

Simplify Government and Industry Quality Compliance with Acumatica

A Playbook for Wholesale Distributors and Manufacturers

HOW MODERN ERP SOFTWARE PREPARES MANUFACTURERS AND DISTRIBUTORS FOR QUALITY AND COMPLIANCE REGULATIONS

Managing daily operations is not easy, and it is increasingly difficult with federal and industry compliance regulations. In fact, the National Association of Manufacturers (NAM) estimates that the manufacturing industry faces nearly 300,000 regulations and restrictions.¹ In addition, there are hundreds of thousands of equally disruptive requirements for the wholesale distribution industry.

Quality compliance regulations force manufacturers and distributors to complicate otherwise simple processes to lock down systems, audit processes, document changes, and make significant investments in training and systems to streamline the audit process.

Every business faces general regulations ranging from PCI credit card compliance to Sarbanes-Oxley (SOX) financial reporting requirements, IFRS/GAAP accounting principles, OSHA safety requirements, and more. These regulations are compounded with federal requirements enforced by government agencies such as the FDA and EPA and industry regulations in every supply chain sector.

This playbook from Acumatica and eWorkplace Apps provides wholesale distributors and manufacturers with an overview of modern ERP features supporting quality and compliance initiatives. In addition, it gives a summary of standard quality requirements across industry segments with a self-assessment, strategies to implement quality systems, and steps to execute on quality software implementations.

QUALITY AND COMPLIANCE ERP SOFTWARE



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¹ How Regulation Is Affecting the U.S. Manufacturing Industry, February 2020.



COMPLIANCE OVERVIEW

Quality and Compliance Regulations

The global supply chain faces six broad regulation categories—business and finance, information technology, industry compliance, labor regulations, trading partner requirements, and government regulations. In addition, government regulations cross industries with a high concentration of restrictions on companies engaged in the aerospace and defense, electronics, and process industries such as food and chemicals.

“Without the Acumatica suite, we would certainly not have gotten ISO-certified . . . We framed our entire quality management framework around Acumatica, from document management to update processes.”

– NATHANIAL FAIRWEATHER, MANAGING DIRECTOR, TRIODE

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BUSINESS AND FINANCE

Business and financial compliance varies by country. Some of the most prominent regulations include Sarbanes-Oxley (SOX) financial reporting, IFRS and GAAP accounting standards, tax management for sales tax, use tax, and value-added tax (VAT), fixed asset depreciation rules, costing and inventory valuation regulations, anti-trust laws, and more.

Your ERP application should natively support GAAP and IFRS accounting standards. It is not uncommon to use connected applications or services such as Avalara to manage sales tax reporting and compliance requirements. Other business and finance regulations may require specific third-party applications, customization, or manual, paper-based workarounds.

Acumatica supports both GAAP and IFRS accounting standards with Tax Management powered by Avalara for most global taxing scenarios. Acumatica initially completed SOC 1 and SOC 2 audits in October 2016 with annual audits. Localization is available for Acumatica for many international markets.

INFORMATION TECHNOLOGY

Information regulations include PCI credit card regulations and cybersecurity restrictions. Data security laws include the US CAN-SPAM Act and General Data Protection Regulation (GDPR) in the European Union. In addition, the American Institute of Certified Public Accountants (AICPA) manages SOC, SSAE, and ISAE security standards.

Additional technology restrictions include FEDRAMP for data security in aerospace and defense industries and ISO 27001 for general data security across industries. There are also many localized requirements, such as the Personal Information Protection and Electronic Documents Act (PIPEDA) in Canada, Japan's Act on the Protection of Personal Information, and the California Consumer Privacy Act (CCPA).

Acumatica and the Amazon Web Services (AWS) platform are ISO 27001 accredited and provide multiple levels of security for compliance with FEDRAMP, FIPS 140-2, CSA, CAN-SPAM, GDPR, and other data security regulations.

INDUSTRY RESTRICTIONS

ISO is a leading authority for quality standards across most industry segments. ISO accreditation may not be mandatory, but it provides a competitive advantage in all market segments. Other industry regulations are provided by industry groups such as the Automotive Industry Action Group (AIAG), American National Standards Institute (ANSI), ASTM for materials, SAE for automotive and aerospace, and other organizations.

