



SOFTWARE • SOLUTIONS

Official Newsletter of ACC Software Solutions
Q3 • July - September 2023

A Word from the ACC President

SEAN ATKINS

As we glide through the third quarter of 2023, there's a palpable energy of transformation and innovation in the air. It's the season of reflection on the milestones we've achieved, the challenges we've navigated, and the roadmap we envision for the final quarter. At ACC, we're committed to keeping you informed, engaged, and ahead of the curve. Our Q3 Newsletter is brimming with insights, updates, and exciting news that outlines our journey so far and the promising path ahead. Dive in and join us on this ever-evolving adventure of digital transformation and solution excellence.



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Acumatica Cloud ERP Software Version 2023 R2

CHECK OUT WHAT OUR OFFICE HAS BEEN DOING



Reimagine your Business with Intelligent Technology



Drive Growth with Best-in-Class Applications and Unified Finance and CRM



Win in your Markets with Tailored Industry Capabilities

Reimagine your Business with Intelligent Technology

- Make work on-the-go easier and more productive with dynamically visible containers that show only the relevant tabs on the mobile device.
- Save time with actionable custom field elements to navigate to external sites.
- Drive productivity and efficiency by tailoring the workflow to the order type; create a custom workflow for a new order type.
- Streamline bank reconciliation and manage credit card receipts efficiently by automatically mapping bank fields to fields in Acumatica.
- Support international operations by leveraging AI/ML to add branches and locations to Acumatica's document recognition capabilities while supporting complex language recognition.
- Speed data entry using intelligent text completion that makes recommendations based on past entries.

Drive Growth with Best-in-Class Applications and Unified Finance and CRM

- Enhance cash flow and streamline the payment process with Acumatica's robust and integrated payment processing system that enables customers to make secure credit card and ACH payments easily.
- Provide reporting compliance with robust overtime calculations that calculate overtime by multiple factors and enable employees to more easily understand their earnings and deductions on jobs/projects with paystub improvements.



CONTINUED FROM PAGE 2...

- Simplify compliance in the US with state configuration for 1099 reporting and in Canada with T5018 reporting improvements.
- Boost sales by helping reps close more deals; automatically assign leads, contacts, accounts, and opportunities to reps by sales territory.
- Enhance customer satisfaction and support by streamlining returns processing; automatically create a return order and link it to the case facilitating time-to-resolution SLAs.
- Simplify the administration of email accounts and enhance security by managing personal email accounts in Acumatica.
- Instantly add contacts, leads, opportunities, and orders via the Gmail add-on, published on the Google Marketplace.

Win in your Markets with Tailored Industry Capabilities

- Improve profitability and provide transparency with capabilities that enable reviewing estimated margin percent and amount calculations during order creation for an entire order and individual line items.
- Streamline mass stock allocation and deallocation for orders with the new Manage Sales Allocations screen; automate the allocation process and apply manual overrides to change or refine suggestions.
- Protect margins with features that optionally exclude automatic line discounts, such as volume discounts from order lines for a particular price, such as promotional pricing.
- Add the world's largest sales channel with the Amazon connector that connects Acumatica to Amazon's Seller Central marketplace, supporting FBA (Fulfilled by Amazon) and MFN (Merchant-Fulfilled Network) delivery models.
- Open new markets and accelerate sales to business customers with Shopify's new B2B eCommerce platform by seamlessly integrating online sales with Acumatica's back-end fulfillment processes.
- Improve manufacturing cost control and streamline implementation and setup for cost accountants with a new user role and the option to lock production order status.
- Simplify production order ticket printing with the Acumatica DeviceHub service that includes automation schedules and predefined printer settings.
- Extend Acumatica's Product Configurator via new web endpoints to leverage rules-based product options and values logic for configured orders from external apps like website storefronts, custom portals, or other applications.





Sage 100: Alerts & Workflows

MAKE SMARTER, DATA DRIVEN DECISIONS

Sage Alerts and Workflow is a unique combination of data mining (monitoring), alerts, reporting, and workflow technologies that automatically monitor and respond to critical information in ERP, CRM, HRM, and related applications. An advanced warning system that monitors business systems to identify critical interventions required and generate reporting to drive timely decision making and automates communications to the right people to intervene.

Real-Time Alerts for Inventory Management

Take a more proactive approach to inventory management by setting alerts for when an inventory lot is about to expire, or an item is approaching its re-order level.

Maintain Full Visibility of Purchase Orders

Stay on top of your purchase orders with contextual alerts tied to your system, including delivery delays, backorders, and overdue approval prompts.

Effectively Manage Projects with Regular Updates

Keep your projects on-track by setting conditional alerts for missed deadlines, budget changes, review dates, and more.

