

# Distribution Edition

**COMPLETE, CONNECTED, MOBILE.**



“You often hear about the complexity of ERP systems. With Acumatica, I think we got the full capability of an ERP with the simplicity that allows not only me, but our entire sales force to take advantage of the system.”

**Dan Wilkins, President, Bell and Company**  
**Industry: Industrial and MRO Supplies**



## Complete Wholesale Distribution ERP

Acumatica Distribution Edition provides unparalleled distribution depth with an extensive suite of connected distribution applications for sales, inventory, purchasing, and warehouse management.

Increase sales with opportunity tracking and sales quotes. Reduce carrying costs and eliminate stock-out situations with robust inventory replenishment. Manage omnichannel returns and exchanges with an integrated ticketing system.

Automate processes, improve data visibility, boost warehouse efficiency, and reduce costs with unique midmarket distribution features. Embedded warehouse management (WMS) and

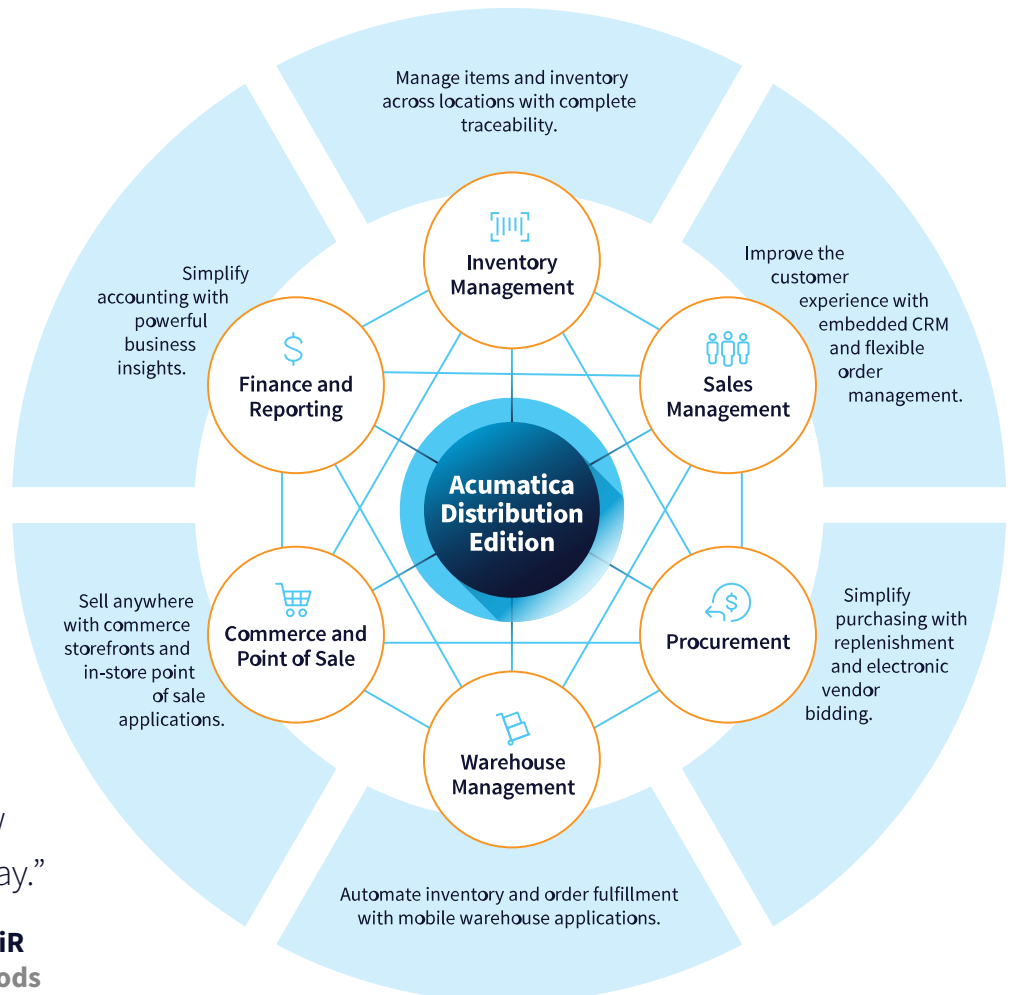
purchase order requisition applications reduce dependence on third-party applications.