Acumatica natively provides a framework to support many industry regulations. Use embedded wikis for documentation, define workflows, and monitor results with real-time dashboards. Marketplace apps provide specialized features for heavily-regulated industries.

LABOR LAWS

Labor regulations include safety protocols set forth by the Occupational Safety and Health Administration (OSHA), Health Insurance Portability and Accountability Act (HIPAA), Fair Labor Standards Act, workers' compensation, trade union requirements, Family and Medical Leave Act (FMLA), and others. Connect to leading Human Capital Management (HCM) applications to manage the employee lifecycle from recruitment and onboarding to development, retention, and separation.

Extend the employee record or connect to HCM applications to manage skills, certifications, and training requirements and leverage Acumatica Payroll for worker's compensation, union dues, and other employee information. Acumatica natively supports HIPAA employee confidentiality.

TRADING PARTNER COMPLIANCE

Customers and vendors place numerous quality and compliance restrictions on distributors and manufacturers to meet their unique business needs. Trading partner requirements often include EDI documents and special formatting for electronic transactions such as invoicing, purchasing, forecasting, and shipping. Other standard trading partner requirements include label specifications, product quality tolerances, packaging requirements, allowances for breakage or spoilage, and more.

Multiple EDI applications connect to Acumatica for inbound and outbound document transmission between customers and vendors. Tailor Acumatica to manage trading partner requirements with low-code and no-code customizations, flexible business events, Generic Inquiries, reports, and dashboards.

GOVERNMENT REGULATIONS

Governmental compliance is regulated by the EPA, FDA, and other agencies. For example, government regulations for pollution control, fair marketing and advertising, and product safety apply to most businesses. Heavily-regulated industries include aerospace and defense (Department of Defense and Homeland Security), food and chemicals (Environmental Protection Agency and Food and Drug Administration), and high technology products (RoHS and WEE in the European Union, Full Material Disclosures, and FDA 21 CFR for medical devices).

Harness the power of connected marketplace applications and low-code and no-code customizations to create solutions for virtually any government compliance requirement.

“Acumatica created a whole new platform around surveys that allowed us to survey our team and we know that they're out there and they're compliant to be able to work . . . We did have a couple COVID cases . . . we were able to back-trace where our team had been when they came down with COVID . . . it was really nice to have that automatic tracing built within the system.”

– DERRICK ELLEDGE, VP OF OPERATIONS
POWER STORAGE SOLUTIONS

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QUALITY MANAGEMENT SOFTWARE

Connect Data and Processes for Improved Documentation, Training, Security, and Reporting

Few ERP applications support every quality or compliance requirement. Older, legacy ERP systems may provide specific features for some quality regulations. However, legacy ERP software is often rigid and challenging to adapt to recent regulation changes. Modern applications like Acumatica provide an adaptable platform with Open APIs to tailor system workflows, secure data, and connect disparate applications for ever-changing quality and compliance regulations. There are six elements across federal and industry compliance regulations. These elements are documentation, training, security, reporting, accuracy, and process control.

“Without the Acumatica framework, it would take twice as long to develop and test [FDA Drug Supply Chain Security Act] Pedigree; the platform is so powerful.”

– CHARLES SNYDER, IT DIRECTOR, PROPHARMA DISTRIBUTION

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DOCUMENTATION

Quality systems and procedures must be well documented. Acumatica wikis enable companies to document standard operating procedures, work instructions, safety protocols, multimedia for employee training, and manage all quality system documentation requirements. Embedded document management is easily secured with files attached to records throughout the system.

Create and manage your entire Quality Management Manual embedded in the Acumatica platform and use role-based security to control access to document changes with system audit logs. Store auditor and internal review documents securely. Capture reports and dashboards as images or PDF files to document quality management measurement and monitoring results.

[Manage quality documentation with Acumatica wikis and embedded document management.](#)

TRAINING

Employee training and certification is crucial for every quality and compliance program. Acumatica's employee file provides custom attributes to manage employee skills and certifications. Use employee activities with embedded CRM to create tasks for recertification and required training with business events to notify supervisors and employees of upcoming training deadlines. Advanced training and learning management applications are available on the extensive Acumatica Marketplace for Human Capital Management (HCM) and Learning Management Systems (LMS). Acumatica's native Service Management application provides additional employee skill and certification capabilities for service technicians.

