

# Distribution Edition

Master margins. Tame disruption.

“I love to recommend Acumatica, but not to any of our competitors. Acumatica has transformed our business, given us access to real-time stock information, and given us the confidence that we can just keep on growing.”

– Colin Gilhespy, Co-Owner and Managing Director, [Cave Direct](#)

## A Modern Cloud Business Platform for Inventory, Sales, and Supply Chain Agility

Supercharge your distribution business with Acumatica Cloud ERP—built to help SMBs compete with direct-selling manufacturers and low-cost global rivals. Our unified cloud platform delivers operational efficiency, agility, and real-time visibility, empowering distributors to grow sales across channels while protecting margins.

Born in the cloud and built for modern distribution, Acumatica offers AI-powered automation, omnichannel capabilities, and seamless connectivity. Optimize inventory with intelligent forecasting, automated replenishment, and time-phased planning. Streamline warehouse operations with paperless picking, barcode scanning, and matrix item support.

Gain supply chain agility with embedded WMS, connected shipping, and EDI automation. Ensure quality and traceability with lot and serial tracking. Improve inventory turns with automated purchasing and smart vendor management. Enhance customer relationships with integrated CRM, automated sales workflows, and dynamic pricing. Connect online and offline channels for seamless order processing and exceptional service.

With transparent, consumption-based licensing, Acumatica delivers enterprise-grade power on an SMB budget.



# Empower Everyone with Role-Based Dashboards, Seamless Collaboration, and Intuitive Navigation

Acumatica's modern ERP applications streamline operations on a single, connected platform for employees to manage daily tasks and strategic goals. Improve client satisfaction and drive long-term growth with role-based dashboards, configurable workflows, and embedded AI.



“They are saying, ‘Okay, I want a dashboard for this, or a report on these KPIs. They are coming up with ideas of how to accomplish more. These are things that our users would never have had in the old system. They never had the ability to even imagine a way to make their lives easier.’”

– Yisroel Hartman, Chief Operating Officer, [Sunshine Lighting](#)



## Order Management

Streamline your purchasing and sales processes with automated order management that eliminates manual tasks and ensures accuracy. Easily create, track, and approve purchase orders while maintaining clear visibility into costs and vendor commitments. Efficiently manage sales orders with flexible pricing, discounting, and order fulfillment tools that enhance customer satisfaction.

The screenshot displays a sales order for 'Agrilink Food' (SO 000529). The interface includes a header with navigation options like 'Quick Process' and 'Create Shipment'. Below the header, there are fields for 'Order Type' (SO), 'Customer' (F. DRAGIN - Agrilink Food), 'Order Nbr' (000529), 'Status' (Open), 'Date' (7/3/2025), and 'Requested On' (7/3/2025). A summary table on the right shows financial totals: Ordered Qty (355.00), Detail Total (10,066.50), Line Discounts (0.00), Document Discounts (0.00), Freight Total (0.00), Tax Total (0.00), and Order Total (10,066.50). The main section is a table of items with columns for 'Configurable', 'Branch', 'Inventory ID', 'Warehouse', 'Line Description', 'UOM', 'Quantity', and 'Qty. On Shipments'. The items listed include 'Hot Dog Buns 8 PK (12per pack)', 'Wise Potato Chips 1 25oz Bags / 36PK', 'Ball Park Beef Franks Sibs 2 PK', 'Coffee K-Cup Sampler Coffee 35 Court', 'Sweet N Low Sugar 12pk', and 'Liptons Cold Brew Tea Bags 6 Pack'.



## Inventory Management

Gain full inventory control with real-time tracking to minimize shortages and overstock while optimizing fulfillment. Automate replenishment with forecasting, eliminating guesswork. Streamline operations with kitting with disassembly and ensure traceability with lot and serial number tracking. Streamline transactions, increase turns, and reduce carrying costs with powerful analytics. Whether managing warehouses, coordinating shipments, or adjusting pricing, Acumatica keeps operations smooth and profitability high.

