Templates

### Customer Management

- Sales Opportunities
- Integrated Marketing
- Service and Support
- Customer Self-Service Portal
- Lead and List Management
- Accounts and Contacts
- Email Integration
- Real-Time ERP↔CRM Data Flows

### 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

### Sales Order Management

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

### Requisition Management

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

### Vendor Marketplace

- Rental Management
- Budgeting and Planning
- Royalties and Rebates
- Salesforce Integration
- Sales & Use tax calculations
- Corporate Performance Management
- Advanced Reporting & Analytics
- Collections Management
- Consignment Processing
- Human Capital Management
- Shipping Integrations
- Electronic Data Interchange (EDI)

... and many more!

“Our customers don’t know that we’re using Acumatica, they just know we’re giving them the right answer, and they really appreciate that. And for us to give that answer, we really appreciate Acumatica.”

**Todd Snyder, President and CEO, C&O Nursery**  
**Industry: Agriculture and Farming**



## 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).

