![ACC Software Solutions logo]

Official Newsletter of ACC Software Solutions
Q2 • April - June 2023

A Word from the ACC President

SEAN ATKINS

As we enter the summer months, it's a time of renewed energy and fresh opportunities. It's a chance to embrace new projects, set ambitious goals, and collaborate on innovative ideas. I encourage each of you to take some time to relax, recharge, and rejuvenate. Find moments to connect with loved ones, indulge in hobbies, and explore new experiences. Use this summer as a chance to reflect on your personal and professional goals, and set intentions for the months ahead. Remember to strike a healthy work-life balance and make the most of the opportunities that come your way.

This issue:

ACC Gives Back

CHECK OUT WHAT OUR OFFICE HAS BEEN DOING

Boy Scout Camping Donation
We are thrilled to announce that ACC has proudly donated a collection of high-quality tents to the local Boy Scouts organization. We firmly believe in investing in the next generation, and supporting initiatives that promote character-building, leadership, and community involvement. It is our hope that this donation will enable the Boy Scouts to continue their valuable work in nurturing the leaders of tomorrow.

2nd Annual Head to Cleats Festival
ACC Software Solutions is proud to have sponsored the 2nd Annual Head to Cleats Festival on April 23, 2023. The annual festival is hosted by The Gloucester City Youth Soccer League (GCYSL) and Nate's Story.

The GCYSL is one of the largest youth programs in Gloucester City and provides over 300 children with the opportunity to learn teamwork, sportsmanship and soccer.

Nate's Story is a nonprofit organization that aims to help break the stigma surrounding grief, trauma, and mental health through support, guidance, education, and perseverance.

The Head to Cleats festival is a vibrant celebration of sports, community, and youth empowerment. This exciting event brings together athletes, families, and local businesses for a day filled with sports activities, entertainment, and charitable initiatives.

The festival aims to promote the importance of sports in the development of young individuals, fostering values such as teamwork, discipline, and perseverance. Through our sponsorship, we support the festival's mission to inspire and empower the next generation.

ACC Software Solutions is proud to support the 2nd Annual Head to Cleats Festival and Nate's Story. Together, let's celebrate the transformative power of sports and the journey of young athletes like Nate.

Head to Cleats Festival

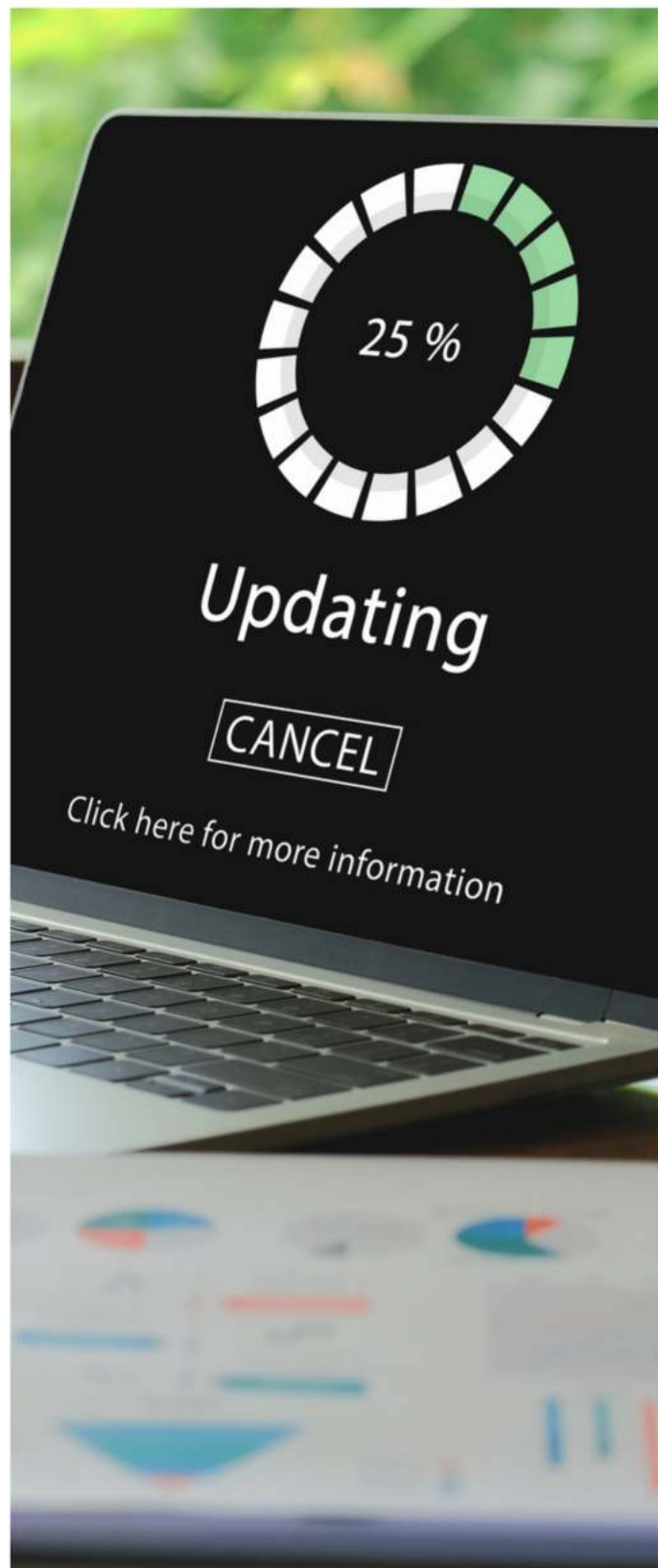*"Getting physically and mentally stronger...together"*