[Manage employee training requirements with Acumatica's embedded CRM and connected marketplace applications.](#)

PROCESS CONTROL

Modern ERP systems like Acumatica provide a framework to automate business processes eliminating data entry errors. Engineering change control and connected product lifecycle management applications track change requests, manage engineering change orders, and execute design changes with audit logs. Use the rules-based product configurator to establish standards for custom-configured products. Acumatica Business Events provide flexibility with automated alerts for improved process controls. Further, Acumatica supports lot and serial tracking for any inventory or manufacturing transaction for cradle-to-grave traceability.

Manage engineering changes, define configuration standards, and manage lot and serial traceability.

ACCURACY

Modern ERP applications prevent bad data from getting into the system and thwart data corruption. Barcoding, artificial intelligence with machine learning, and other automation technologies eliminate human error, further improving accuracy across the organization. Acumatica supports up to six decimal places for improved precision and resolution. Connected quality applications from eWorkplace Apps capture quality test results with pinpoint accuracy. Manage test equipment to ensure reliable test results. The connected quality system provides flexible testing parameters by vendor, warehouse, or item to ensure data accuracy.

Automate data collection and capture test results for improved data accuracy.

“We get their serial number, we can see case history, the bill of materials and revisions, and we can replace a part, or substitute with a different part. Then we can tell you what production line it ran on, who was the QC person when it was put on a truck, which dock it went out from, what truck it was on, and which distribution center it went to . . .”

– BILL FERREN, DIRECTOR OF INFORMATION TECHNOLOGY
PORTACOOOL LLC

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SECURITY

Multiple levels of security protect the integrity of your data. Avoid cyber-attacks with the super-secure Acumatica platform. Acumatica complies with HIPAA, Soc 3, FEDRAMP, FIPS 14-2, and other domestic and international compliance mandates. Further, built-in Acumatica role-based security provides the necessary internal controls to limit access to information without restricting employees' ability to get work done on time.

Protect systems and data with Acumatica's role-based security.

REPORTING

Connect ERP system data with external data for quality and compliance reporting. Flexible Generic Inquiries and live dashboards with drill-downs to source transactions enable you to evaluate vendor performance, machine downtime, and reasons for product returns. Powerful business intelligence tools aggregate data from multiple sources, extract actionable information, and present it visually to stakeholders. Establish business events for text or email notifications with mobility to react in real-time.

Connect data across platforms for real-time quality and compliance reporting and monitoring.

“Having a robust quality management system that works effectively across all our SKUs and can be managed all in one place, and provides a massively beneficial lot recall report, is an imperative for any growing company like ours. eWorkplace App’s Quality Management Suite for Acumatica will be the backbone of our quality program . . . Seamless integration is an imperative. It makes it so all inventory movements are traceable, quality inputs happen at every process level and are documented. You can’t do that on spreadsheets and with inventory tracking alone.”

– ADAM LAPPE, QUALITY MANAGER, LAKANTO FOODS USA

Best-in-Class Quality Management Features

The combination of the people, processes, and software ensures quality and compliance in every organization. A best-in-class Quality Management System serves as the foundation for building a QMS environment that meets or exceeds expectations and requirements. Significant components of enterprise QMS applications include the following nine elements.

INSPECTION PLANS

The QMS application provides a flexible framework to develop inspection plans and checklists for all inventory or manufacturing transactions, such as inventory receipt of goods from vendors, warehouse transfers, material issues to production, and physical inventory activities.

SECURITY & CONTROL

The system must have multiple levels of authority that control who can create, perform, and approved functions, edit records, and access quality data.

TRAINING & EDUCATION

The QMS system provides a framework to manage training and certification requirements for employees with controls to restrict access to specific tasks based on training levels.

TEST PLANS

QMS applications enable users to create test plans with flexible evaluation criteria using Boolean, alphanumeric, numeric, validated lists, and other evaluation methods against a predefined, expected result to ensure products fit and function.

TOOLING & EQUIPMENT

Users define tools used in the quality control process with details related to tool conditions such as calibration dates and certificates of calibration, and equipment status.

AUDIT LOGS

The QMS system enables users to define and control multiple audits for both data and processes to ensure compliance with quality standards. Audits must be flexible to accommodate systematic and manual processes.