Acumatica provides unique breadth with native document management, customer relationship management (CRM), project accounting, commerce, point of sale, expense management, payroll, and field service. A full suite of financial applications manages daily accounting tasks. Manage your entire business with powerful insights through configurable inquiries, personalized reports, role-based dashboards, and real-time business analytics.

*Automate and mobilize supply chain activities with a complete Distribution ERP built on a future-proof platform.*

“Acumatica has allowed us to be a better digital business. From sales to operations, from admin to C-Level executives, Acumatica allows us to have insight into data to make good decisions to grow our business in a powerful way.”

**Bryan Papé, Founder and CEO, Miir**  
**Industry: Furniture and Home Goods**























[VIEW SUCCESS STORY](#)



## Deep Industry Functionality

Thousands of distributors rely on Acumatica Distribution Edition. Simplify item and inventory management with matrix items, lot and serial tracking, and configurable unit of measure conversions. Boost sales with flexible pricing, promotions, and integrated CRM for marketing and sales automation. Powerful replenishment features optimize stock levels with increased inventory turns and lower carrying costs. Perishable inventory management is easy with lot expiration and first-expired-first-out picking. Delight customers with stock reservations, faster order processing, and streamlined fulfillment.

-  **Agricultural and Nursery Products**  
farm supplies, feed, animal care products, seeds, trees, plants
-  **Automotive and Transportation**  
vehicles, trailers, motorcycles, aviation, boats, components
-  **Chemicals, Plastics, and Coatings**  
gases, explosives, fertilizer, adhesives, paint, plastic resin
-  **Equipment and Machinery**  
professional, medical, commercial, industrial, construction
-  **Fashion, Apparel, Jewelry**  
clothes, footwear, purses, sewing, fabric, leather, jewelry
-  **Furniture and Home Goods**  
furniture, bedding, floor covering, home decor, kitchenware
-  **Grocery and Alcohol**  
food, ingredients, water, pet food, coffee, beer, wine, spirits
-  **Hardware, Plumbing, and HVACR**  
fasteners, hardware, plumbing, heating, cooling, valve fittings
-  **Industrial and MRO Supplies**  
replacement parts, cutting and abrasives, tools, packaging
-  **Janitorial and Sanitation**  
soap and cleaners, detergents, mops and brooms, toiletries
-  **Lumber and Building Materials**  
lumber, trusses, windows, doors, shingles, siding, tile, flooring
-  **Metals and Minerals**  
steel, metal products, coal, stone, glass, concrete, minerals
-  **Paper, Publications, and Cards**  
stationery, periodicals, books, greeting cards, playing cards
-  **Petroleum Products**  
oil, gasoline, propane, natural gas, kerosene, lubricants
-  **Pharmaceuticals, Cosmetics, and Medical**  
drugs, medicine, vitamins, cosmetics, medical supplies, cannabis
-  **Service Supplies**  
salon and restaurant supplies, funeral and firefighting supplies
-  **Technology Products**  
computers, electrical and electronic products, lighting, appliances
-  **Toy, Hobby, and Sporting Goods**  
toys, games, bicycles, hobbies, sporting goods, hunting, fishing
-  **Other Wholesale Distribution**  
musical instruments, signs, art supplies, brushes, tobacco
-  **Non-Distribution Industries**  
agriculture, forestry, fishing, mining, commerce, retail, non-profit

Access the entire Acumatica Distribution Edition application and enter transactions anytime, anywhere, from a browser, ruggedized scanner, or mobile device.

Gain actionable insights with interactive, configurable dashboards to monitor key performance indicators and manage exceptions swiftly to avoid supply issues.

The screenshot displays the Acumatica Distribution Edition application interface. The tablet view shows a dashboard with the following components:

- Sales Operations:** 115 UNASSIGNED LEADS, 249 NEW LEADS 7+ DAYS.
- Opportunity Metrics:** 152 OPEN OPPORTUNITIES, 3 CLOSING IN <90 DAYS, 8 OPEN NO ACTIVITY 30+, 29 NURTURE NO ACT 90+.
- Performance Indicators:** 149 PAST CLOSE DATE, 3 UNASSIGNED OPPS.
- LEAD DISTRIBUTION AND STATUS:** A horizontal bar chart showing lead status for various salespeople like John Kinne, Maxwell Baker, Peter Lai, etc.
- OPPORTUNITY DISTRIBUTION AND STATUS:** A horizontal bar chart showing opportunity status for salespeople like Jay Parker, Eric Killian, Theo Valich, etc.