The screenshot shows the 'Item Warehouse Details' page for 'NIKON1 - Nikon Coolpix P100'. It includes fields for 'Inventory ID', 'Warehouse' (RETAIL - Retail Warehouse), and 'Status' (Active). Below these are tabs for 'GENERAL', 'INVENTORY PLANNING', 'PRICE/COST', and 'MANUFACTURING'. The 'INVENTORY PLANNING' tab is active, showing 'Planning Method' (Inventory Replenishment) and 'Replenishment Settings' (Replenishment Class: PURCHASE - Purchase, Override Replenishment Settings: checked, Seasonality: NONE - No seasonality - constant demand, Replenishment Source: Purchase, Replenishment Method: Min./Max., Replenishment Warehouse: VA-WHOLESL - Services East Warehouse).



## Warehouse Management

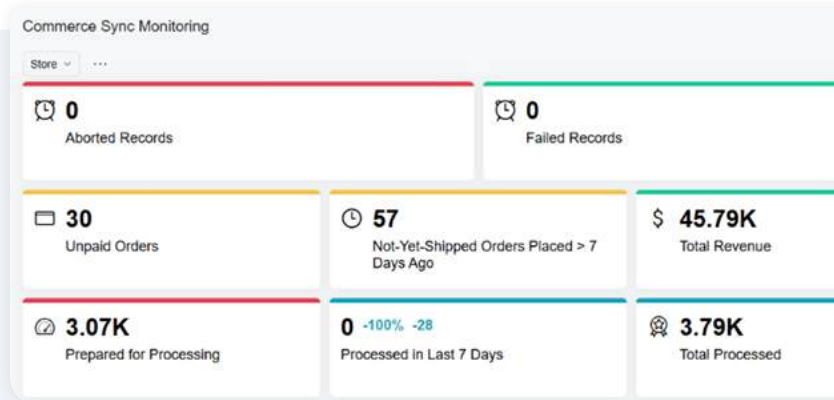
Acumatica's warehouse management enhances efficiency with mobile access, barcoding, and automated workflows for picking, packing, and shipping. Real-time tracking, barcode scanning, and guided workflows speed up fulfillment while reducing errors. Seamless shipping integrations ensure fast order processing, keeping customers happy. Whether managing one warehouse or a complex network, Acumatica provides the agility and visibility to keep operations running smoothly.

The screenshot shows the 'Warehouse Management' mobile app interface. It features a list of screens: 'Pick, Pack, and Ship', 'Receive and Put Away', 'Scan and Issue', 'Scan and Receive', 'Scan and Transfer', and 'Scan and Count'.



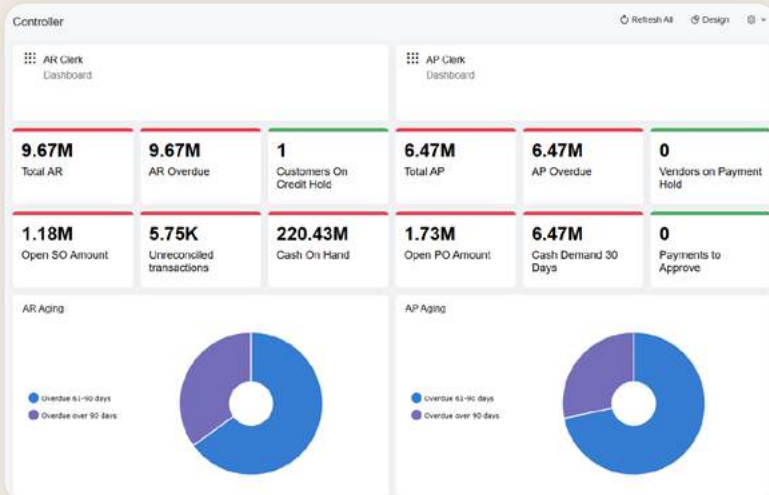
## Commerce & Point of Sale

Acumatica's native integrations with Amazon, Shopify, and BigCommerce enable you to connect your digital commerce storefront with Acumatica's financials, inventory, product information, and fulfillment—in real time. Expand brick-and-mortar showroom sales with applications for counter sales and will-call orders connected to cash registers, receipt printers, barcode scanners, and credit card terminals.



