



# **Acumatica & Netstock**

Producing Powerful  
ROI for Your Business.

## With Netstock, you can make better inventory decisions

Efficiently balance inventory and resources while being agile to changes in supply and demand.

## Seamless integration with Acumatica:

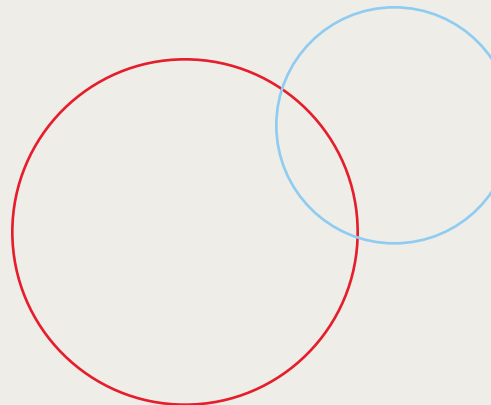
Netstock seamlessly integrates with Acumatica, enhancing ERP data and automating crucial processes. Working from a single-view dashboard, you can quickly monitor key performance indicators (KPIs), receive accurate inventory order recommendations, and easily monitor supplier performance.

## Maximizing efficiency together:

Working in harmony, these two cutting-edge platforms, Acumatica and Netstock, enable you to place orders quicker, reduce excess stock and minimize stock-outs. This collaborative approach ensures your business accelerates inventory planning and achieves the optimal ROI from your inventory management solution.

# This guide will help you discover...

1. ERP & Inventory management solution: Rear view and forward
2. How Acumatica users benefit from Netstock
3. How Netstock integrates with Acumatica
4. The ROI of inventory management software
5. Calculating your ROI



# 1. ERP & Inventory management solution: Rear view and forward view

## ERP software: Looking back



Your ERP system will typically use historical data and trends to make decisions such as:

- Analyzing past sales data to identify seasonal patterns
- Reviewing previous inventory turnover rates
- Assessing historical demand fluctuations
- Examining past supplier performance and lead times

Understanding your historical inventory needs can serve as a baseline for making future projections. However, it can be limited to historical data and may not provide real-time insights.

## Inventory management solution: Looking forward



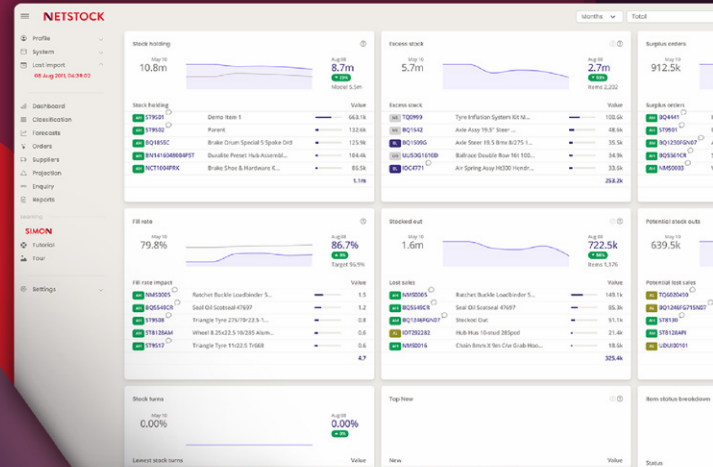
Inventory management solutions help you look ahead and make future inventory decisions based on forecasts, market trends, and upcoming events. It includes:

- Demand forecasting to predict future sales and customer demand
- Market research to identify upcoming trends or changes in customer preferences
- Planning for promotions, marketing campaigns, or product launches
- Considering external factors like economic conditions and supply chain disruptions

## Inventory management solutions offer a more proactive approach.

It helps you adapt to changing market conditions and customer needs by providing real-time visibility and the ability to make data-driven decisions.

Combining both perspectives and integrating an inventory management solution with your ERP system will enable you to optimize your inventory levels and ensure you have the right products in stock at the right time to meet demand.



Acumatica customer, Best Vinyl reduced their inventory by 50%, while still maintaining high customer service levels.

[Read their full story here](#)



## 2. How Acumatica customers benefit from Netstock



Here are a few ways Netstock enhances the existing inventory functionality in Acumatica



**Classify inventory:** Netstock classifies every stocked SKU according to its sales value and sales velocity. The classification matrix will automatically enable you to focus time and resources on the high-performing items that matter most to your customers and drive profits for your business.



**Optimizes safety stock:** Netstock achieves dynamic safety stock levels, providing accurate calculations for each item based on the item's classification. For example, if something changes to an item and the supplier becomes unreliable, Netstock will automatically increase the safety stock level needed. This guarantees you never have too much or too little safety stock.



**Monitor supplier performance:** Netstock will provide a more dynamic view of supplier performance. This information enables you to trigger accurate reorder dates and calculate accurate safety stock calculations. Reviewing previous supplier data allows you to plan for longer lead times, ensuring your customers receive the right items on time.



