

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 the 'Sales Orders' interface for 'SO 000529 - AgriLink Food'. It includes fields for Order Type (SO), Order Nbr (000529), Status (Open), Date (7/3/2025), Requested On (7/23/2025), Customer (FIDAGIN - AgriLink Food), Location (MAIN - Primary Location), Currency (USD), Project (X - Non-Project Code), and Description (Food Order). A summary table on the right shows: Ordered Qty (335.00), Detail Total (10,086.50), Line Discounts (0.00), Document Discounts (0.00), Freight Total (0.00), Tax Total (0.00), and Order Total (10,086.50). Below the form is a table of order lines with columns for Item, Inventory ID, Warehouse, Line Description, UOM, Quantity, and Qty. On Shipments.

Item	Inventory ID	Warehouse	Line Description	UOM	Quantity	Qty. On Shipments
PRODWHOLE	FOODBREAD	RETAIL	Hot Dog Buns 8 PK (12per pack)	EA	50.00	0.00
PRODWHOLE	FOODCHIP36	RETAIL	Wise Potato Chips 1.25oz Bags / 36PK	EA	80.00	0.00
PRODWHOLE	FOODHOTDOG	RETAIL	Ball Park Beef Franks 5lbs 2 PK	EA	50.00	0.00
PRODWHOLE	FOODKCOF35	RETAIL	Coffee K-Cup Sampler Coffee 35 Count	EA	100.00	0.00
PRODWHOLE	FOODSUGAR	RETAIL	Sweet N Low Sugar 12pk	EA	25.00	0.00
PRODWHOLE	FOODTEAD6	RETAIL	Liptons Cold Brew Tea Bags 6 Pack	EA	50.00	0.00

Item Warehouse Details

The screenshot shows the 'Item Warehouse Details' interface for 'NIKON1 - Nikon Coolpix P100'. It includes fields for Inventory ID, Warehouse (RETAIL - Retail Warehouse), and Status (Active). Below 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).



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.



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.

