

Growth Control With Acumatica



Firms are competing with new companies, channels, and ways of doing business every day—and the challenges are expanding.

Small to mid-sized businesses (SMB) face many of these obstacles, plus they have the disadvantage of competing against large competitors. These big companies can dedicate executives, teams, facilities, equipment, and systems to manage the challenges.

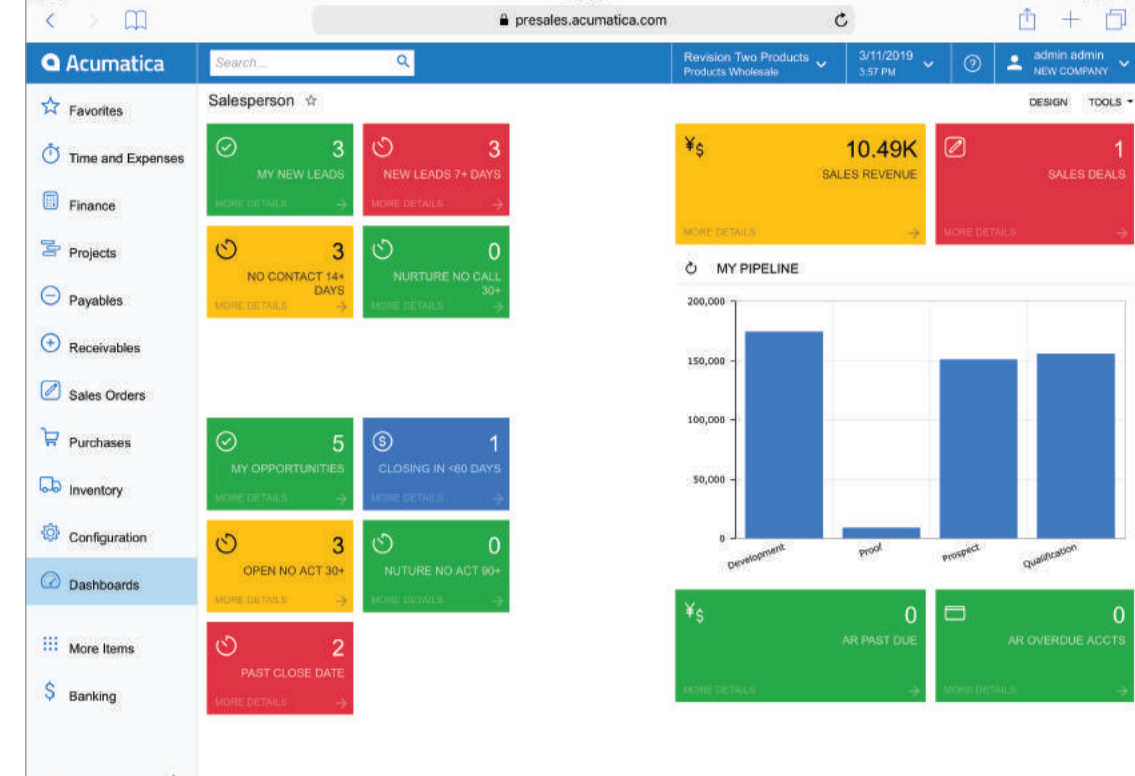
But Acumatica ERP software is designed to equip SMB companies to compete and operate cost-effectively in today's market.

Acumatica has the broad functionality and true cloud technology for agile business, giving real-time visibility to your sales, services and operations on phones, tablets and computers in your facilities or on the road with customers and suppliers.