Sage 100

SAGE 100 VERSION 2023 IS NOW AVAILABLE

Sage 100 version 2023.0 offers over 40 new features and updates, designed to help simplify workflows, increase personal data security, and improve accuracy in decision-making. Several enhancements resulted from direct customer and business partner feedback. Keep the ideas coming, we are listening.

Here are a Few Release Highlights:

- Production Management has been updated to achieve complete parity with the legacy Work Order (WO) module and extended to offer additional capabilities that exceed WO functionality.
- The Inventory Requirements Planning (IRP) module has been updated to mirror Material Requirements Planning (MRP) and its functionally has been significantly extended beyond any prior functionality of MRP.
- Accounts Payable Invoice Payment Selection enhancement to help reduce human error.
- Accounts Payable Masked 1099 and ACH Data update to help ensure compliance in protecting sensitive data.
- Select Serial Numbers by Range reducing the cumbersome task of scrolling through a list.
- History options default to 9 years, updated from 5 years.
- Crystal Reports has been updated to version 2020.

The full data sheet of 'What's New in Sage 100 v2023' can be found on the ACC website. Solutions > Sage 100 > Sage 100 Versions and System Requirements.

Sage Business Partner

Sage 100: Guide

FIVE WAYS TO PREVENT STOCKOUTS AND OVERSTOCKS WITH ANALYTICS

Maintaining the right inventory balance is crucial for any business. Too much inventory can lead to excess carrying costs and markdowns.

On the other hand, too little stock can result in lost sales and customer dissatisfaction. Fortunately, the right information can help suppliers achieve the optimal inventory balance, prevent stockouts and avoid overstocks with their retail partners. Here are five ways analytics can help you avoid having too much or too little inventory.

Understand and Prioritize Top-Performing Items
As a supplier, it is crucial to understand and prioritize your top-performing items to prevent stockouts and meet customer needs. By analyzing sales and inventory trends, you can identify the most popular products in high demand. This information can help you make informed decisions about which products to produce more of and which products may not be worth carrying in the future. For example, let's say you sell various clothing items and have data that a particular style of jeans is consistently one of your top sellers. You may want to prioritize this item by keeping a larger inventory on hand, and potentially even placing larger orders with this manufacturer to ensure that you always have enough stock to meet demand.

Analyze Supply and Sell-Through Velocity
Closely monitoring weeks of supply and sell-through velocity can help you anticipate demand and prevent stockouts and overstocks. By tracking these metrics, you can stay informed about the movement of your products at the retail level and ensure a steady flow of product available for consumers. A high sell-through velocity indicates a product is selling quickly and may need to be restocked soon, while a low sell-through velocity suggests slower sales and a longer shelf life, which can lead to higher carrying costs and lower margins. By working closely with your retail partners and staying informed about the demand for your products, you can spot trends early and adjust your strategies to meet the market's needs.