Warehouse Management

Screens

Pick, Pack, and Ship

Receive and Put Away

Scan and Issue

Scan and Receive

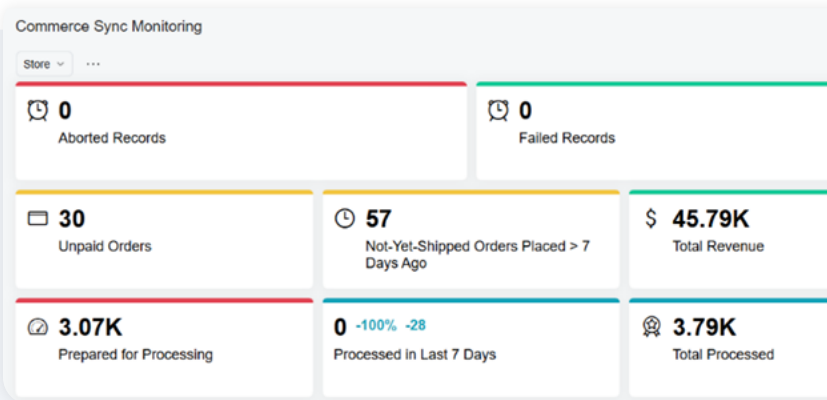
Scan and Transfer

Scan and Count



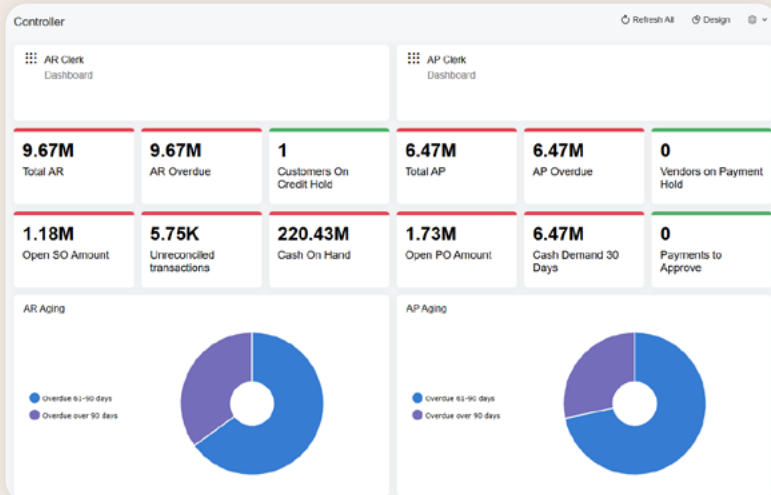
Commerce & Point of Sale

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

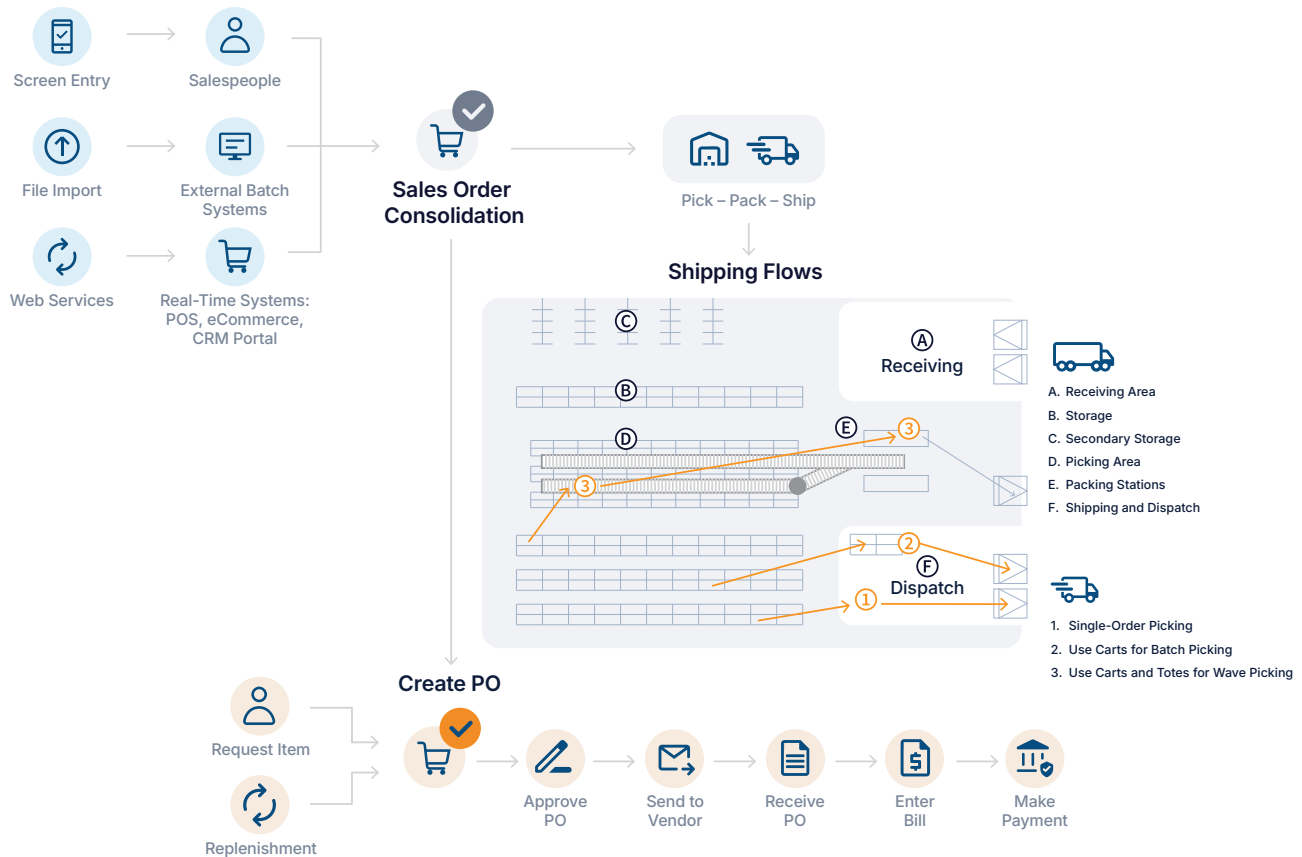
Acumatica's CRM automates marketing, streamlines sales, and simplifies customer support. Boost engagement, close deals faster, and resolve issues efficiently—all with full visibility into customer interactions to strengthen relationships and drive growth.

Opportunities	
OP000410 - Upgrade to existing hardware	
[Navigation icons] [Open] ...	
Opportunity ID: OP000410	Business Account: C00000003 - Little, Roob and Tra...
Status: New	Location: MAIN - Primary Location
Opportunity Class: PRODUCT	Contact: Brandi Rogahn
Stage: 01 Nurture	Currency: USD 1 View Base
Estimated Close: 10/27/2025	Owner: Rick Domenico
Description: Upgrade to existing hardware	
[Navigation icons]	
ACTIVITIES DETAILS ADDITIONAL INFO QUOTES ESTIMATES CONTACT ADDRESSES ATTRIBUTES	
[Create Task] [Create Event] [Create Email] [Create Activity] [Pin/Unpin] [Filter] [Print]	
Type: Summary	Status: Open Time Spent: 00:00 Owner: Maxwell Baker
Task: Follow-up with Supplier	



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.