Additional Connections

Monitor behavior's outside Sage ERP with paid 'connections' for other applications.

Sage Business Partner

Acumatica Customer Spotlight

ACCU-SCOPE



Accu-Scope, a leader in microscopy solutions, prided itself on delivering high-quality, precision instruments to its global clientele. Yet, as they expanded their reach, they grappled with complex inventory management, international sales tracking, and integrating diverse operational systems.

The Solution

Realizing the depth of Accu-Scope's challenges, ACC Software Solutions introduced the Acumatica ERP system – a holistic platform designed to bring coherence to intricate business processes. With its cloud-based capabilities and tailored modules, Acumatica, as deployed by ACC, bridged the operational gaps Accu-Scope had been experiencing.

The Outcome

Post the Acumatica integration by ACC Software Solutions, Accu-Scope began reaping immediate benefits. They achieved centralized control over their vast inventory, real-time tracking of international sales, and streamlined their financial processes. What's more, their ability to offer exceptional customer support improved, with all client information and interactions housed within a single, accessible system.

Final Thought

Accu-Scope's collaboration with Acumatica and ACC Software Solutions underscores the transformative potential of a well-implemented ERP solution. Their success story is a testament to the importance of synergy between cutting-edge technology and a company's unique operational needs.



ACCU-SCOPE®

Sage 100 Customer Spotlight

LACAS COFFEE

Lacas Coffee Company, with a rich history dating back to 1921, has always been at the forefront of delivering exceptional coffee products. However, with growing demands and an expanding market reach, they faced challenges in scaling their operations, managing intricate supply chains, and ensuring timely deliveries.

The Solution

Enter Sage 100 and ACC Software Solutions. Recognizing the unique challenges and potential of Lacas Coffee, ACC tailored a Sage 100 solution that seamlessly integrated with Lacas Coffee's existing systems. This provided them with real-time data insights, optimized inventory management, and streamlined financial tracking – all crucial elements in the coffee business where timing and quality are paramount.

The Outcome

With Sage 100 implemented by ACC Software Solutions, Lacas Coffee experienced a transformative shift in their operations. Inventory turnover rates improved, financial processes became more transparent, and order fulfillment was quicker than ever. Their teams could now focus on what they do best: crafting exquisite coffee blends.

In Their Words

"We knew we needed a robust system to match our passion for coffee. ACC Software Solutions, with their expertise in Sage 100, delivered beyond our expectations. It's not just about better business processes; it's about ensuring every cup of Lacas Coffee poured is a testament to our commitment to excellence," said Jonathan Del Re / Owner, Lacas Coffee Company.



Upcoming & Past Webinars / Events

ACC SOFTWARE SOLUTIONS

At ACC Software Solutions, our commitment to fostering knowledge and empowering businesses goes beyond providing top-tier software solutions. Our webinars, both past and upcoming, are a testament to this dedication. These sessions, crafted meticulously by industry experts, delve into the intricacies of modern business challenges and solutions. If you missed our previous webinars, fret not – they've been packed with insights, strategies, and actionable takeaways. And for those looking to the future, our upcoming sessions promise to be just as enriching, ensuring you stay at the forefront of industry innovations. Dive in, explore, and let's journey together towards optimized business processes and growth.



ACC Summer Series - *Recorded*

This summer, ACC Software Solutions brought forth a series of enlightening webinars, workshops, and interactive sessions, collectively termed the "ACC Summer Series." Aimed at empowering businesses and bridging knowledge gaps, the series became a hub for innovation, learning, and collaborative growth.



Sage 100 User Group Meeting - *October 4, 11AM EST*

We are thrilled to invite you to our Sage 100 User Group Meeting on October 4th. This event is specially curated for our esteemed Sage 100 users, and we've packed the agenda with insightful sessions, interactive discussions, and opportunities for you to network with other Sage 100 enthusiasts.



Acumatica User Group Meeting - *October 11, 11AM EST*

This exclusive gathering is designed for Acumatica enthusiasts, ranging from novices eager to learn the basics to experts looking to sharpen their skills and deepen their knowledge.



15 AP Tips in 15-Minutes with REPAY - *November 16, 1PM EDT*

Join us as we embark into the world of next-gen fintech with a closer look at AP Automation, vendor payment optimization, and secure efficiency. Key takeaways from this webinar:

- Exploring the impact of AP Automation on vendor payment management
- Integrated payment solutions for many ERPs including Acumatica and Sage
- Reducing accounts payable cost, automatically capture discounts, and mitigating risk by preventing fraud.

Discover how to revolutionize your payment processes with REPAY, your single source for AP Vendor Payments.