Implement Location-Based Analysis

Location-based analysis can be a powerful tool for optimizing the placement and sales of your products. By analyzing sales data by location, you can gain a deeper understanding of how your products perform in different markets and identify any trends or patterns in customer behavior. Additionally, you can use location-based analysis to compare the performance of your products across different types of retailers, such as department stores versus specialty stores. You can also compare online versus brick-and-mortar sales and understand how these channels affect your revenue and profitability. This analysis can help you determine which types of retailers are the most effective at selling your products and adjust your distribution strategies accordingly. By leveraging location-based analysis, you can make informed decisions about where to focus your resources and drive sales for your business.

Prevent Stockouts: Honing Promotion Strategy

Understanding which products are selling best is crucial for any supplier looking to optimize their promotion strategy with retail partners. By analyzing sales and inventory data, suppliers can identify which products are in high demand and tailor their promotion efforts accordingly. This effort can involve offering targeted discounts or creating targeted marketing campaigns to drive sales for certain products. Additionally, by staying informed about which products are selling well, suppliers can better anticipate demand and prevent stockouts by ensuring a sufficient supply of popular products for consumers.

Proactively Communicate, Internally and Externally

Effective communication about sales and inventory trends has numerous internal and external benefits. Empowering your sales and planning teams with visibility into sales data and trends can help them better capitalize on sales opportunities and areas of potential growth.

In addition to the internal benefits, effective communication is essential for strong retail partnerships. Collaborating with retailers using data fosters transparency and trust, and helps you stand out as a strategic partner with data-backed recommendations.

Sage Business Partner

Acumatica

ACUMATICA 2023 R1 IS NOW AVAILABLE

Acumatica is a cloud-based ERP software that provides businesses with a comprehensive suite of tools for managing their financials, supply chain, project accounting, customer management, and more. The latest release of Acumatica, 2023 R1, brings a number of new features and improvements that aim to make the platform even more user-friendly and efficient.

Empower Users with Exceptional Usability

Evolve your Business with an Intelligent Platform

Dominate Vertical Segments with Industry-Focused Functionality

EMPOWER USERS WITH EXCEPTIONAL USABILITY

Traditionally, ERP applications have been perceived as unintuitive, back-office solutions. Acumatica's modern, true-cloud solution breaks this paradigm with industry-leading usability. Acumatica's Cloud ERP puts technology novices and digital natives alike in the driver's seat and allows them to focus on innovation and value-added work. Our numerous usability awards are based on the direct feedback of hundreds of actual users who have evaluated many other mid-market ERP solutions.

Feature Benefits for Usability:

✓ Provide additional information about new features via the hover functionality, which will not interrupt the user's workflow.

✓ Improve business event transparency by sending notifications about event activity to users who previously owned the event, such as support or sales staff.

✓ Optimize the approval process by choosing a user to receive another user's approval requests over a predefined period.

✓ Find data faster with the preview mode, which renders recognized documents in the side panel.

✓ Boost precision and reduce manual errors with automatic tax zone assignment based on entered addresses (country, state, postal code).

Acumatica: Standing Up for Customers

AUMATICA'S UPDATED "CUSTOMER BILL OF RIGHTS"

Acumatica is different. They believe in protecting customers from practices designed more to drain their wallets than to solve their problems - dedicated to keeping customers' needs and wants at the forefront of their product roadmap. Customer satisfaction combined with focus on innovation is vital.

Acumatica firmly believes that all businesses have core rights in their dealings with technology vendors. Beyond just talking about it, Acumatica has announced their commitment to these promises.

Acumatica's Customer Bill of Rights:
1. A software and services proposal with clear fee structures, and no surprises.
2. Unlimited user access without having to purchase user licenses.
3. Fully adapt and customize the solution to meet your evolving business requirements.
4. Transparent, fair pricing and agreements without long-term commitments.
5. Deploy the solution on a public or private cloud.
6. An open platform with robust APIs to rapidly integrate your other systems.
7. A complete security model that covers your application access, data, reports, and devices.
8. Own and access your data, now and always —in full, usable data formats.
9. Take advantage of all knowledge and resources developed across a broad community of employees, partners, and customers.
10. Professional online training that is free and comprehensive.

