

# Manufacturing Edition

**FLEXIBLE, INTEGRATED, EXTENSIBLE.**



“With this system (Acumatica) we can double the size of the business without doubling the space and the people because we have power in the information. We can work more logically and save millions in labor by not having to double the staff size.”

**Ben Leinster, AFF|group, CEO**  
**Industry: Automotive and Transportation**



## Complete Manufacturing ERP

Acumatica Manufacturing Edition provides unparalleled manufacturing depth with an extensive suite of connected manufacturing business applications for production, estimating, engineering, material planning, scheduling, and product configuration.

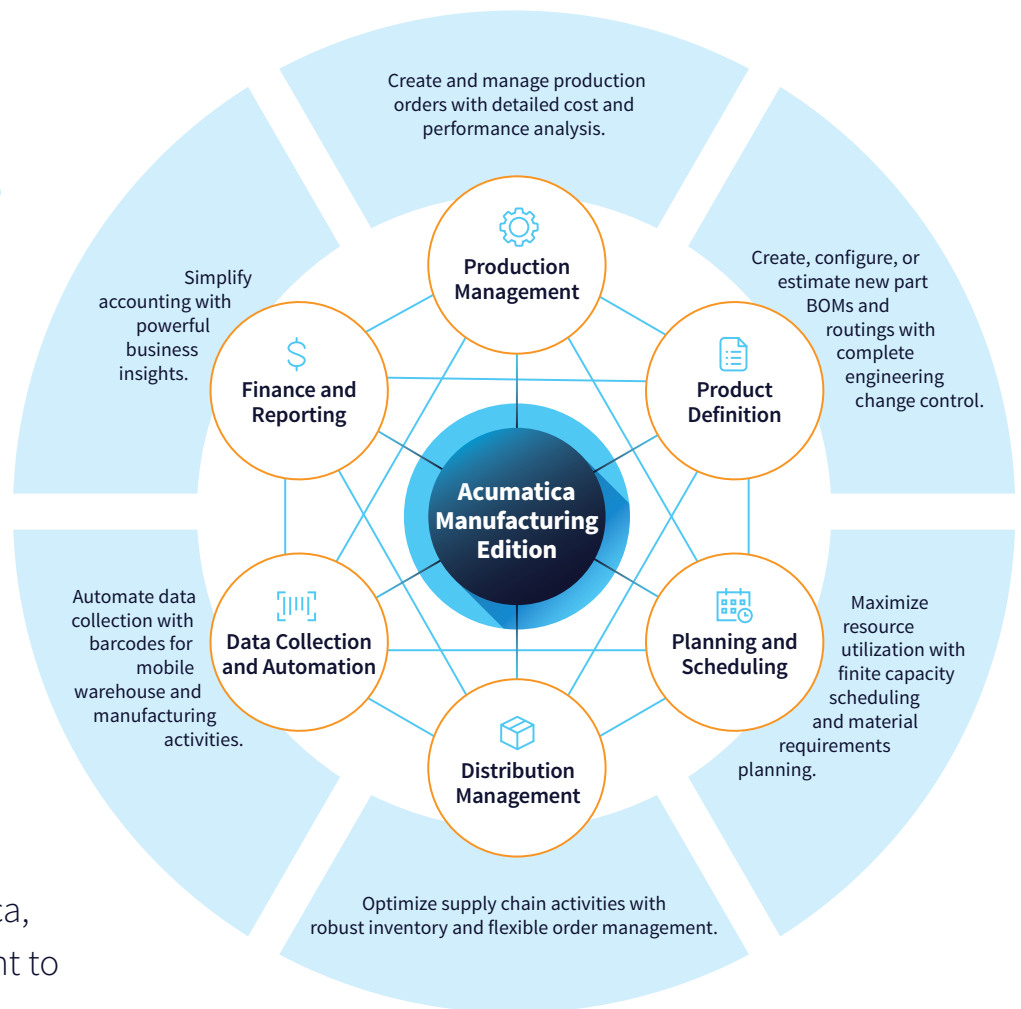
Automate processes, improve data visibility, boost manufacturing efficiency, and reduce costs with unique midmarket manufacturing features. Manufacturing Data Collection and Product Configurator applications reduce dependence on third-party applications.

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.

*Boost manufacturing efficiency with a comprehensive, mobile Manufacturing ERP designed for your industry needs.*

“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.”





















**Nathaniel Fairweather, Managing Director, Triode Industry: Electronics and Electrical Products**





## Deep Industry Functionality Built for the Cloud

Hundreds of manufacturers across industries rely on Acumatica Manufacturing Edition. Specific industry features include by-products, compliance reporting, work orders or batch processing, lot and serial traceability, and more.

