



SOFTWARE • SOLUTIONS

Official Newsletter of ACC Software Solutions
Q4 • October - December 2026

A Word from the ACC President

SEAN ATKINS

As we enter the final quarter of 2026, it's a natural time for businesses to reflect on the year while looking ahead to what's next. Year-end planning provides an opportunity to evaluate what's working, identify areas for improvement, and make sure your technology is ready to support your goals in the year ahead.

Throughout 2026, we've seen ERP technology continue to evolve, with new capabilities in automation, reporting, AI, and connected workflows giving businesses more ways to work efficiently and make better use of their information. As these tools advance, having the right technology and support in place will remain an important part of preparing for future growth.

Continued on Page 2...



This issue:

Is Your ERP Ready for
2027?

PAGE 02

Acumatica 2026 R2

PAGE 03

Sage 100 2026.1

PAGE 04

The State of AI in ERP

PAGE 05-06

Sage Webinar: Invoice Date
vs. Posting Date

PAGE 07

Intro to Keri: ACC's Internal
Customer Support Agent

PAGE 08

3rd Party Spotlight

PAGE 09

Is Your ERP Ready for 2027?

START 2027 WITH A STRONGER ERP PLAN

As 2026 winds down, businesses are setting priorities and planning for the year ahead. It's also a good time to take a closer look at how well your ERP is supporting your team.

Think about what changed this year. Did transaction volumes increase? Are employees relying on spreadsheets or manual workarounds? Has reporting become more time-consuming? Are there processes that could benefit from better automation or integration?



A year-end ERP review can help uncover areas worth addressing in 2027.

Consider:

- **Manual processes:** Where is your team spending unnecessary time on repetitive work?
- **Reporting:** Can decision-makers easily access the information they need?
- **Data:** Are there duplicate, outdated, or inconsistent records that are affecting your results?
- **Integrations:** Are employees manually transferring information between systems?
- **New capabilities:** Are there features in your current ERP that could help your team work more efficiently?

Continued from Page 1...

At ACC Software Solutions, we're committed to helping our customers get the most from their ERP systems today while planning confidently for tomorrow. We appreciate your continued trust and partnership and look forward to supporting your team through the end of 2026 and into the new year.



Your 2027 ERP plan doesn't always have to involve a major system change. Sometimes a new integration, improved workflow, a better reporting tool, or greater use of existing functionality can make a meaningful difference.

Planning ERP improvements for 2027? ACC can help you identify the right next steps for your business.

4acc.com/contact



Acumatica 2026 R2 Release

SMARTER TOOLS & NEW CAPABILITIES FOR EVERYDAY WORK

Acumatica 2026 R2 introduces new capabilities designed to make ERP more intelligent, intuitive, and connected to the way teams actually work. The release expands Acumatica's use of embedded AI and modern analytics while continuing to strengthen functionality across its industry editions.



New & Enhanced Capabilities:

- ✓ **Modern analytics** designed to provide more current insights and reduce reliance on manual reporting
- ✓ **Improved user experience** to make everyday work within Acumatica easier and more efficient
- ✓ **Deeper industry functionality** for Manufacturing, Distribution, Retail, Construction, and Professional Services
- ✓ **More connected workflows** that bring data, intelligence, and business processes together within the platform

Smarter Tools & Insights:

- ✓ **Expanded AI Assistant** to help users interact with business information and get answers using natural language
- ✓ **AI Studio** for creating configurable AI experiences tailored to specific business needs
- ✓ **Prompt-driven workflows** that help automate repetitive tasks and everyday processes
- ✓ **Conversational dashboard management** for a more intuitive way to work with business insights

Sage 100 2026.1

USEFUL UPDATES DESIGNED TO KEEP SAGE 100 MOVING FORWARD

Sage 100 2026.1 arrived with a collection of practical enhancements aimed at making common tasks easier and giving users greater visibility into their information.

One of the most timely additions is the **new Form 1099 Reconciliation Report**. With year-end approaching, users can compare selected vendor information in Sage 100 with Aatrix 1099 forms, helping identify discrepancies before forms are finalized.



ALSO NEW IN 2026.1

- ✓ **Search Help** - Sage's AI-powered guided help has a new name, making it easier for users to find assistance directly from the Sage 100 Desktop.
- ✓ **ACH Processing** - An update to ACH Maintenance automatically uses "PURCHASE" when the Company Entry Description is left blank.
- ✓ **Lot Item Details** - Users can now view Lot Code Source and Country of Origin information directly within Item Maintenance, providing additional visibility without extra steps.

A Timely Update for Q4

While 2026.1 isn't a major overhaul, its focused improvements address practical areas of Sage 100. The addition of the 1099 reconciliation report is especially relevant as accounting teams begin preparing for year-end processing.



The State of AI in ERP: What's Actually Useful Today?

PRACTICAL WAYS AI IS CHANGING HOW BUSINESSES WORK.

Artificial intelligence has quickly become one of the biggest topics in business technology. But when it comes to ERP, the real question isn't simply whether a system has AI. It's whether AI can actually help people complete work, understand their data, and make better decisions.

Some of the most practical uses of AI today are happening directly within the processes businesses already manage in ERP.

Finding What Needs Attention

Instead of reviewing large amounts of data manually, AI can help identify unusual activity or exceptions that deserve a closer look. Anomaly detection can surface changes in financial or operational data, helping employees focus their attention where it may be needed most.

Making Business Information Easier to Use

AI assistants are beginning to make ERP information more accessible through natural-language interactions. Rather than knowing exactly where to navigate or how to build a specific query, users can increasingly ask questions about their business information and receive guidance based on the context within the system.

