

Rethink Your Current ERP's Impact:

How Acumatica Cloud ERP Outshines Sage 100



# Agenda

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- **Thank you! We appreciate the opportunity.**
- **Brief background about Martin & Associates**
  - Based in Cincinnati, since 1988
- **Acumatica's approach to ERP**
  - Publisher and platform introduction
- **High-level overview of Acumatica features**
  - Ease of use
  - Built-in functionality
  - Integration and automation ready
  - Industry-specific features



A photograph of a leather goods store. In the foreground, several dark brown leather bags and purses are displayed on a counter. In the background, a woman with short blonde hair, seen from behind, is talking to a staff member. The staff member is a woman with dark hair, wearing a light-colored top, who is looking down at something on the counter. The store has a rustic feel with wooden walls and hanging garments in the background.

# Introductions & Background

# Introductions

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**Jeff Rose**  
Managing Partner

**Tom Fahres**  
Acumatica Practice Manager

# M&A Background

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- **Founded in 1988**
- **25 Employees in our Cincinnati Office + remote staff**
  - CPA/Accountants
  - Business Process Analysts
  - Technicians and Programmers
  - Hardware and Server Expertise
- **Specialize in ERP/Accounting, CRM and Supplementary Solutions**
  - Acumatica
  - Sage
  - Microsoft
  - Creatio CRM



# M&A Differentiators

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- **Hundreds of ERP Implementations**
  - Distribution
  - Manufacturing
  - eCommerce
  - Project Accounting
  - Field Service
  - Non-Profit
- **Our Engagement Team and Implementation Methodology**
  - Continuity of who you work with, through sales / implementation / support
  - In-house development, as needed
  - Zoho Project for planning and work breakdown structure (WBS)
  - Collaborative partnership approach



# Acumatica Approach

**Quality Material Handling**  
Acumatica Customer

# The Acumatica Story

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## The only ERP born in this century

- The company founders were steeped in business technology expertise with ERP in their DNA

## At its inception in 2008, the company made three bold bets:

1. Acumatica focused on addressing the needs of small and midsize businesses – to build capabilities and drive innovations that help organizations scale and grow.
2. Acumatica pursued a channel model – relying on partners with specialized expertise to focus on sales and deployment, freeing Acumatica to invest in product development.
3. Acumatica was born in the cloud -- disrupting the market with 'modern ERP' to meet today's challenges