-  **Aerospace and Defense**  
aircraft parts, search and navigation equipment, weapons
-  **Apparel and Jewelry**  
clothing, footwear, fabricing, luggage, rope, rings, necklaces
-  **Automotive and Transportation**  
vehicles, trailers, motorcycles, bicycles, boats, components
-  **Cannabis, Tobacco, CBD**  
marijuana, cigarettes, cigars, chewing tobacco, CBD oil
-  **Chemicals and Life Sciences**  
cleaners, paint, cosmetics, pharmaceuticals, petroleum
-  **Electronics and Electrical**  
appliances, computers, lighting, batteries, components
-  **Fabricated Metals**  
hand tools, hardware, fasteners, springs, cookware
-  **Food and Beverage**  
meat, dairy, fruit, vegetable, confectionary, beer, wine
-  **Furniture and Home Goods**  
furniture, bedding, floor covering, pictures, home textiles
-  **Industrial Equipment**  
equipment for farming, manufacturing, construction, more
-  **Instruments and Medical Device**  
lab and medical equipment, photography, watches
-  **Non-Metallic Minerals**  
stone, clay, glass, concrete, tile, ready-mix, minerals
-  **Paper Products**  
paper mills, cardboard, envelopes, stationery, paper packaging
-  **Plastic and Rubber**  
tires, gaskets, belts and hoses, plastic film, pipes, bottles
-  **Primary Metals**  
steel mills, foundries, metal processing, die-casting
-  **Printing and Publishing**  
magazines, books, newspapers, maps, greeting cards
-  **Sporting Goods and Toys**  
sports equipment, hunting and fishing, toys, games, dolls
-  **Wood and Lumber**  
logging, sawmills, millwork, cabinets, pre-fab buildings
-  **Other Manufacturing**  
musical instruments, signs, sewing, art supplies, brushes
-  **Non-Manufacturing Industries**  
agriculture, forestry, fishing, mining, distribution, more

Access the entire Acumatica Manufacturing 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 production issues.

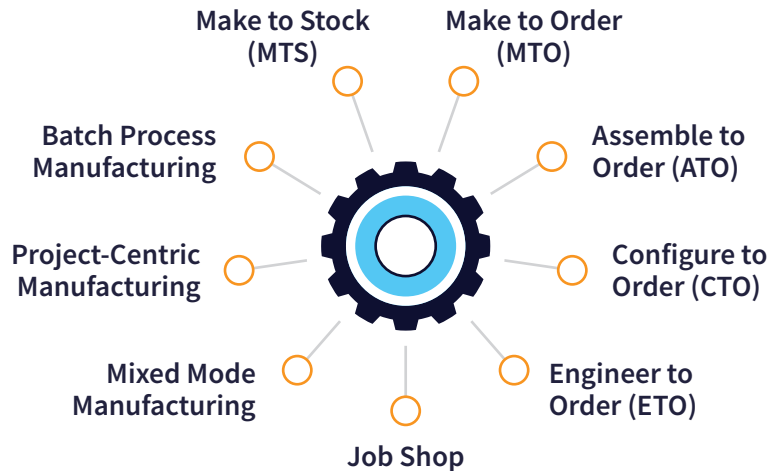
The screenshot displays the Acumatica Manufacturing Edition interface. On the desktop, the 'Production Manager' dashboard includes:

- LATE PRODUCTION ORDERS:** 17 (MORE DETAILS)
- PRODUCTION ORDERS WITH PAST DUE OPERATIONS:** 17 (MORE DETAILS)
- ORDERS TO RELEASE TODAY:** 14 (MORE DETAILS)
- ORDERS TO RELEASE THIS WEEK:** 0 (MORE DETAILS)
- WORK QUEUES:** Bar chart showing queues for WC100, WC170, ANSERVICB, WC30, and WC40.
- LABOR VARIANCES % BY MONTH:** Bar chart showing variances from Oct 2019 to Feb 2020.
- PRODUCTION ORDERS BY STATUS:** Pie chart showing Planned, Completed, Released, Closed, and In Process.
- TOP 5 VARIANCES THIS PERIOD:** Bar chart showing significant negative variances for AM000028.
- ORDERS NOT STARTED:** Table listing production orders with columns for Start Date, Production Nbr, Inventory ID, Qty to Produce, Qty to Complete, and Qty Remains.