AQL / SAMPLING

The QMS application provides users with a flexible system to define sampling levels such as Acceptance Quality Limits (AQL). Further, evaluation results are based on severity level (major, medium, minor) and the result criteria (rigorous, moderate, flexible) with the end goal of supporting ISO 2859 / ANSI/ASQ Z1.4 and similar standards.

HEALTH & SAFETY

The QMS application provides tools to manage employee health and safety incidents with steps to mitigate, correct, and prevent future issues.

NC AND CAPA

QMS features support internal, customer, and vendor non-conformance (NC) and Corrective and Preventive Actions (CAPA) procedures to document steps for quality test failures and product disposition.



ASSESSMENT

Are You Prepared for Changing Regulations?

Your ability to remain in compliance depends on your business systems, the number of regulations you manage, and the complexity of those regulations. Take the quality and compliance readiness survey to understand your risk exposure.

“Integration of the cloud-based quality module into our daily processing routine to allow us to comply with cGMP standards seemed a daunting challenge. Working with eWorkplace personnel has made the transition as seamless as possible. Their expertise and willingness/ability to find time to support our integration has greatly exceeded my expectations and made the integration process much easier and effective.”

– JOHN COTE, DIRECTOR OF QUALITY, CAROLINA COMPONENTS GROUP

QUALITY READINESS SURVEY

Complete the survey by clicking the boxes. Then, count your results and enter the total at the bottom.

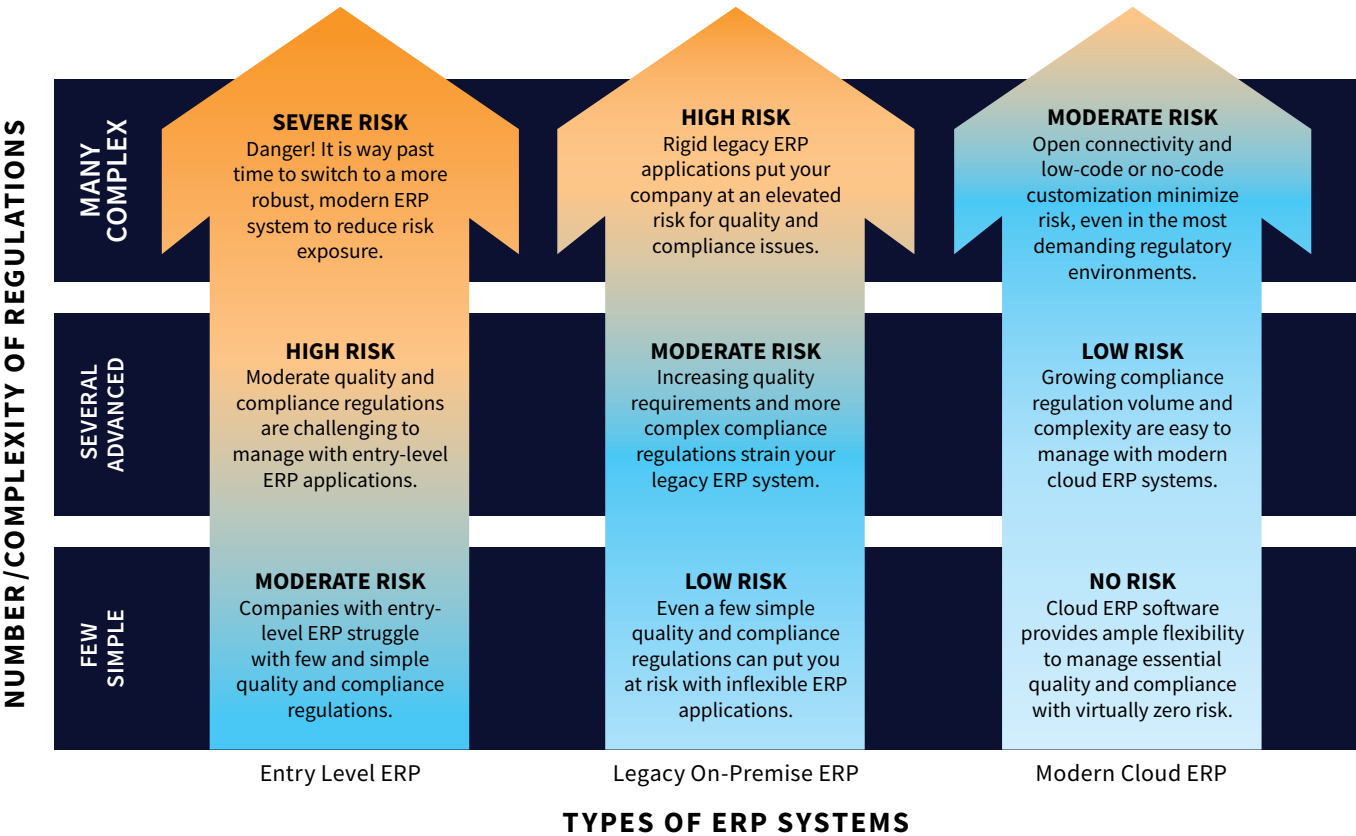
ERP READINESS	TRUE	FALSE
ERP databases and applications are secured with multiple levels of security.		
System and database changes are tracked by the user with date and time stamps.		
Systems provide a standardized and enforceable business process workflow.		
Applications are provided to track employee training, skills, and certifications.		
Processes can be documented with standard operating procedures (S&OP).		
Quality tracking is available (if needed) for lot and serialized items for recalls.		
Engineering controls are available for design and bill of material revisions.		
Real-time quality data provides reports for quality and compliance audits.		
Quality dashboards monitor quality data and metrics in real-time.		
Revision control is provided for controlled documentation and files.		
Alerts notify executives and operational leaders of quality issues.		
You have not failed a quality audit in the past three years.		
Your system has item-specific tests as well as item/vendor/customer relationships.		
Current systems support the demands of your customers and regulators.		
It is easy to validate adherence to standard operating procedures.		
Existing systems support current and future manufacturing and compliance volume.		
Quality and compliance management systems are easy to use and configurable.		
Existing applications are easily integrated with other business applications.		
TOTAL		