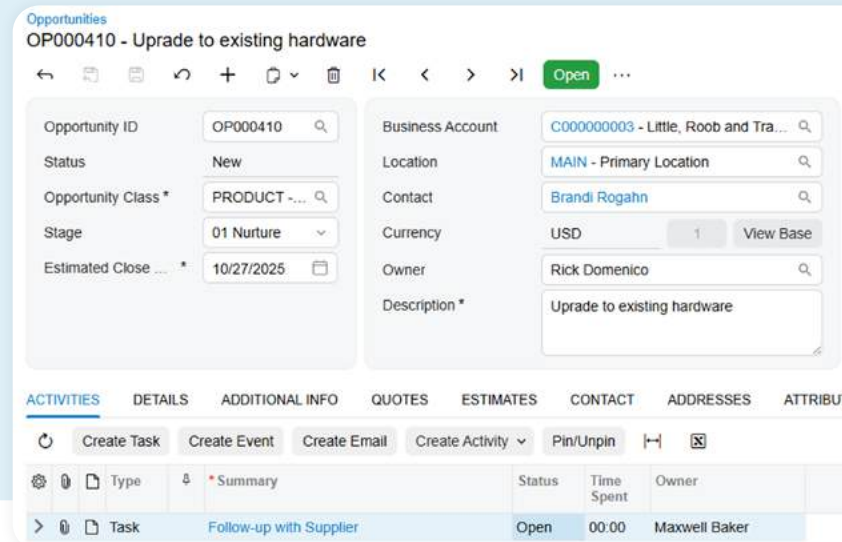
## Financial Management

Simplify accounting, automate invoicing and payments, and ensure accuracy effortlessly. Make smarter decisions with real-time insights from intuitive dashboards. Streamline approvals and cash management to boost efficiency and reduce errors. Manage expenses, track profitability, and optimize budgets with tools that keep you financially agile and positioned for success.



## CRM

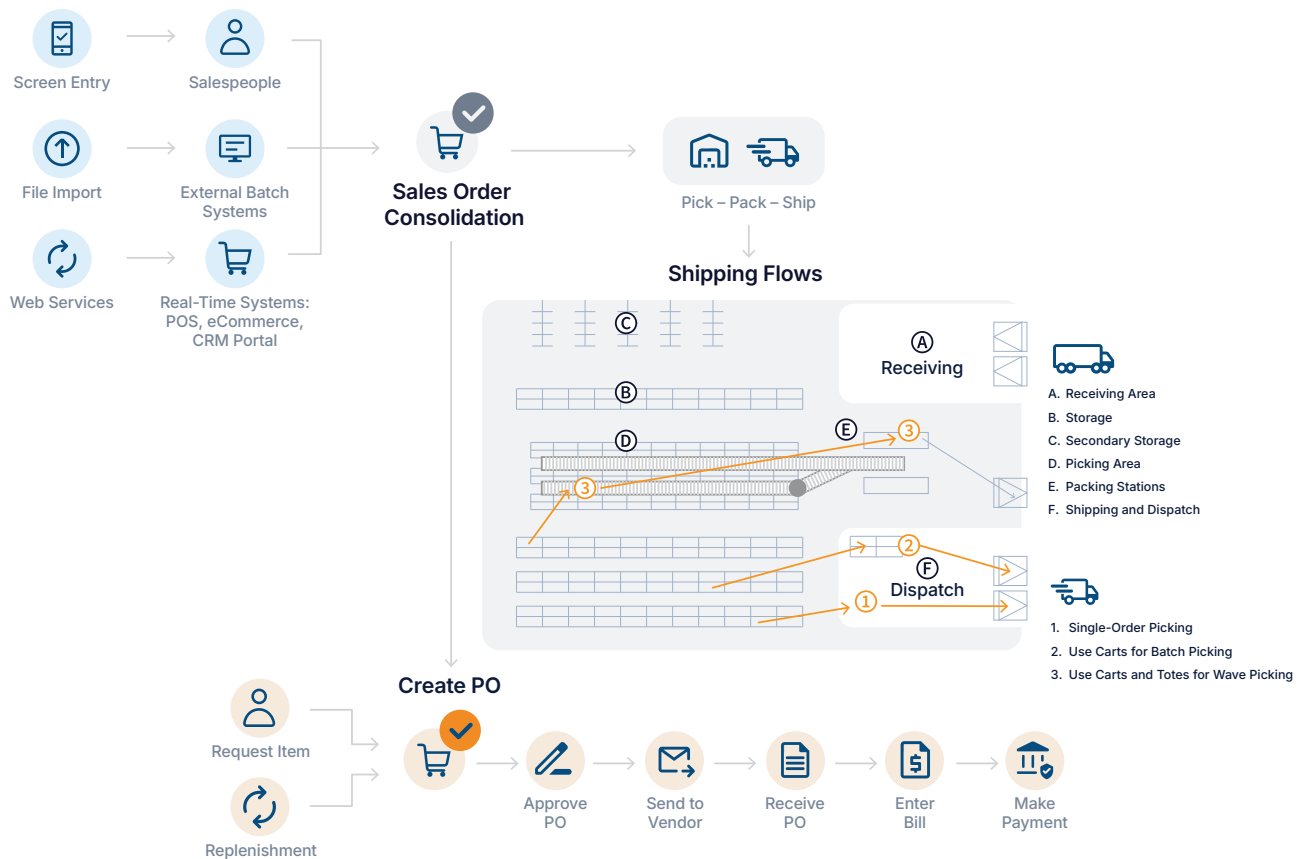
Acumatica's CRM automates marketing, streamlines sales, and simplifies customer support. Boost engagement, close deals faster, and resolve issues efficiently—all with full visibility into customer interactions to strengthen relationships and drive growth.