Reducing Repetitive Work

AI is also being combined with automation to support routine processes. This can include assisting with workflows, organizing and tagging documents, summarizing information, or helping users move a task forward without as many manual steps.



CONTINUED ON PAGE 06...

The State of AI in ERP: What's Actually Useful Today?

PRACTICAL WAYS AI IS CHANGING HOW BUSINESSES WORK.

CONTINUED FROM PAGE 05...

Supporting Decisions, Not Replacing Them

One of the more important distinctions emerging in ERP is the role AI plays alongside employees. The most useful applications are not necessarily about handing an entire process over to AI. They can help identify patterns, flag exceptions, provide relevant information, and give employees a better starting point for making a decision.



What Comes Next?

ERP AI is still developing. Acumatica has pointed out that early AI features often demonstrate what the technology can do, while the capabilities that truly change business processes tend to develop as the technology is used in real-world environments.

For businesses evaluating AI today, that makes practicality an important measure. A flashy AI demonstration may be interesting, but the greater value comes when intelligence understands the context of ERP data and fits naturally into the processes employees already use.

As ERP continues evolving from a place where businesses simply **store and manage information** into a platform that can also help teams **understand and act on that information**, AI is likely to become a much more familiar part of day-to-day business operations.



Invoice Date vs. Posting Date: Why the Difference Matters

UNDERSTANDING HOW DATES CAN AFFECT YOUR SAGE 100 FINANCIAL DATA

When entering an invoice in Sage 100, the invoice date and posting date can serve different purposes. Understanding that difference is important because a discrepancy between the two can affect when activity appears in your financial records and how certain reports reconcile.

Invoice Date	Posting Date
Date associated with the invoice	Date the transaction is posted
Used when reviewing invoice activity and aging	Determines when activity is reflected in the General Ledger
May fall in one accounting period	May place the transaction in a different accounting period

When Something Doesn't Match

If you notice a discrepancy:

- Check both the invoice and posting dates.
- Confirm which date the report is using.
- Look for transactions entered in one period but posted in another.
- Review journals before updating to catch unexpected dates.

Why This Matters at Period-End

When your team is closing a month or preparing for year-end, small date differences can make reconciliation more difficult. Knowing which dates Sage 100 is using gives you a better starting point for investigating discrepancies instead of assuming that something is missing or out of balance.



Take a Deeper Look:

Sage recently posted a full support webinar: **Understanding Invoice Date vs. Posting Date Discrepancies in Sage 100.**

The September 17 session explored the topic in greater detail. The webinar recording, presentation slides, and follow-up Q&A are available on the **Sage Community Hub** for Sage 100 users who would like additional guidance.



Meet Keri: A New Way to Get Support from ACC

INTRODUCING ACC'S NEW AI-POWERED CUSTOMER SUPPORT ASSISTANT.



We're excited to introduce Keri, ACC's new AI Customer Account Manager. Keri is designed to help existing Sage 100 and Acumatica customers get continued value from their software and support plans while making it easier to connect with the right ACC resource when a need comes up. *Reach out to Keri by emailing her: kreilly@4acc.com.*

WHAT CAN YOU ASK KERI?



Customers can email Keri with questions about:

- Support coordination and follow-up
- Training or consulting needs
- Modules and integrations
- Changes in your business that may affect your system
- An existing issue or next steps

Keri can review available account history and previous conversations to provide context, assist with straightforward questions, and help keep track of next steps.

What If Keri Doesn't Know the Answer?

Keri won't guess. If more information or expertise is needed, she can ask for additional details and involve the appropriate member of the ACC team to help coordinate the follow-up.

Say Hello to Keri

Have a question or need help figuring out who to speak with at ACC? You can now email Keri directly at: **kreilly@4acc.com**

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.



Sage Business Partner

Acumatica
The Cloud ERP

ADP helps businesses streamline payroll, human resources, benefits administration, and workforce management by integrating employee information with your ERP system. By reducing duplicate data entry and improving the flow of payroll and employee information, organizations can save time, improve accuracy, and simplify HR processes. From onboarding new employees to managing payroll and compliance, ADP provides the tools businesses need to support a growing workforce.



Sage Business Partner

Acumatica
The Cloud ERP

Keeping up with changing sales tax regulations can be challenging, especially for businesses operating across multiple states or jurisdictions. Avalara integrates with Sage 100 and Acumatica to automate tax calculations, manage exemption certificates, and simplify tax compliance. By eliminating manual calculations and helping ensure accurate tax reporting, Avalara reduces administrative work while giving finance teams greater confidence in their compliance processes.



Acumatica
The Cloud ERP

AcuWoo Commerce seamlessly connects WooCommerce with Acumatica, creating a real-time link between your online store and your ERP system. Product information, inventory levels, customer records, and orders automatically synchronize between platforms, reducing manual data entry and improving order accuracy. By keeping ecommerce and back-office operations connected, businesses can process orders more efficiently while delivering a better experience for customers.

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



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!



2026 BLOG, VIDEO & WEBINAR HIGHLIGHTS

ACC posts new blogs and/or 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 convenience or register for upcoming events with the ACC Software Solutions Team at www.4acc.com/webinars/.



535 Route 38, Suite #320
Cherry Hill, NJ 08002
(856) 335-1010
info@4acc.com
www.4acc.com

Sage Business Partner



Acumatica
The Cloud ERP

© 1997-2026 ACC Software Solutions. www.4acc.com. All rights reserved. Sage, Sage logos, and Sage product names and services mentioned herein are registered trademarks or trademarks of Sage Software, Inc. and/or its affiliates. Acumatica® is a registered trademark of Acumatica, Inc. Other product names mentioned are trademarks of their respective owners.