The mobile device view shows a similar dashboard with a focus on 'CHANGE REQUESTS PENDING APPROVAL' (3) and 'CHANGE ORDERS PENDING APPROVAL' (1). It also displays a table for 'APPROVED ECRS NOT CONVERTED'.

## Flexible Methods of Manufacturing

Every manufacturer is different, even if they make the same product. Every manufacturing ERP system supports different production methodologies. Acumatica is one of the few ERP applications on the market that supports both discrete (make to stock and make to order) and batch process manufacturing on a single platform.



## 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.

“Acumatica helps us better analyze our sales and gives us the ability to analyze more categories with much more clarity.... We have a lot more real-time visibility into what other entities are doing, which allows me to be more effective and keep better tabs on what’s going on and helps us make more strategic financial decisions.”

**Franklin Shiraki, Corporate Controller, Firewire Surfboards**  
Industry: Sporting Goods and Toys

## Discover Why Leading Manufacturers Depend on Acumatica for their Success

LAUNCH THE VIEWER





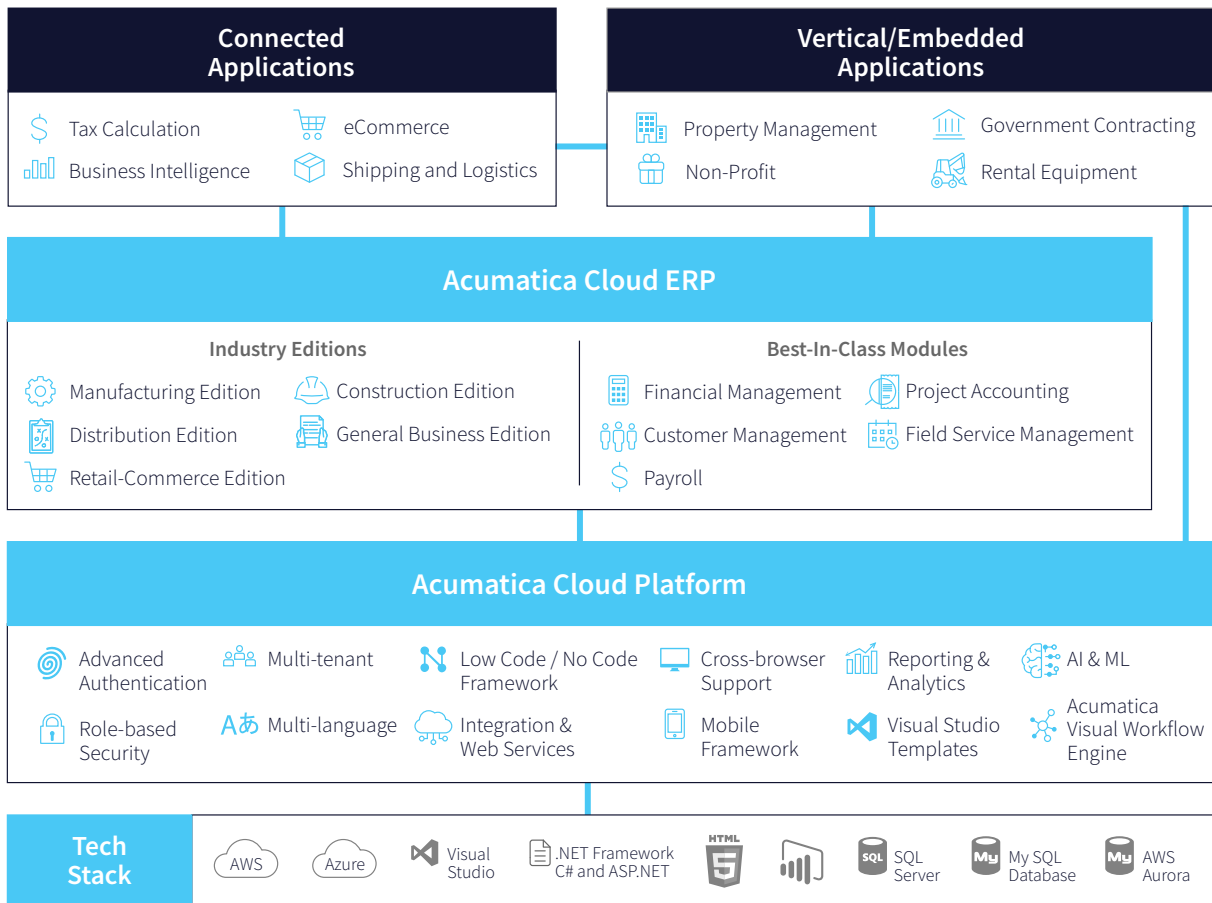
## Future-proof Cloud Platform Ready for Modern Technologies

Manufacturers 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 manufacturers 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 or a different integrated development environment.