Eagle Fence Distributing | Acumatica Customer



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

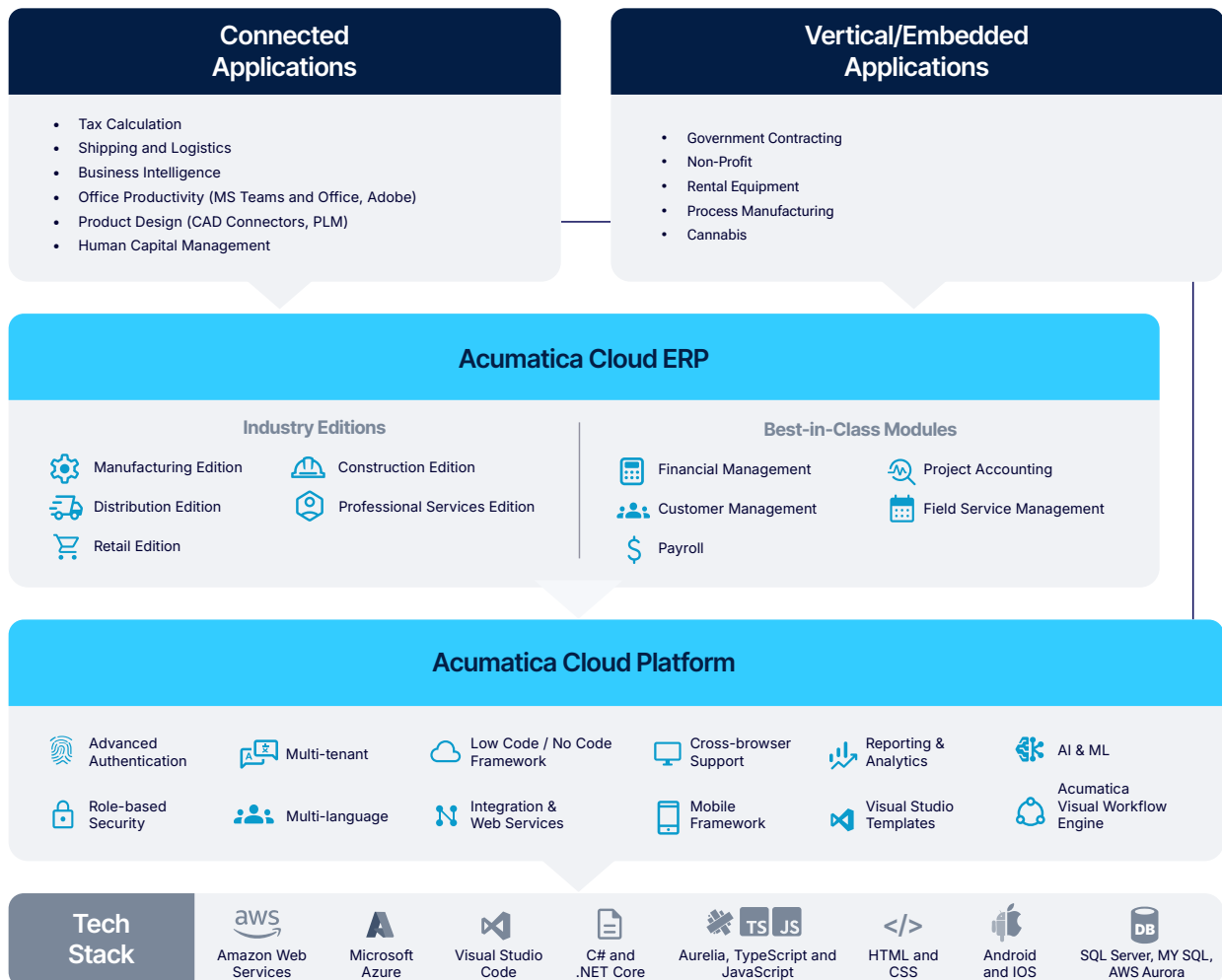


The Adaptable Acumatica Cloud ERP Platform

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


eWorkplace Apps



FedEx


SPS COMMERCE

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 or follow us on [LinkedIn](#).

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 **Acumatica**
The Cloud ERP

 **AGILE**
CONSULTING, INC.