Acumatica
The Cloud ERP

Upcoming & Past Events

ACC SOFTWARE SOLUTIONS

Summer Series
Join our exclusive webinar series designed to help you maximize the potential of your software solution! Whether you are a new user looking to get started or a long-time customer seeking to unlock additional value, these webinars are tailored to address your specific needs. Our team of experts will guide you through practical tips, best practices, and advanced techniques to ensure you get the most out of your software investment.

WEBINAR ▶ **What's New in Acumatica's 2023 R1 -** *July 13, 12PM EST*
Join us for an exciting event, where we will unveil the latest features and enhancements in Acumatica's highly anticipated 2023 R1 release. This event is a must-attend for Acumatica users, and industry professionals who want to stay ahead of the curve and leverage the newest capabilities of this powerful cloud ERP solution.

WEBINAR ▶ **Advanced Inventory Management for Sage 100 -** *July 20, 12PM EST*
Let's explore the powerful capabilities and advanced techniques for managing inventory effectively using Sage 100. Designed for Sage 100 users and professionals in the inventory management field, this event is your opportunity to gain valuable insights and enhance your inventory management processes..

WEBINAR ▶ **Acumatica's End of Year Closing Procedures -** *July 27, 12PM EST*
We'll guide you through the essential steps and best practices for closing out your fiscal year in Acumatica. This event is designed for Acumatica users and financial professionals who want to ensure a smooth and accurate year-end closing process.

WEBINAR ▶ **Inventory Costing, Adjustments and Valuation Changes in Sage 100 -** *Aug 3, 12PM EST*
This event is tailored for Sage 100 users, inventory managers, and financial professionals who want to gain a deeper understanding of inventory costing methods, adjustments, and valuation changes.

WEBINAR ▶ **Automating Alerts, Reports and Tasks in Acumatica -** *Aug 10, 12PM EDT*
Allow Acumatica to automatically sent email alerts for certain business events. Automate the generation and email delivery of reports. Automate common tasks to help maintain data and minimize manual processes.

WEBINAR ▶ **What's New in Sage 100's 2023 Release -** *Aug 17, 12PM EST*
Join us for an exciting event, where we will unveil the latest features, enhancements, and innovations in Sage 100's highly anticipated 2023 release. This event is a must-attend for Sage 100 users, and industry professionals who want to stay ahead of the curve and leverage the newest capabilities of this powerful ERP solution.

ACC SOFTWARE SOLUTIONS

User Group Meetings

We are thrilled to invite you to our upcoming User Group Meetings. These events provide a unique opportunity for users like you to connect, share insights, learn from industry experts, and explore the latest trends and updates in the world of ERP.

WEBINAR ▶ **Acumatica User Group Meeting -** *Sept. 2023, TBD*
Don't miss out on this valuable opportunity to connect, learn, and grow with the Acumatica community. Take advantage of this collaborative environment to expand your knowledge, gain insights from industry experts, and network with fellow Acumatica users.

WEBINAR ▶ **Sage 100 User Group Meeting -** *Oct. 2023, TBD*
This event provides a unique opportunity for Sage 100 users to connect, collaborate, learn from industry experts, and explore the latest updates and trends in the world of Sage 100.

ACUMATICA

On-Demand Webinars

For those unable to participate in live webinars: on-demand webinars are archived recordings of previous Acumatica's webinars available 24/7 for viewing.

WEBINAR ▶ **Acumatica 2023 R1: A True Manifestation of Customer-Driven Innovation**
Acumatica 2023 R1 is now available to Acumatica customers whose feedback and insights drove every feature improvement decision.