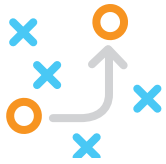
READINESS ASSESSMENT RESULTS

Add up all the True answers. Then, use the table below to identify how much risk you face by using your existing ERP software with disconnected systems and manual processes.

16-18	No Risk	Your modern ERP application and quality applications present virtually zero quality and compliance risks.
12-15	Low Risk	Your modern ERP platform and connected quality applications empower you to manage quality and compliance regulations effectively. Stay current with product releases and look for ways to improve processes using native functionality and new features.
8-11	Moderate Risk	Your current systems meet many of your compliance needs. Next, look for customizations or third-party products to improve processes, documentation, security, training, and reporting. Then, start planning for an ERP replacement.
4-7	High Risk	Disconnected systems cause data silos with manual processes that create barriers to industry compliance. Investments in specialized applications and customizations may help, but you will likely need a new ERP system soon. Start looking now.
0-3	Severe Risk	Current systems and processes are prone to significant errors with security issues that prevent your organization from complying with industry and business regulations. Consider upgrading to a modern ERP application.

The quality and compliance strategies you implement depends on the number and complexity of compliance regulations you manage and the capabilities of your ERP system. Entry-level accounting systems like QuickBooks and low-end ERP systems provide limited quality and compliance features. In addition, old legacy ERP software is expensive to customize and difficult to connect with quality applications. Conversely, modern cloud ERP applications are designed for connectivity, reducing risk by providing a flexible platform to adapt to ever-changing quality and compliance regulations.





STRATEGY

Strategies for Improved Compliance

STEP 1: FOUNDATION

Entry-level accounting and legacy ERP applications provide little support for quality and compliance initiatives. Set the proper foundation for quality with a modern ERP application built from the ground up with open connectivity and native tools for process automation and control.



- 1. Review Current ERP Features:** What quality management features are included in your current ERP application? Is there a module available that extends quality and compliance capabilities? Are there integrated applications available through independent software vendors (ISVs)? What are the available features, and are there any glaring functional gaps?
- 2. Upgrade or Replace Your ERP Application:** Consider upgrading or replacing your current ERP software before any quality or compliance project. You may find that new software versions provide features to simplify quality control and compliance regulations. Conversely, you may discover that there are better ERP system options available.