Sneak Peek: Anticipated ERP Trends in Q4 2023



The final quarter of 2023 looms large, and the ERP domain is buzzing with anticipation. Building on past innovations and aligning with the modern digital age's demands, let's explore the possible trends that might shape ERP solutions in Q4.

1. Advanced AI and Machine Learning Integration:

ERPs will likely incorporate more advanced AI algorithms, enabling businesses to predict market trends, optimize inventory, and offer personalized client experiences more accurately.

2. Focus on User Experience (UX):

With the importance of intuitive user interfaces, ERP solutions might introduce more user-friendly dashboards, interactive graphs, and a streamlined navigation process to enhance user engagement.

3. Enhanced Cloud Security:

As cyber threats become more sophisticated, ERP solutions in the cloud will likely emphasize advanced security protocols, including biometric access, end-to-end encryption, and frequent security audits.

4. Sustainability Modules:

With a global push towards sustainable business practices, ERPs might introduce modules that help businesses track, manage, and report on sustainability metrics and environmental impact.

5. Blockchain Integration:

For industries focused on supply chain and logistics, integrating blockchain can ensure traceability, transparency, and security in transactions and product journeys.

6. More Modular and Scalable Solutions:

To cater to both SMEs and large enterprises, ERP systems might focus on offering modular solutions where businesses can pick and choose the features they need, ensuring scalability and flexibility.

Q4 2023 is set to witness the culmination of ongoing technological advancements in the ERP domain. These potential trends underscore the industry's commitment to innovation, user satisfaction, and business optimization. Companies and stakeholders should keep their eyes peeled for these exciting evolutions, ensuring they harness the full power of modern ERP capabilities.

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.

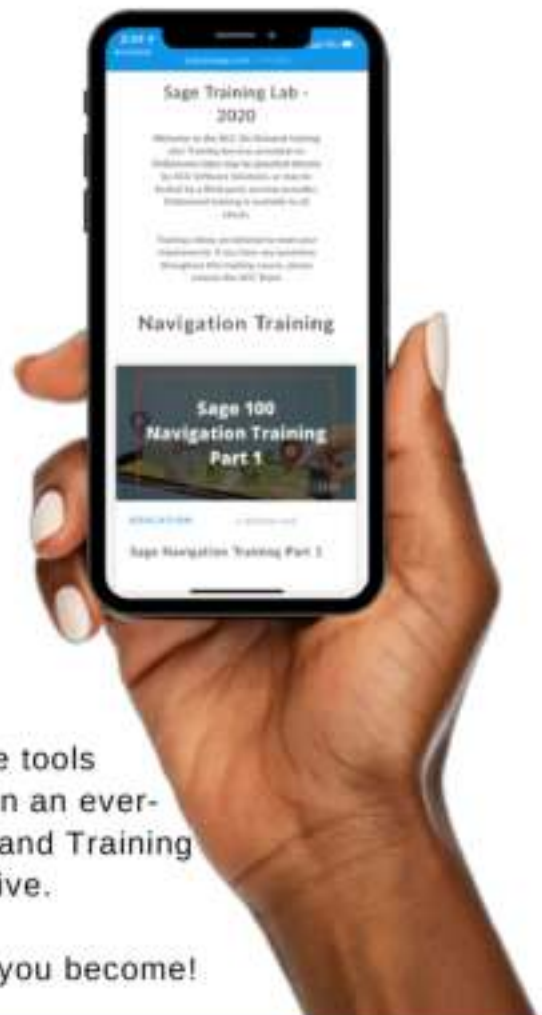
With this on-demand training resource, you have the flexibility to access training materials whenever and wherever it suits you best. Whether you are a new user or a seasoned expert, these resources offer valuable insights, best practices, and step-by-step instructions to enhance your proficiency and 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.

REPAY

Realtime Electronic Payments

Sage Business Partner

Acumatica
The Cloud ERP

Payment technology evolves quickly; you need a partner that stays ahead of the curve. REPAY combines the best, established solutions with our extensive network of integrations enabling clients to quickly accept and make payments, all from a single platform.



INFODYNAMICS

WORK FASTER THAN YOU THINK

Sage Business Partner

INFODYNAMICS BooksSmart for Sage eliminates manual data entry and completely automates your accounting workflow. BooksSMART integrates flawlessly with Sage 100 for more comprehensive document management across your entire organization.



Acumatica
The Cloud ERP

Take control of your online store with Shopify. Skip hours of development work with software that lets you update content on the spot. Or access the code yourself for custom changes using Liquid, HTML, CSS, and JavaScript.

Optimized for conversion, every Shopify theme is fully customizable, so you can experiment with layouts and campaigns, then sync your content across channels.

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/.



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



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Sage Business Partner



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