WEBINAR ▶ **Sustainable Strategies: The Secret to Boosting Revenue & Reputation**
Research shows that SMBs can improves their financial performance, customer loyalty, and brand reputation by adopting environmental, social, and governance (ESG) practices. But what's the best way to implement ESG initiatives that align with your business goals and strategy?
Acumatica 2023 R1 is now available to Acumatica customers whose feedback and insights drove every feature improvement decision.
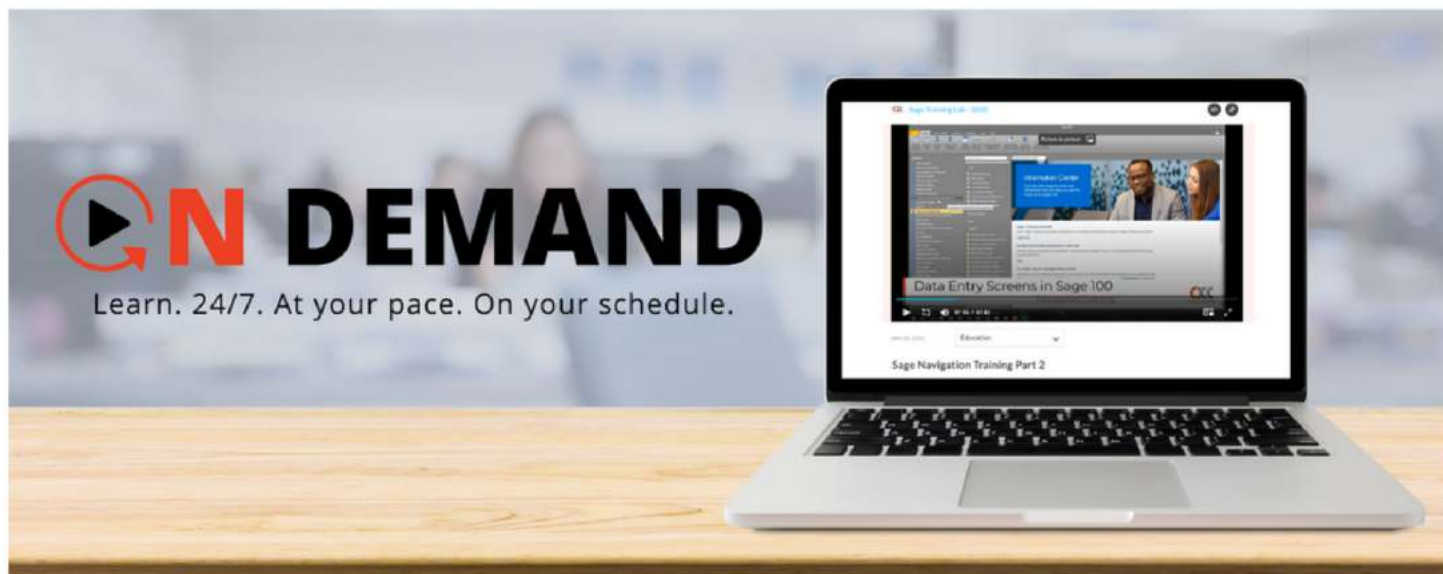
SAGE 100

On-Demand Webinars

Explore the powerful capabilities and benefits of Sage 100 on-demand - webinars provide a convenient and flexible way to access valuable information at your own pace.

WEBINAR ▶ **Catch Sage Summer LV23 on Sage University**
Sage Partner Summit LV23 content is now hosted on Sage University. Experience the Keynote Super Sessions, check out the workshop presentations, and discover partner-exclusive insights to help your business flow.

ACC Software Solutions On-Demand Training Lab

LEARN. 24/7. AT YOUR PACE. ON YOUR SCHEDULE.