SALES AND CUSTOMER RELATIONSHIP MANAGEMENT (CRM)

Capture opportunities and manage sales



SALESPERSON DASHBOARD ON TABLET

Leads to opportunities: track deals from start to closing

Product Configurator: provide features and options for product families

Custom products and services: adapt designs to customer needs

Projects: manage large, multi-site programs

Estimates: accurately quote complex proposals

Capable to Promise: commit to delivery based on capacity and materials

ORDER MANAGEMENT



Consolidate and process orders in Acumatica from a wide range of sources

Phone: quickly identify customer items, price and availability

E-mail: enter data from emails and attached spreadsheets

Product Configurator: process customer configurations to work orders

EDI: automatically process orders and shipping notices

Projects: convert quotes to work orders with all details

Business-to-business (B2B) website: give self-service business customers secure portal access

Business-to-consumer (B2C) website: create special catalogs and pricing for personal shopping

Field sales: sales and service staff enter POs on phones and tablets



CUSTOMER VIEW

INVENTORY AND PLANNING

Allocate and optimize product across multiple plants and warehouses



PURCHASING MANAGER DASHBOARD

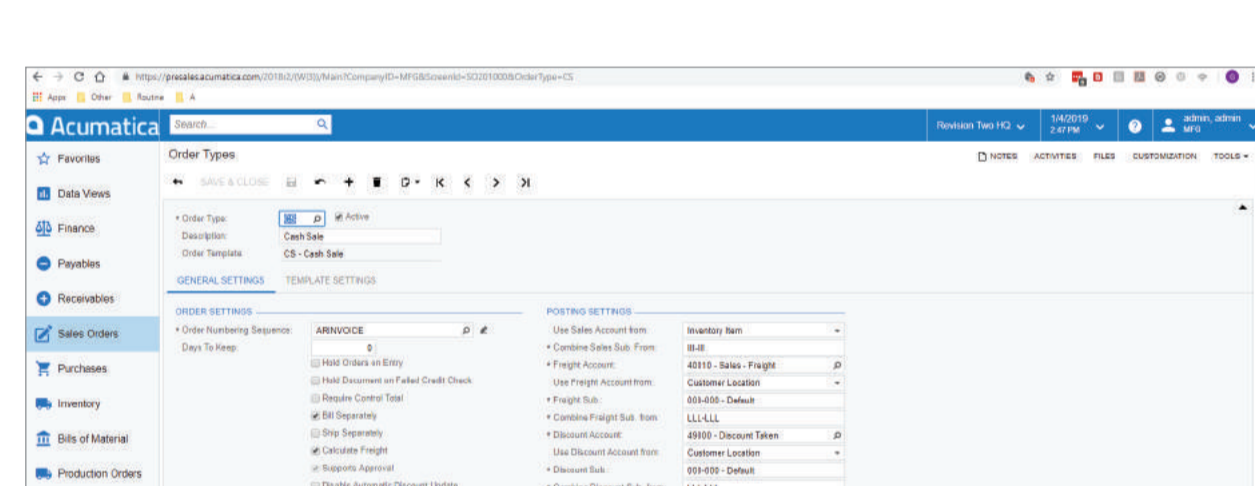
Forecasting: view current sales and purchasing activity to build business plans

Purchasing: optimize quantities and locations based on overall demand

SUPPLY CHAIN MANAGEMENT



Process orders automatically or individually depending on customer and business needs



SALES ORDER WORKFLOW

Stock products: ship from finished goods at any facility with lot and serial number control

Non-stock products: use regular or special locations based on material handling needs

Warehouse Management System (WMS): use fast, mobile scanners for receiving, management, pick, pack and ship

