

Why Successful Wholesale Distributors Choose Acumatica

MAKE SMARTER WHOLESALE BUSINESS DECISIONS WITH A COMPLETE, CONNECTED, AND MOBILE DISTRIBUTION ERP

Wholesale distributors historically had limited ERP options to manage their businesses. Cost-conscious wholesalers built their businesses on entry-level accounting applications. These low-cost systems lack advanced inventory and warehouse management capabilities. Established distributors implemented specialized ERP applications built on aging technology platforms.

It is costly to connect and extend entry-level and legacy systems with modern applications. Distributors struggle to find plug-and-play operational systems for warehouse management, electronic data interchange, or shipping and logistics management. As supply chains get more complicated and customers demand shift, distributors have to work harder to grow sales with disparate systems for customer relationship management, commerce storefronts, point of sale, and field services.

Acumatica Distribution Edition is unlike any other midmarket wholesale distribution ERP application. Built on a future-proof cloud platform, it incorporates everything progressive distributors need to manage all parts of their business in a single, connected system.

INSIDE THIS eBOOK:



Discover why distributors across wholesale industry segments choose Acumatica as a strategic platform to boost sales and automate business processes to thrive in the new digital economy.

Hear Acumatica customer stories
on how their businesses thrive with
Acumatica Distribution Edition.



[CLICK HERE TO LAUNCH THE VIEWER](#)



“WOW” Customers with Amazing Services



Inefficient distribution and business processes delay customer shipments. Increased carrying costs, expensive rush orders, multiple shipments for partially filled orders, and high-cost write-offs for expired or obsolete inventory drive up prices, making it challenging to boost sales in competitive markets. Limited access to self-service and cumbersome omnichannel order and returns management procedures confuse and frustrate customers.

Acumatica Distribution Edition provides embedded CRM to improve the customer’s buying experience with online quote acceptance, secure customer self-service, and integrated customer support cases. Customers can order or return products from in-house sales reps, online through connected commerce storefronts, or in-store with integrated point of sale applications. Quick orders and automated transactions reduce order cycles expediting fulfillment with less effort. Inventory replenishment and online vendor requisitions streamline the procurement process, ensuring optimal stock to avoid stock-out and excess inventory scenarios.



NATIVE FIELD SERVICE APPLICATIONS ENABLE DISTRIBUTORS TO DIFFERENTIATE WITH REMOTE SERVICES AND TIMELY CUSTOMER DELIVERIES IN A SINGLE APPLICATION.

IMPROVE COMMUNICATION

Arm customers with accurate and timely stock and order status information through automated email notifications, secure customer portals, and online commerce storefronts. Get a 360-degree view of customer interactions with embedded CRM.

RETAIN CUSTOMERS

Build a fanatical customer base with faster and more accurate order fulfillment, competitive prices, and flexible order and return processes across sales channels. Exceed customer expectations with field services, integrated support cases, and on-time customer deliveries.

BOOST SALES

Generate more leads and win more deals with integrated marketing and sales force automation. Sell more with connected storefronts, retail sales, and mobile field services. Provide competitive pricing with flexible discounts and promotions.

Exceed customer expectations with faster and more accurate order management and fulfillment. Differentiate from competitors with competitive pricing, customer support, field services, and customer-friendly processes for orders, returns, and exchanges.

“Acumatica has definitely cut down on the time it takes to look up orders within our system, the status of an order at our printers, and in looking up inventory. More than a time-saving tool, it’s a really clear way to let customers know what’s going on, which we didn’t have before . . . As we integrate more of our systems into Acumatica, we’ll only continue to see more efficiencies and we’ll be able to serve our customers even better going forward.”

– GODWIN PECK, ACCOUNT MANAGER, MIIR



HEAR WHAT OUR CUSTOMERS HAVE TO SAY:

“Our customers don’t know that we’re using Acumatica, they just know we’re giving them the right answer and they really appreciate that. And for us to give that answer, we really appreciate Acumatica.”

– TODD SNYDER, PRESIDENT AND CEO, C&O NURSERY

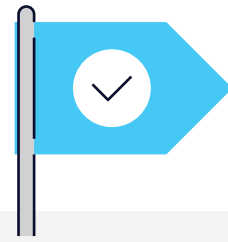
Summary

Entry-level and legacy distribution ERP software lacks features and connectivity to modern applications. Distributors wallow in disconnected systems with inefficient spreadsheets trying unsuccessfully to understand what is happening in the business. As a result, sales stagnate, costs increase, and profits drop.

Acumatica Distribution Edition is the most comprehensive, flexible, and open wholesale ERP platform available for midmarket distributors to grow their business.

Robust accounting applications, strong inventory control features, flexible order management, and automated warehouse fulfillment bolster sales and customer satisfaction. Embedded CRM, field services, point of sale, and commerce provide flexibility to service the most demanding customers.

Acumatica provides the best modern business management platform to transform your distribution business to thrive in the new digital economy.



“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

ABOUT ACUMATICA

Acumatica Cloud ERP provides the best business management solution for digitally resilient companies. Built for mobile and telework scenarios and easily integrated with the collaboration tools of your choice, Acumatica delivers flexibility, efficiency, and continuity of operations to growing small and midmarket organizations.

Business Resilience. Delivered.

Learn more about how Acumatica can work in your business by visiting us online at www.acumatica.com.