We are excited to introduce our new on-demand training resource exclusively available for customers on an active support plan. This comprehensive training program is designed to provide you with the knowledge and skills needed to maximize the value of your support plan and fully leverage the capabilities of our products.
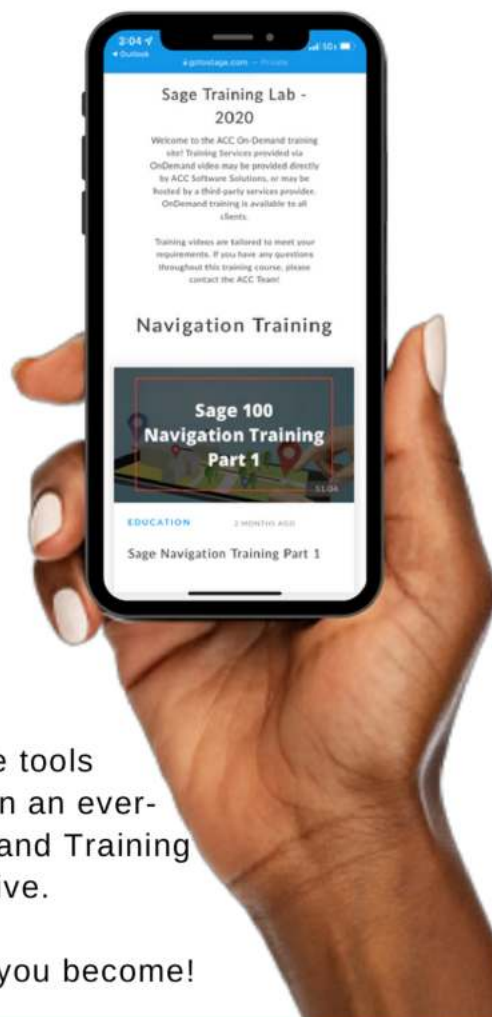
With this on-demand training resource, you have the flexibility to access training materials whenever and wherever it suits you best. Whether you are a new user or a seasoned expert, these resources offer valuable insights, best practices, and step-by-step instructions to enhance your proficiency and productivity.

Key Features of On-Demand Training Include:
1. Extensive Library of Training Materials
2. Self-Paced Learning
3. Hands-On Exercises and Simulations
4. Expert Guidance
5. Updated Content
6. Convenient Access
7. Continuous Learning

Our on-demand training resource provides you with the tools and resources to build your expertise and stay ahead in an ever-evolving business landscape. To access your On-Demand Training Lab, contact your ACC Software Solutions representative.

Remember, the more you know, the more empowered you become!

3rd Party Spotlights

ACUMATICA AND SAGE 100 INTERGRATIONS

We are excited to shine the spotlight on the 3rd party integration capabilities of Acumatica and Sage 100, leading ERP platforms. With these robust ecosystems of integration partners, you can seamlessly connect and integrate Acumatica or Sage 100 with a wide range of complementary applications, empowering your organization with enhanced functionality, automation, and efficiency.

TrueCommerce

Sage Business Partner

Acumatica
The Cloud ERP

TrueCommerce delivers the most complete and scalable EDI solution that makes it easier and more cost-effective to do business with your trading partners. Easily integrate each element and use connected applications like multi-carrier shipping, business analytics, and a suite of tools that manage key components such as orders, inventory, drop-ship vendors, and product information.

Avalara

Sage Business Partner

Acumatica
The Cloud ERP

Avalara helps businesses of all sizes get tax compliance right. In partnership with leading ERP, accounting, ecommerce, and other financial management system providers, Avalara delivers cloud-based compliance solutions for various transaction taxes, including sales and use, VAT, GST, excise, communications, lodging, customs duties and other indirect tax types.

ScanForce

Sage Business Partner

ScanForce specializes in developing innovative solutions and delivering unmatched support to our Sage 100 clients. We utilize barcodes and mobile devices to optimize warehouse and inventory management processes, empowering teams to work on the go. Whether you need to streamline workflow, track inventories, or create labels, ScanForce gets the job done in no time.

CONTACT ACC SOFTWARE SOLUTIONS FOR AN IN-DEPTH CONVERSATION OF YOUR EVOLVING SOFTWARE NEEDS

These are just a few examples of the countless possibilities that 3rd party integrations offer with Acumatica and Sage 100. By leveraging the power of integration, you can extend the capabilities of your ERP, tailor the system to your specific needs, and drive operational excellence.

FOLLOW ACC ON SOCIAL MEDIA

ACC is ramping up our social media presence with new daily updates including: technical videos on YouTube, blog posts, news, and industry insights, on Facebook, LinkedIn, Twitter, and Email. Follow us for the most recent industry highlights!

2023 BLOG, VIDEO & WEBINAR HIGHLIGHTS

ACC posts new blogs and videos weekly! You will find blogs to answer your technical support questions, implementation do's and don'ts, and even video blogs for more in depth information. To find a blog that best fits your needs visit us online at www.4acc.com/blog/.

Boost Employee Engagements and Profitability

Catch up on this quarter's ACC Webinar Events to get the most of your ERP solution! Re-watch live events at your convince or register for upcoming events with the ACC Software Team at www.4acc.com/webinars/.

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