The smartphone view shows the 'Warehouse Manager' screen with:

- 4 SHIPMENTS TO PICK AND PACK.
- 0 LATE SHIPMENTS.
- GOODS TO PUT AWAY:** A table listing warehouse IDs, inventory items, and their values.
- ON TIME SHIPPING RATIO:** A bar chart showing shipping ratios over time.

# Embedded Warehouse Management System with Barcoding

Reduce errors and improve customer satisfaction with native barcode printing and scanning. Validate items processes for order fulfillment, put-away, physical inventory, and other inventory transactions. Ruggedized scanners or mobile devices support popular linear, 2D, and GS1 barcode formats.



## Extend Acumatica with Certified Applications

The Acumatica Marketplace is one of the leading communities of independent software vendors with integrated applications for budgeting and planning, electronic data interchange (EDI), equipment rental, quality control, logistics and shipping, container management, process manufacturing, and more.

“We are just scratching the surface of what the new WMS can afford us by replacing existing processes. We are looking forward to implementing new streamlined processes that have previously been unavailable to us such as confirming shipments at the time of pick and processing customer returns as soon as items are received at the dock all from the handheld devices.”

**Thomas Finney, IT Director, Shoebacca**  
Industry: Fashion, Apparel, Jewelry

## Discover Why Leading Distributors Rely on Acumatica for their Success

LAUNCH THE VIEWER





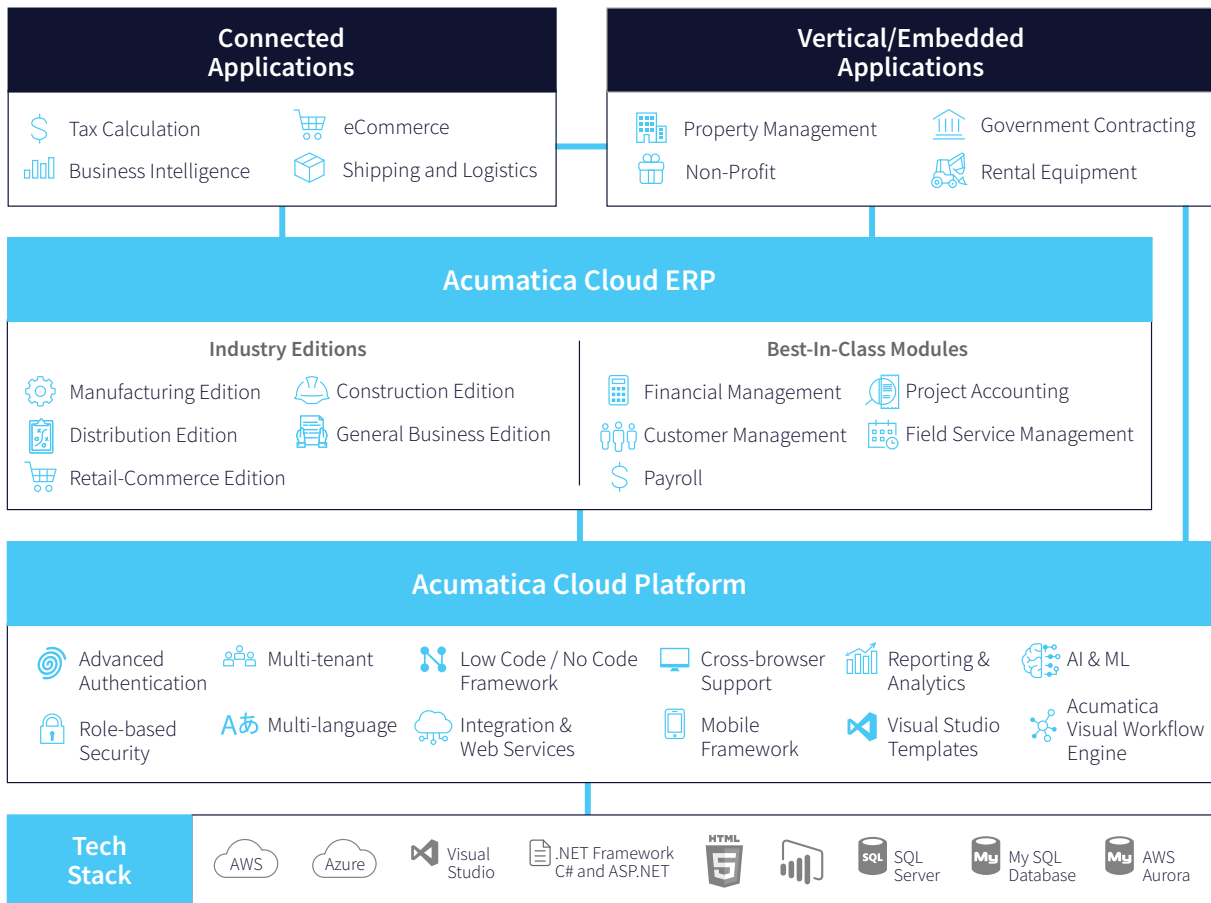
## Future-proof Cloud Platform Ready for Modern Technologies