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



*The Acumatica xRP platform is more than just technology. It is the foundation manufacturers 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 manufacturers. 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.

Leader in  
Midmarket Cloud ERP



Leader in Usability,  
ERP Technology Value Matrix



Leader in Mid-Market Grid  
Report for ERP Systems



Excellent  
Overall User Rating



Ranked a Champion in  
User Sentiment



### Acumatica by the Numbers:

- 6,500** Valued Customers
- 180M** Transactions Every Month
- 97%** User Rating Satisfaction
- 300+** Dedicated Employees
- +33** High Net Promoter Score
- 200+** Independent Software Vendors
- 300+** Channel Partners
- 1** 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 Manufacturing Edition:

#### Bill of Material and Routing

- Effectivity/Expiration Dates
- Production Steps
- Where Used Inquiry
- Phantom BOM
- Reference Designators
- Multiple Sites
- BOM Cost Roll-Up
- Flexible BOM Copy
- Mass Change
- Attributes
- Revision Control
- BOM Import

#### Engineering Change Control

- Engineering Change Requests
- Engineering Change Orders
- Approval Process
- BOM Compare
- Security Audit Log

#### 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

#### Warehouse Management

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

#### Projects & Construction

- Change Orders
- Cost-Plus or Fixed Cost
- Forecast Project Budget
- Timesheets for Specific Projects
- CRM Portal and Case Integration
- Sales and CRM Quotes
- Task Definition
- Reverse Unbilled Transactions
- Create Billing Rules
- Manage Project Quotes
- Labor Cost Rates
- Mobile Time Entry
- Mobile Expense Capture
- Project Templates
- Construction Edition

#### Production Management

- Critical Materials
- Labor Tracking
- Backflushing
- Material and Scrap Tracking
- Production Performance
- Event Audit Trail
- Production Order Changes
- Outside Processing
- Lot and Serial Tracking
- Barcode Scanning
- Job Cost Reports
- By-Products

#### Manufacturing Estimates

- Include Non-Inventory Items
- Create New Inventory Items
- Create Production Orders
- Works with CRM and Sales
- Adjust mark-up amounts

#### 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

#### 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

#### 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
- AP Invoice Automation
- PCI-Compliant Credit Cards

#### Material Requirements Planning

- Demand Forecasting
- MRP Detail
- Bucketless Planning
- Multi-Site Planning
- Create Purchase Orders
- Create Work Orders
- Create Transfer Orders
- Safety Stock Considerations
- Master Production Schedule
- Integrated Project Demand
- Exception Messages

#### Product Configurator

- Rules-Based
- Dimensional Formulas
- Order History and Look-Up
- Multi-Level Configuration
- Formula Validation

#### 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
- Private or Public Cloud
- 99.99% Up-Time
- Native Document Management
- Visual Workflows
- Business Events
- Online Help and Wikis
- Contract Management
- Development Tools
- Integration Utilities

#### Advanced Planning & Scheduling

- Finite or Infinite Capacity
- Work Center Capacity
- Machine Capacity
- Tool Resource Constraints
- Rough-Cut Capacity Planning
- Dispatch Lists
- Schedule Backward or Forward
- Setup and Move Time
- Production Run Time
- Efficiency Calculations
- Facility Schedules

#### Manufacturing Data Collection

- Barcode Scanning
- Material Movement
- Clock-In / Clock-Out of Jobs
- Supervisor Review
- Device Agnostic

#### Requisition Management

- Convert to Purchase Order
- Predefined Request Lists
- Hide Inventory Lists
- Collect Requests
- Request Classes
- Create Customer Quotes
- Set Vendor Lead Times
- Shipping Instructions
- Online Vendor Bidding
- Security Audit Trail
- Configurable Workflows
- Multiple Approval Levels

#### Service Management

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

#### Vendor Marketplace

- Shipping Carrier Integration
- Electronic Data Interchange
- Process Manufacturing
- Quality Management
- CAD/PLM BOM Integration
- Light Manufacturing
- Salesforce Integration
- Rental Management
- Human Resources
- Supply Chain Execution
- Logistics Management
- Budgeting and Planning
- Container Tracking
- Royalties and Rebates
- Much more!

“I would definitely recommend Acumatica to other businesses. It covers the full ERP functionality, it integrates with other products well, and it’s cost-effective.”

**Derek Szabo, Managing Director, Devil’s Peak Brewing Company**  
**Industry: Food and Beverage**



## 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).