“One of the best things about Acumatica is how customizable it is . . . I can change screens, processes, and workflows . . . We’ve also implemented different quality control sets and created dashboards.”

– TAYLAN SEVIMLI, BUSINESS DEVELOPMENT MANAGER, TAYSE RUGS

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STEP 2: RESEARCH

Research and document quality and compliance technologies so you can prioritize activities. First, review the detailed quality readiness assessment section to identify quality and compliance issues. Then, conduct a thorough business process review to identify processes that can be improved.



- 1. Research Existing Capabilities:** Document quality and compliance capabilities in your current (or potential replacement) ERP system. How are these capabilities used in the system today? Can they be improved, or should they be replaced?
- 2. Identify Quality Initiatives:** Start small and work on high-priority quality and compliance activities first. Review the detailed quality readiness assessment to identify gaps. You can then work on filling gaps for future requirements.
- 3. Review Potential Technologies:** Contact your ERP partner to learn more about available modules, features, or third-party applications to improve quality and compliance. Do these applications fill most of your current and future gaps? Are they easily integrated? What are the costs?

STEP 3: PRIORITIZE

Create a list of quality issues and rank each one based on cost and potential benefit. It is essential to start with a few high-priority activities. Look for ways to get more out of your current applications first. Be mindful of cost. Further, many advanced regulatory requirements may push you into expensive and unnecessary quality management systems or intrusive customizations.



- 1. Improve Existing Quality Processes:** Review previously completed quality projects. Often, you can find ways to improve processes by tweaking setups or configurations. In addition, stay current with updates as new releases may provide features that can improve existing processes or open up new opportunities for improved quality and compliance management.
- 2. Implement New Quality Processes:** Creating a compliant business takes time. So do not try to do everything at once. Instead, consider activities that can be implemented quickly using existing functionality or where you can leverage previous investments in technologies for adjacent innovations.

STEP 4: DEVELOP A PLAN

Develop a plan to define the desired goal, supporting technologies, and timeline for conducting the quality system implementation from start to finish.



- 1. Goals & Desired Outcomes:** It is essential to outline the expected results clearly. Document the current state of quality and compliance projects and initiatives beforehand so you have a benchmark to use as a measure of your success.
- 2. Quality Technologies:** Document which applications will be used, system dependencies, integration points, limitations, and provide contacts for assistance.
- 3. Timeline:** You may not have a start date for the quality project, but you can develop the detailed phases and timeframes to complete each step in the process.
- 4. Contingency Plans:** Define contingency plans in case you run into technical issues or other conflicts that prevent the completion of the project. Contingency plans may include manual workarounds, alternative systems, or a combination of both.

“The government has a set of rules that you have to follow if you’re going to get paid, and we help them do that. That’s our specialty . . . there’s cost-accounting standards, there’s federal acquisition regulations. There’s also a Defense Contract Audit Agency (DCAA) group that enforces those regulations . . . The Acumatica Cloud xRP Platform has given us a substantial technology lead with a highly functional product in a very sticky niche where no one can catch us for years.”

– JEFF NOOLAS, PRESIDENT AND CEO
JAMIS SOFTWARE (VERTICAL INTEGRATION PARTNER)



EXECUTION

Quality System Implementations

It is time to execute the quality and compliance project. Remember that you do not have to tackle everything simultaneously. It is easier to start with simple requirements and move to more sophisticated needs in the future. Execution covers four phases: preparation, go-live, review, and continuous improvement. Each phase is essential for the successful roll-out of new quality and compliance strategies.

PHASE ONE: PREPARATION

The time it takes to prepare will depend on the project's complexity, including the technologies used and the scope of changes to systems and processes. Preparation should start well in advance of your desired go-live date. It should include a review of the project plan with project owners, internal staff, users, technology providers, and consultants.



- 1. Plan Review:** Review the implementation plan with the team. Set the start date for the project and assign dates to each step in the project. Consider the contingency plan to ensure there is a process in case something goes wrong.
- 2. Team Preparation:** Notify participants of timelines and their roles and responsibilities. A conference room pilot (CRP) improves success rates dramatically.

“Avalara’s sales tax integration has been really beneficial for us. We do business in 45 states, and we can now add additional state information quickly. That has been extremely helpful. I would have had to hire a full-time person just to handle the different sales tax scenarios, and now it’s done in the background seamlessly.”