Wholesale distributors demand a modern platform built for speed and extensibility to connect external systems and data.

The Acumatica xRP platform is a versatile architectural framework and application development platform that empowers distributors to tailor the software to the way they do business. Because Acumatica's ERP platform technology uses standard web technologies and

development languages, you can modify your business logic using the platform tools to connect to external applications with ease.

The platform is built on the world's best cloud and mobile technology. Leverage Open APIs to connect to the Internet of Things (IoT), to capture data in real-time through machine interfaces, and to automate your warehouse with robotics, carousels, and other modern technologies.



*The Acumatica xRP platform is more than just technology. It is the foundation distributors demand for the future. Visual workflows, embedded document management, multilingual translations and localization, mobile expense receipts, time management, and other platform-native features are included in the most resilient cloud ERP platform available for midmarket distributors. Acumatica Mobile Framework provides real-time access to data, and configurability without coding. It connects with mobile device features such as cameras for photos, microphones for voice notes, fingerprint recognition for security, GPS for location tracking, and more.*

# The Trusted Leader in Usability and Value

Acumatica's [Customer Bill of Rights](#) protects customers with an easy to understand End User License Agreement. It guarantees ERP implementations without hidden fees. The Bill of Rights outlines Acumatica's commitment to consumption-based licensing that does not inhibit growth. It provides sustainable pricing models with limited price increases, deployment choice, and consistent customer service access. Further, it protects customers' access to their data, anytime – even if they leave the Acumatica family.

Further, Acumatica is consistently [rated high](#) in both usability and value by industry analysts and users. Acumatica is ranked as a leader in the IDC MarketScape: Worldwide SaaS and Cloud-Enabled Midmarket Business ERP Applications. Advisory services provider Nucleus Research selected Acumatica as a market usability leader in their ERP Technology Value Matrix. The G2 user review site selected Acumatica as a Leader in the G2 Mid-Market Grid Report for ERP Systems. Acumatica maintains a near-perfect Overall User Rating on the Gartner Peer Insights report.



<b>Acumatica by the Numbers:</b>	<b>6,500</b> Valued Customers	<b>+33</b> High Net Promoter Score
	<b>180M</b> Transactions Every Month	<b>200+</b> Independent Software Vendors
	<b>97%</b> User Rating Satisfaction	<b>300+</b> Channel Partners
	<b>300+</b> Dedicated Employees	<b>1</b> Unique Singular Product Focus

**Discover Your Potential ROI with the Forrester Total Economic Impact Calculator™**

**CALCULATE YOUR ROI**







## Manage Your Entire Business on a Single, Future-Proof Cloud Platform

### Powerful and Comprehensive Features Provided by Acumatica Distribution Edition:

#### Inventory Management

- Replenishment Settings
- Matrix Items
- Physical Inventory
- Pricing, Discounts, Promos
- Customer and Vendor Items
- Packaging and UOM
- Shipments
- Kitting and Disassembly
- Inventory Valuation
- Perishable Inventory
- Lot/Serial Traceability
- Non-Stock Items