# Automate Q2C, P2P, and Warehouse Workflows

Accelerate cash flow with automated quote-to-cash features for faster quoting, approvals, invoicing, and collections. Utilize time-phased planning and replenishment tools to optimize purchasing decisions and streamline the procure-to-pay process. Source products with vendor requisitions and apply AI-driven workflows to reduce manual work, improve accuracy, and track vendor performance. Embedded WMS with barcode scanning and real-time inventory visibility accelerates fulfillment and minimizes errors.



10,000+  
Valued Customers

180M  
Transactions  
Every Month

97%  
User Satisfaction  
Rating

700+  
Dedicated  
Employees



# Last-Mile Features Designed for Your Industry

Acumatica's distribution capabilities adapt seamlessly to your unique business model, whether you're a single-site distributor or a multi-warehouse operation with hub-and-spoke distribution centers. Configure industry-specific workflows and automation rules that align with your distinct sales channels and fulfillment processes. Harmonize inventory availability between internal sales reps and business or consumer orders from your online storefronts or marketplace listings.



## Agriculture and Nursery Products

farm supplies, animal products, seeds, plants



## Automotive and Transportation

vehicles, trailers, motorcycles, planes, boats



## Chemicals, Plastics, and Coatings

gases, fertilizer, adhesives, paint, plastic resin



## Commercial and Professional Supplies

salon and restaurant, funeral, firefighting supplies