– ANDY GALE, CFO AND COO, LIVEVIEW TECHNOLOGIES

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PHASE TWO: GO-LIVE DAY

Successful go-lives are well-organized. Identify one person as the project lead. The project lead orchestrates each step in the project.



- 1. Coordination:** The project lead orchestrates the implementation, delegates tasks to team members, and guides the entire project. They make decisions based on feedback and chart progress throughout the process.
- 2. Documentation:** The actual go-live should be as close as possible to the planned implementation. Last-minute changes inevitably happen along the way. Document changes with details for future review.

PHASE THREE: REVIEW

It will take time for things to settle into place after you complete the quality and compliance project. Therefore, give users time to adapt to new processes while providing time to collect data.



- 1. Go-Live Notes:** Review the go-live notes for last-minute changes to the project plan. Identify if there are any follow-up activities to fine-tune the process.
- 2. User Feedback:** Talk to users about new processes and technologies. What do they like? What do they dislike? Do they feel they are beneficial? You will find that users have some of the best ideas if you take the time to ask them.
- 3. Analytics:** Review the early results. Were you able to meet or exceed your goals? If not, why? What can you do to improve the process? Make sure to continue monitoring results long after each new quality and compliance process improvement project. Create dashboards and reports to improve quality and compliance data for ongoing analysis.

PHASE FOUR: CONTINUOUS IMPROVEMENT

Application upgrades and other issues impact the original project. For example, new versions of the ERP application or quality management software can provide increased value.



- 1. Maintain Technologies:** current on the latest updates of your ERP software and connected quality and compliance systems. Set up a sandbox for testing upgrades. Review product road maps and understand technology lifecycles.
- 2. Improve Processes:** Look for ways to use existing features and technologies to improve processes and automation further. Go back to the original project and implement more advanced features or tweak setups to get value and streamline more processes. For example, you may need to extend quality monitoring to other business processes or suppliers if issues arise after your initial implementation.
- 3. Explore New Opportunities:** Look for new ways to extend your quality and compliance projects to other types of requirements or business processes. Stay informed of quality and compliance changes. Often, small changes can have a significant impact on your business. Know what's coming and create plans to address changes to remain in compliance with regulations.

“We are able to upload all our COAs (certificates of analysis), our microbial tests, and quality tests, and if we’re audited and someone wants to know what happened in April, we’re able to pull a PDF. The quality department always tells me how much easier it is now.

– DUSTIN DICKERSON, ERP ANALYST, cbdMD

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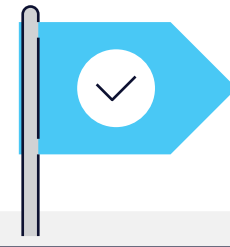
Quality Compliance Simplified with Acumatica and eWorkplace Apps

There are hundreds of thousands of quality and compliance regulations impacting wholesale distributors and manufacturers. Businesses using legacy, on-premise ERP applications or entry-level accounting applications struggle with disconnected processes and manual workarounds. Conversely, companies with modern, cloud-based ERP applications have the tools they need to stay ahead of ever-changing rules and regulations.

Acumatica, combined with eWorkplace Apps Quality Management System (QMS), provides a modern business framework to comply with the most comprehensive regulations. Empower employees with tools to document quality initiatives, manage employee training, improve accuracy, and control system and data security. Tailor process controls and develop meaningful quality and compliance reports with key performance indicators on real-time dashboards with mobility and drill-downs to source transactions.

ABOUT EWORKPLACE APPS

Exclusively focused on the Acumatica platform, eWorkplace Apps provides industry-specific products, integrations, extensions, consulting services, and training that address the end-to-end business needs of discrete and process manufacturers and distributors. Our flagship products include Quality Management and Process Manufacturing for Acumatica. eWorkplace Apps is a spinoff of BatchMaster Software, a 30-year global market leader in manufacturing software. Based in Irvine, CA, eWorkplace Apps is comprised of over 30 Acumatica developers, implementation consultants, and analysts with deep industry expertise to help optimize your business on the Acumatica platform. Learn more at www.eworkplaceapps.com.



“We chose Acumatica because we wanted to have a partner that was willing to understand the complexity of the cannabis industry.”

– CHRISTY REIMANN, COO
CRAFT, DENVER, CO



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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