**Top up orders:** When placing recommended orders, it's common to have extra space in the container. Filling that space with additional orders is beneficial to make shipping more cost-effective. Netstock simplifies this process by scanning your inventory and suggesting items that are close to needing replenishment. This allows you to top up your container with the right products, eliminating the need for manual guesswork and preventing unnecessary excess stock.

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*Netstock helps to manage our forecasts for each of our markets and consolidates our global demand, providing us with recommended orders across our style range.*

Zhik, Australia

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[Read their full story here](#)



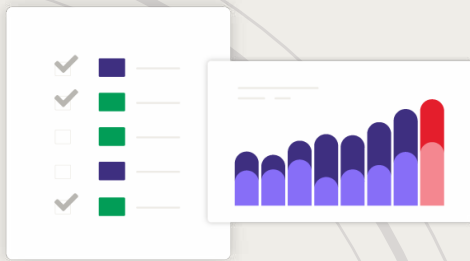
[See Netstock in action](#)

### 3. How Netstock integrates with Acumatica

As part of the  
**'Fulfilled by Acumatica'** program...

Netstock is an Acumatica Certified Application designed to equip businesses with valuable data, insights, and intelligence to optimize inventory and enhance forecasting.





### 1. Import from Acumatica

Netstock connects in minutes regardless if your acumatica ERP is on-premise or in the cloud.

## Seamless integration process

Start improving your inventory levels in 48 hours

A screenshot of a 'Order from Suppliers' form. It includes a table with columns 'Supplier' and 'Description'. Below the table is a 'Create Order' button. To the right is a 'PRODUCT ORDER' table.

### 2. Preview your data

In just two hours Netstock will identify where you have excess stock or potentially going to stock-out.



### 3. Start optimizing inventory

Experience the benefits of optimal inventory levels and create purchase orders within a few days of installation.

Find out how Netstock plugs into your Acumatica data and helps your inventory come to life!

Get a Netstock demo







## 4. The ROI of inventory management software

### What should inventory management software provide?

First, ask yourself the following questions...

- Do I have full visibility of my inventory?
- Do I have the tools to help me collate data and instantly flag problematic areas?
- Do I know which suppliers are reliable and deliver on time?
- Is my customer and supplier data secure?
- Do I know which SKUs I have in excess right now?

If you answer **no** to some or most of these questions, it's time to invest in an inventory management solution.

“  
**Be  
prepared and  
stay ahead of your  
competitors!**  
”



**So, how do you know which inventory management software will give you the best ROI and bang for your buck?**



## **The new definition of – Return on Investment – ROI**

When calculating the ROI of inventory management software, you need to look further than just the monetary value. You should also consider the speed it takes to implement the software into your business and how quickly you can see improvements in your inventory holding...

You should also consider the following:

- Will cloud-based software reduce operating, infrastructure, and maintenance costs?
- Will the software quickly identify opportunities to unlock working capital hidden in your inventory?
- Does the software integrate with other technologies, so it's easier to use?
- Does the software provider offer ongoing support, so you can continually optimize your planning?



## The ROI of inventory management software

1. **Reduced carrying costs:** By optimizing inventory levels and reducing excess stock, inventory management software can lower storage costs and improve cash flow.
2. **Improved demand forecasting:** Accurate demand forecasting can lead to better inventory management, reducing stock-outs and overstock situations, and improving sales and customer satisfaction.
3. **Increased sales and revenue:** Improved inventory accuracy and availability can lead to increased sales, especially when demand fluctuations are managed effectively.
4. **Better supplier relationships:** Inventory management software can help optimize reorder points and lead times, leading to more efficient relationships with suppliers and potentially negotiating better terms.
5. **Enhanced customer service:** Timely order fulfillment and reduced stockouts can improve customer satisfaction and retention.



To calculate the specific ROI for your business, you need to consider factors like the cost of the software, implementation costs, and if there are any recurring expenses. It's essential to conduct a thorough cost-benefit analysis tailored to your business's goals to determine the exact ROI of inventory management software.

[See Netstock in action](#)

## 5. Calculating your ROI

From increased revenue to unlocking cash, use Netstock's ROI Calculator to learn what your estimated ROI will be when you implement Netstock in your business:

Calculate your ROI here



What is your currency?USD \$

What industry are you in?Please select

Estimated inventory value?\$250,000

Possible reduction in excess? ⓘ10%

Annual inventory holding cost? ⓘ17%

What are your annual sales?

Sales you lose from stock outs? ⓘ5%

Average gross profit? ⓘ35%

Calculate My ROI

## About Netstock...

Netstock is a leader in inventory management and has earned the trust of over 2,200 global customers. Netstock's Predictive Planning Suite™ provides two powerful solutions – Predictor IA and Predictor IBP. Integrating into leading ERP platforms, Netstock empowers SMBs to place orders quicker, reduce stock-outs, minimize excess inventory and optimize capacity planning. Delivering immediate ROI, Netstock provides customers with the visibility to free up working capital, adapt to changes, and deliver outstanding customer service.

For more information visit [www.netstock.com](http://www.netstock.com).