## Electrical, Electronics, and Technology

computers, components, lighting, appliances



## Equipment and Machinery

professional, commercial, industrial, construction



## Fashion, Apparel, Jewelry

clothes, footwear, fabric, leather, jewelry



## Grocery and Alcohol

food, ingredients, pet food, coffee, beer, wine



## Hardware, Plumbing, and HVACR

fasteners, hardware, plumbing, heating, valves



## Health, Beauty, and Medical

drugs, vitamins, cosmetics, health supplies, cannabis



## Home Goods and Furnishings

furniture, bedding, flooring, decor, kitchenware



## Hospitality and Leisure

lodging, eating & drinking, theaters, parks



## Industrial and MRO Supplies

parts, cutting, abrasives, tools, packaging



## Janitorial and Sanitation

soap, cleaners, detergents, mops, brooms, toiletries



## Lumber and Building Materials

lumber, windows, doors, shingles, siding, tile, flooring



## Metals and Minerals

steel, metal, coal, stone, glass, concrete, minerals



## Paper, Publications, and Cards

stationery, books, greeting cards, playing cards



## Petroleum Products

oil, gas, propane, natural gas, kerosene, lubricants



## Toy, Hobby, and Sporting Goods

toys, games, bicycles, hobbies, sporting goods



## Other Retail

musical instruments, signs, art supplies, brushes

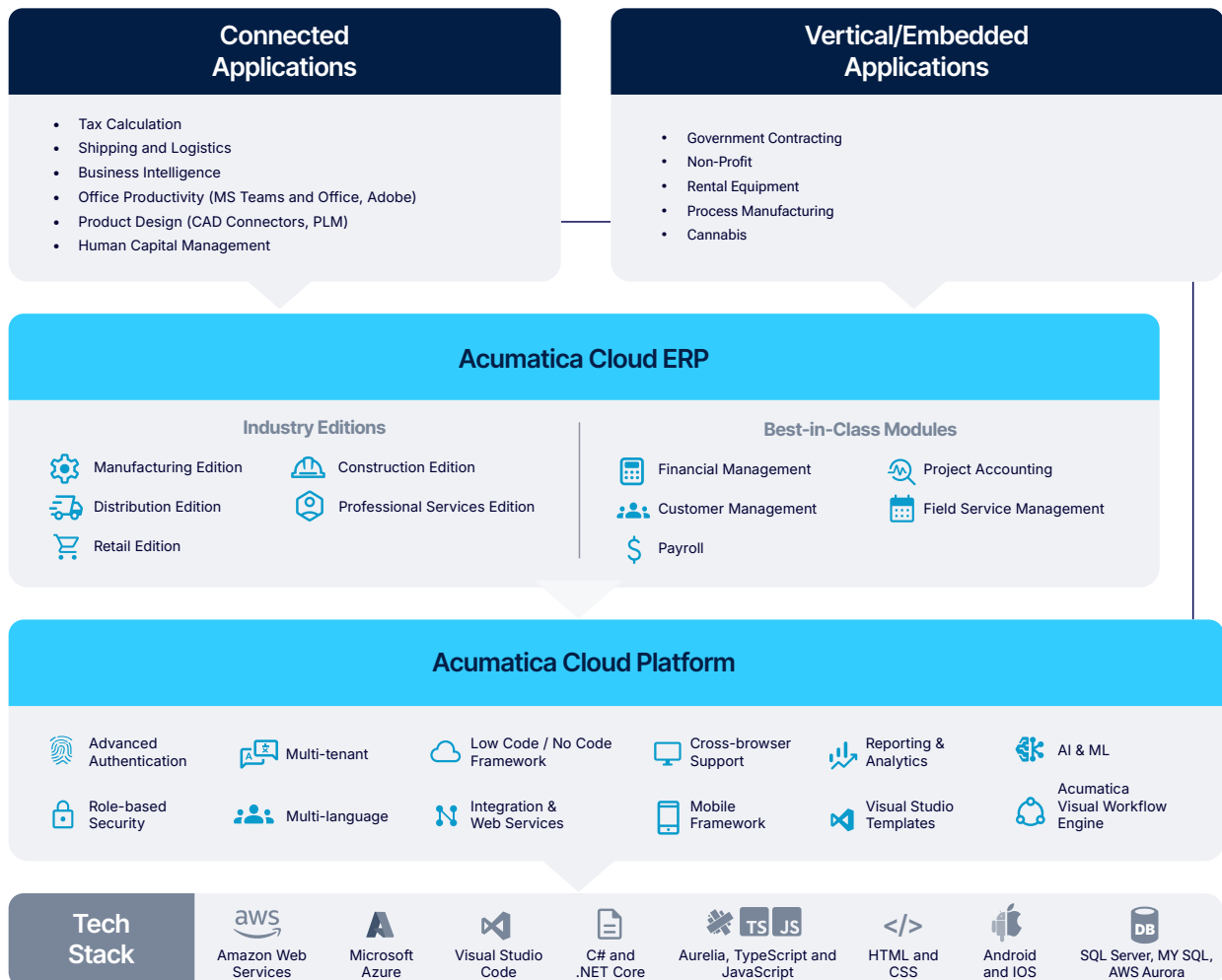


# The Adaptable Acumatica Cloud ERP Platform

The Acumatica Cloud ERP platform is built on the world's best cloud and mobile technology, providing the tools business users need to reimagine an interconnected world.