#### Requisition Management

- Convert to Purchase Order
- Predefined Request Lists
- Hide Inventory Lists
- Collect and Request Classes
- Create Customer Quotes
- Set Vendor Lead Times
- Online Vendor Bidding
- Configurable Workflows

#### Customer Management

- Sales Opportunities
- Integrated Marketing
- Service and Support
- Customer Self-Service Portal
- Lead and List Management
- Accounts and Contacts
- Email Integration
- See ERP Transactions in CRM

#### Service Management

- Calendar & Appointments
- Resource Scheduling
- Flexible Billing
- Route Optimization
- Mobile App with GPS
- Equipment Management
- Warranty Management
- Components with Serial Tracking
- Contract Management

#### Manufacturing

- Bill of Material and Routing
- Production Management
- Material Requirements Planning
- Advanced Planning & Scheduling
- Engineering Change Control
- Manufacturing Estimates
- Product Configurator
- Manufacturing Data Collection

#### Sales Order Management

- Inventory Allocation
- Invoice Consolidation
- PO Linking
- Real-Time Inventory
- Returns Management
- Multiple or Partial Fulfillment
- Shipment Schedules
- Pick Lists and Replenishment
- Credit Limit Verification
- Custom Workflows
- Special Order Drop Ship
- Will Call Orders

#### Warehouse Management

- Barcode Label Printing
- Barcode Scanning
- Pick, Pack, and Ship
- Inventory Movement
- Warehouse Transfers
- Physical Inventory
- Device Agnostic
- Inventory Look-Up

#### Accounting Applications

- General Ledger
- Accounts Receivable
- Accounts Payable
- Multicurrency Management
- Tax Management
- Cash Management
- Deferred Revenue
- Recurring Revenue
- Intercompany Accounting
- Electronic Bank Feeds
- Advanced Expense Management
- Fixed Asset Depreciation
- Payroll and Time Management
- PCI-Compliant Credit Cards

#### Projects & Construction

- Change Orders and Task Definition
- Cost-Plus or Fixed Cost
- Forecast Project Budget
- Timesheets for Specific Projects
- CRM Portal and Case Integration
- Create Billing Rules
- Manage Project Quotes
- Labor Cost Rates
- Mobile Time and Expense
- Project Templates
- Construction Accounting
- Job Cost Reporting & Analysis
- ProEst, Procore, & CFMA Integration

#### Purchase Order Management

- Partial Fulfillment
- Consolidated Fulfillment
- Item Tracking
- Automatic Payment Vouchers
- Drop Shipments
- Landed Cost
- Vendor Selection
- Vendor Performance
- Multiple Addresses
- Audit Trail
- Blanket Orders
- Custom Workflows

#### Commerce and Point of Sale

- Real-time, Bi-directional
- Sync Item Info and Photos
- Sync Orders
- Discounts and Promos
- BigCommerce Storefront
- Shopify Storefront
- Point of Sale Application
- Retail Hardware Integration

#### Analytics & Platform

- Financial Reports
- Acumatica Report Designer
- Generic Inquiries
- Microsoft Power BI Integration
- Configurable Dashboards
- Multi-Level Security
- Cloud or Premise Deployment
- 99.99% Up-Time
- Native Document Management
- Visual Workflows
- Business Events
- Online Help and Wikis
- Contract Management
- Development Tools
- Integration Utilities

#### Vendor Marketplace

- Shipping Carrier Integration
- Electronic Data Interchange
- Quality Management
- Light Manufacturing
- Salesforce Integration
- Rental Management
- Supply Chain Execution
- Logistics Management
- Budgeting and Planning
- Container Tracking
- Royalties and Rebates
- Much more!

“Would I recommend Acumatica to anybody? Absolutely not in our industry. I wouldn’t want anybody to have a competitive advantage over what we do.”

**Charles Snyder, Head of IT, ProPharma Distribution**  
**Industry: Pharmaceuticals, Cosmetics, and Medical**



## About Milestone Information Solutions

Milestone IS has been helping distributors and manufacturers implement enterprise resource planning (ERP) systems to improve business processes and profitability for over 30 years. By combining our unique accounting expertise, dedication to customized support, and attention to detail, we are able to help businesses maximize their ERP systems and get the most out of their investments.

To learn more about how Milestone and Acumatica can streamline your business, visit [www.milestoneis.com](http://www.milestoneis.com).