MANUFACTURING

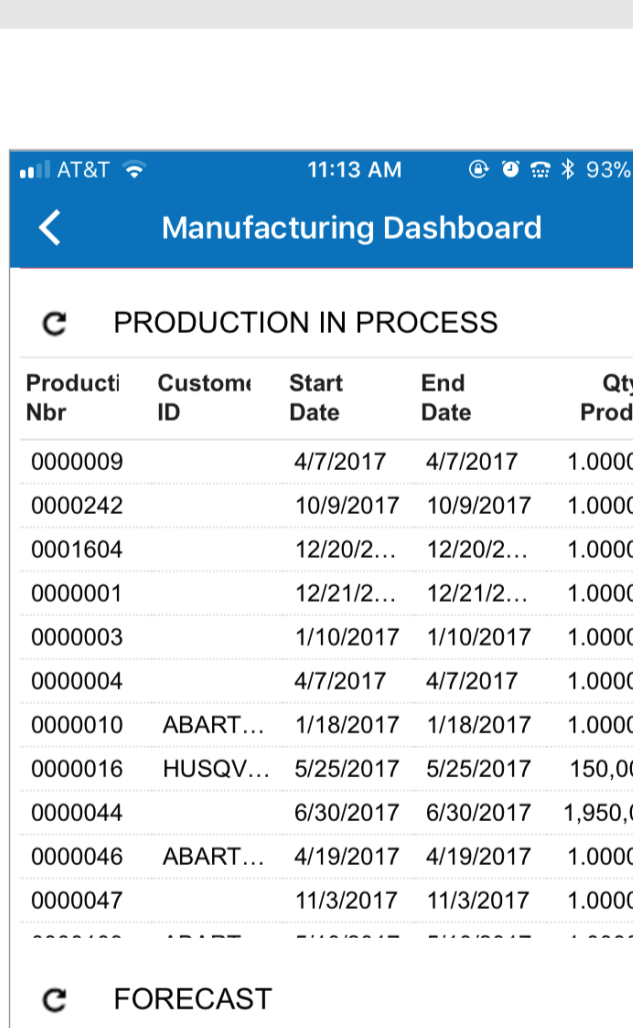
Make to stock or order—or combine both order types on your lines

Advanced Planning and Scheduling (APS): use finite scheduling for labor, workstations and tools

Master Production Scheduling (MPS): plan stock component and finished goods production

Material Requirements Planning (MRP): schedule materials for each location

Manufacture: schedule standard and custom products on the same lines

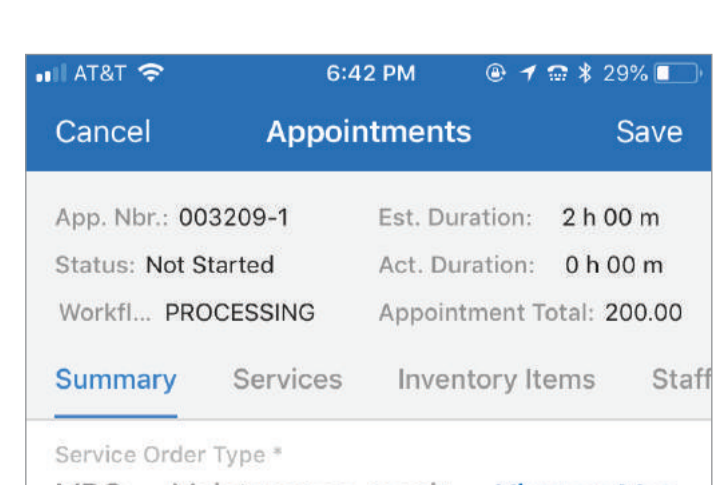


PRODUCTION DASHBOARD ON PHONE

INSTALLATION, SERVICE AND WARRANTY



Grow and manage aftermarket parts and service business



FIELD SERVICE APPOINTMENT

Schedule and dispatch: keep customer needs and use calendar, GPS and routing features for field staff

Mobile Service Management: use tablets and phones for managing parts and services, tracking time, documenting calls, etc.

Equipment maintenance and warranty: track both equipment and major components by serial number, repairs, replacement history, and warranty costs

Service contracts: provide standard and preventive maintenance services

Construction management: on new install or replacement projects, contract and manage jobs with construction functionality

About The Answer Co

The Answer Company is a leading supplier of business management software and technology consulting services. Since 1995, it has been helping businesses answer the difficult questions with regards to investments in technology and information systems. Working from offices across Canada, they serve national & international clients with a wide range of ERP solutions and numerous complimentary solutions that are powerful & flexible, and backed by industry expertise. The Answer Company's goal is to make businesses more successful at what they do and gain confidence to make profitable moves in their respective industries.

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