The architectural framework and application development platform leverage new technologies with user-driven feedback, empowering business users to tailor the system with role-based security and low-code and no-code customization tools for a personalized ERP experience. Developers can easily customize and extend the application to meet unique business and industry requirements.

Acumatica allows users to modify workflows, rearrange screens, customize reports, build dashboards, and tailor the system without writing code. Transform your business, collaborate across departments, and prepare for growth with a business management platform that adapts to your evolving needs.





# Manage your Entire Business with a Modern and Holistic ERP Solution Tailored for Every Need



## Financials

- General Ledger
- Accounts Payable
- Accounts Receivable
- Deferred Revenue
- Recurring Revenue
- Cash Management
- Tax Management
- Bank Feeds
- Fixed Assets
- Payments
- Payroll Management
- Currency Management
- Global Financials
- Multi-Entity/Intercompany
- Time Management
- Expense Management



## Business Insights

- Acumatica Reports
- Generic Inquiries
- Role-Based Dashboards
- Microsoft Power BI
- Business Events



## Wholesale Distribution

- Inventory Management
- Sales Orders
- Purchase Orders
- Purchase Order Requisitions
- Warehouse Management (WMS)
- Distribution Requirements Planning



## Manufacturing

- BOM and Routings
- Production Management
- Material Requirements Planning
- Advanced Planning & Scheduling
- Product Configurator
- Manufacturing Estimates
- Engineering Change Control
- Arena Connector



## Professional Services

- Project Accounting
- Project Management
- Progress and Milestone Billing
- Resource Management
- Contract Management
- CRM Service and Support
- Field Reporting and Mobility
- Time Management
- Expense Management



## Retail & Sales

- Amazon Connector
- Shopify POS Connector
- Shopify Connector
- B2B on Shopify Connector
- BigCommerce Connector
- Sales Orders
- CRM Marketing and Sales
- Customer Portal



## Construction

- Construction Financials
- Cost Projections
- Progress Billing
- Construction Payroll
- Job Cost Accounting
- Project Management
- Field Service
- Equipment Management
- Compliance
- Change Management
- Material Management
- Preconstruction



## Other Industries

- Agriculture, Forestry, & Fishing
- Banking and Finance
- Communications & Utilities
- Educational Services
- Equipment Rental
- Healthcare
- Non-Profit & Membership
- Oil, Gas, and Mining
- Process Manufacturing





# Acumatica – Different by Design

Acumatica is different by design and purposely built to help growing companies thrive in today's digital economy. Our industry-specific business management software features intelligent workflows and market-leading usability that enable companies to manage risk, anticipate disruption, and seize new opportunities. Our principled business practices, growth-friendly licensing, and flexible deployment options put organizations in control of their future.

We recognize that no business succeeds alone, and that's why Acumatica is more than a product—it's a thriving community of partners, customers, and creators committed to delivering technology that enables tomorrow's leading companies to innovate, collaborate, and grow on their terms.

## Customer Bill of Rights



Clear fee structures without surprises



Consumption-based license fees



Always-free educational resources



Adapt and customize to your needs



Freedom to choose partners and providers



Fair pricing without long-term commitments



Own and access your data, now and always



Deployment freedom on a public or private cloud



Comprehensive security for access, data, and devices



Open platform with APIs for rapid integration

+33

Industry-Leading Net Promoter Score

240+

Independent Software Vendors

350+

Global Channel Partners

1

Unique, Singular Product Focus



# Connected Retail and Supply Chain Apps

NETSTOCK

eazystock

Avalara  
Tax compliance done right



FedEx



Heuristyc

DESCARTES  
Pacejet

amazon

shopify

BIGCOMMERCE

“Acumatica handles inventory so much better than our old system. This is a big time savings for us to see live inventory availability across our three different locations and not have to resort to various spreadsheets or wander through our yards of products like we did before.”

– Steve Slaughter, President/CEO, [Frederick Block, Brick & Stone](#)

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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