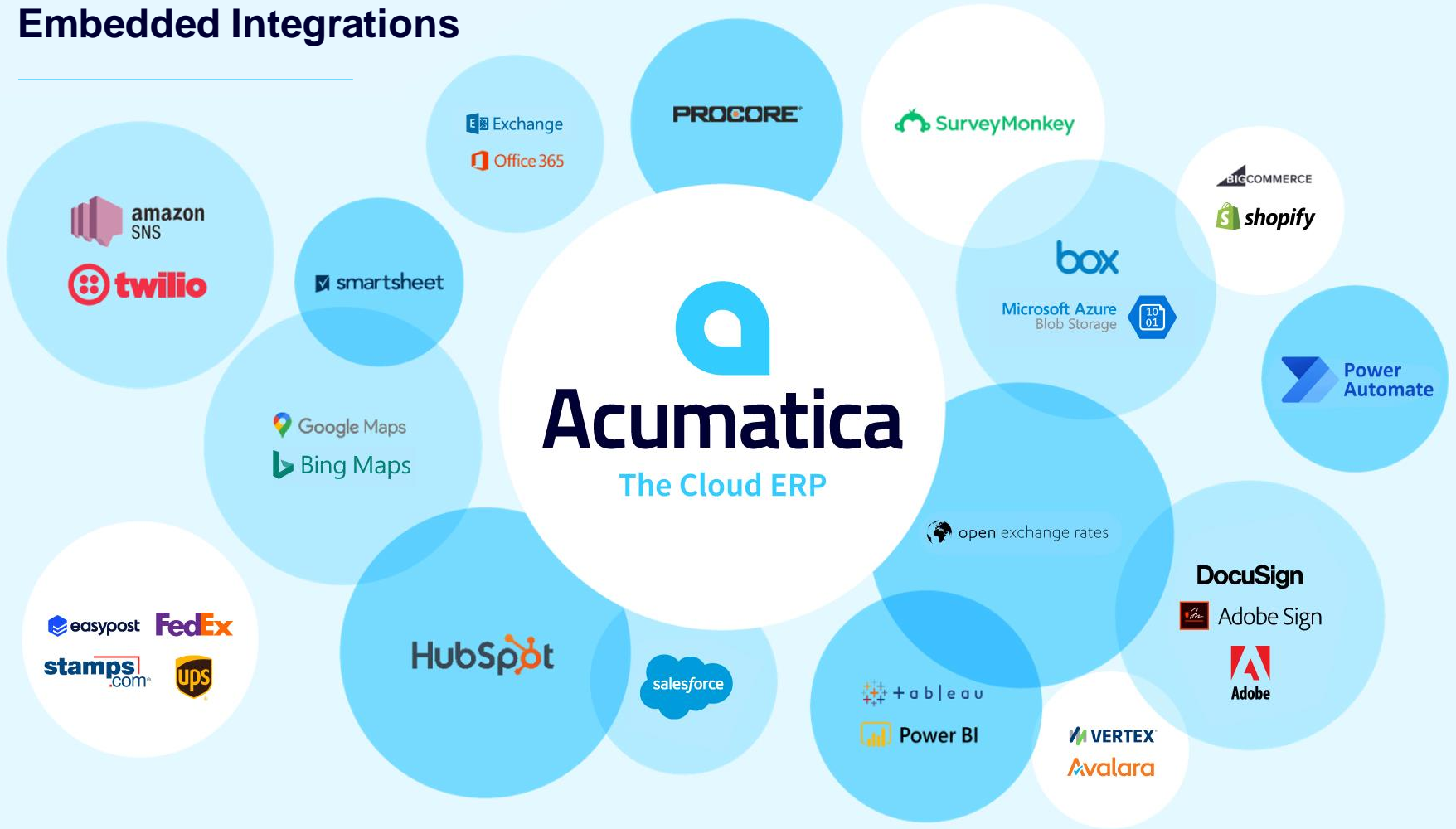


## The Cloud enables Acumatica to deliver:

1. **High availability:** The system is always up and running.
2. **Remote Collaboration:** A connected solution built for working together.
3. **Mobility:** Access from anywhere, on any device.
4. **Security:** A complete security model with the most secure infrastructure provider.
5. **Open standards:** To manage change and control your future.



# Embedded Integrations



## Complete Security and High Availability

- Enterprise-grade security features such as server-side logic, detailed access controls, and robust authentication are built in.
- Complete model for all aspects of the applications, data, reports and devices.
- The system is always up and available with automated backups and multi-zone disaster recovery.
- Built on the world's most secure infrastructure provider.

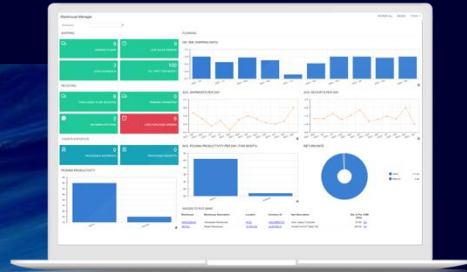


# Remote Access



- Access from anywhere on any device in natural language – optimized for collaboration.

# AI/Machine Learning



- Adaptable platform with open APIs enabling easy integration of the latest AI and machine learning technologies.

# Customer Bill of Rights

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Upholding these rights is core to who Acumatica is as a company and what we stand for as a community.

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

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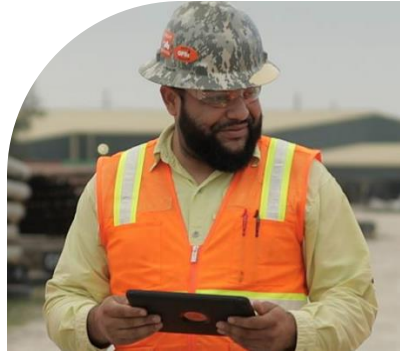
**Professional online training** that is free and comprehensive



# Licensing that is growth-friendly and flexible



**Unlimited users:**  
Includes all employees,  
not just a few



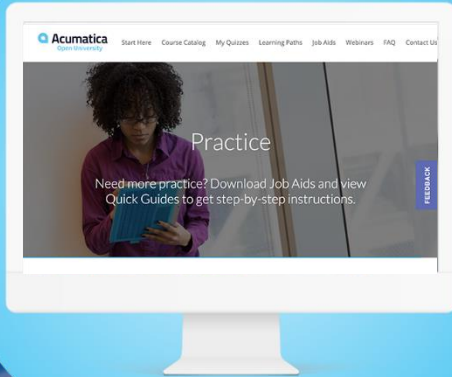
**No per-user fees:**  
extends to key  
partners, customers



**Flexible:** choose ERP-  
as-a-service or customer-  
managed deployment in  
a public or private cloud

# Acumatica Training / Open University

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Professional online training that is free and comprehensive – in a user-friendly, dynamic learning environment with easily accessible documentation.

# Community

- **Customers** sharing best practices and experiences
- **Partners** providing technical and business expertise
- **Developers** evolving the product
- **Acumatica employees** focusing on customer success

Supported through a **Community portal** with 16k members, 40k posts and 1.5M logins in 2022





# Industry Recognition



Acumatica is consistently recognized by analysts and customers for its industry leadership in product quality, usability and satisfaction

# Industry Editions

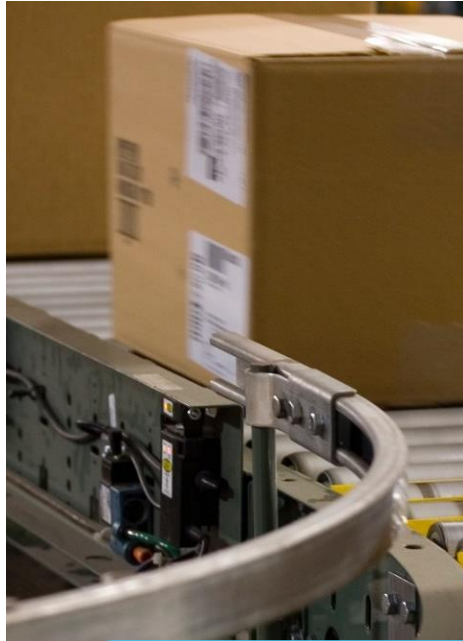
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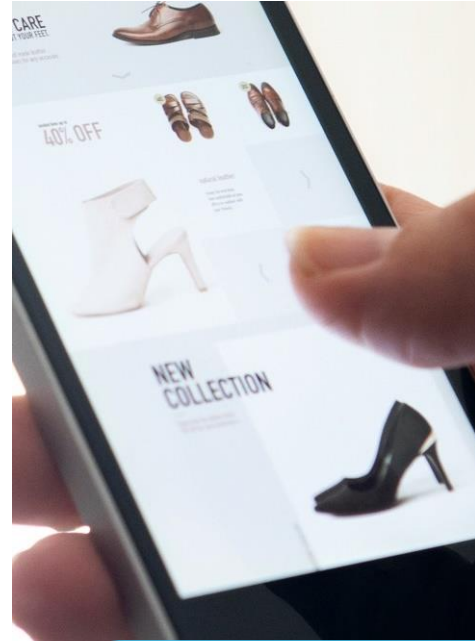
**Manufacturing  
Edition**



**Construction  
Edition**



**Distribution  
Edition**



**Retail-  
Commerce  
Edition**



# Demo

# Thank You



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