

# Distribution Edition

Master margins. Tame disruption.

“I love to recommend Acumatica, but not to any of our competitors. Acumatica has transformed our business, given us access to real-time stock information, and given us the confidence that we can just keep on growing.”

– Colin Gilhespy, Co-Owner and Managing Director, [Cave Direct](#)

## A Modern Cloud Business Platform for Inventory, Sales, and Supply Chain Agility

Supercharge your distribution business with Acumatica Cloud ERP—built to help SMBs compete with direct-selling manufacturers and low-cost global rivals. Our unified cloud platform delivers operational efficiency, agility, and real-time visibility, empowering distributors to grow sales across channels while protecting margins.

Born in the cloud and built for modern distribution, Acumatica offers AI-powered automation, omnichannel capabilities, and seamless connectivity. Optimize inventory with intelligent forecasting, automated replenishment, and time-phased planning. Streamline warehouse operations with paperless picking, barcode scanning, and matrix item support.

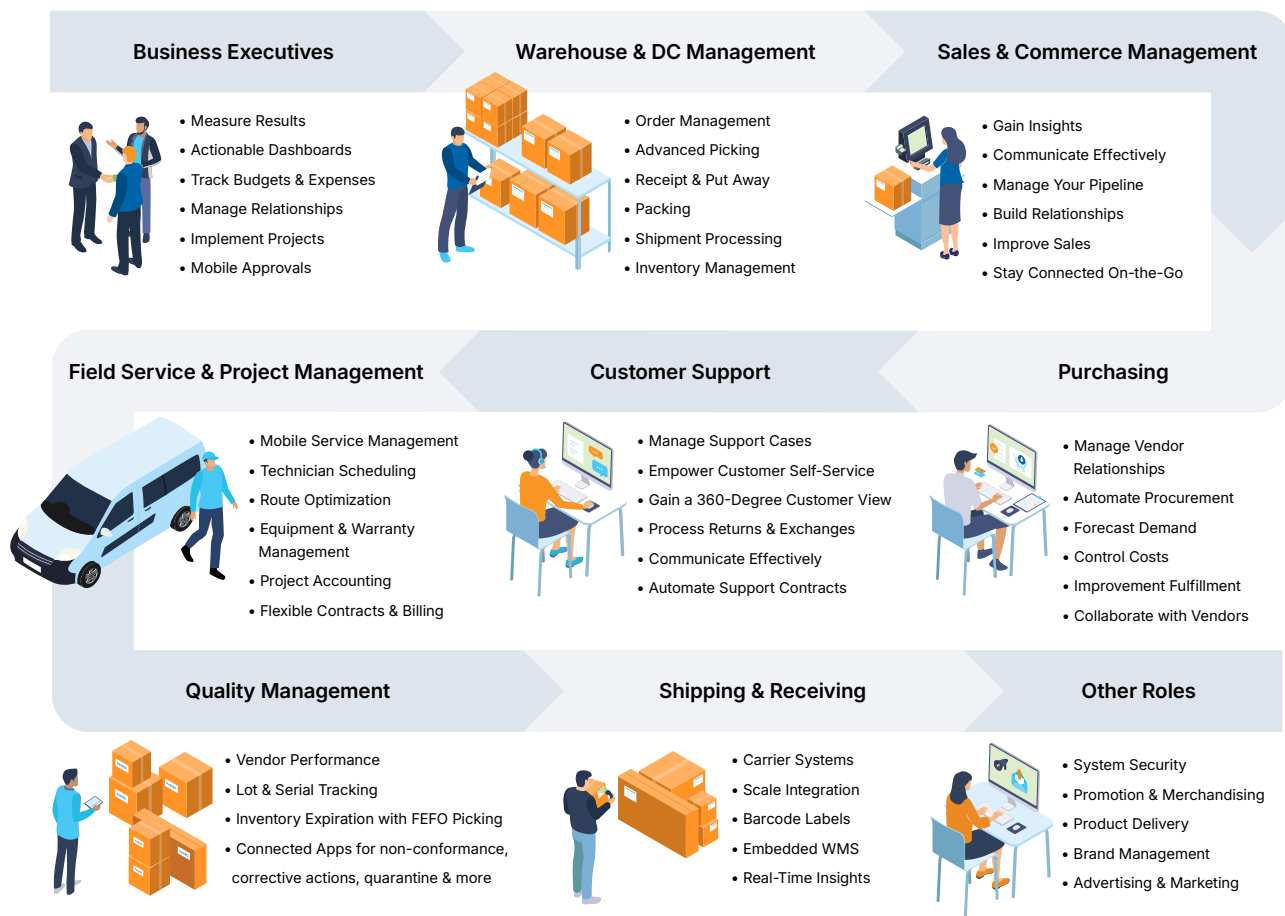
Gain supply chain agility with embedded WMS, connected shipping, and EDI automation. Ensure quality and traceability with lot and serial tracking. Improve inventory turns with automated purchasing and smart vendor management. Enhance customer relationships with integrated CRM, automated sales workflows, and dynamic pricing. Connect online and offline channels for seamless order processing and exceptional service.

With transparent, consumption-based licensing, Acumatica delivers enterprise-grade power on an SMB budget.



# Empower Everyone with Role-Based Dashboards, Seamless Collaboration, and Intuitive Navigation

Acumatica's modern ERP applications streamline operations on a single, connected platform for employees to manage daily tasks and strategic goals. Improve client satisfaction and drive long-term growth with role-based dashboards, configurable workflows, and embedded AI.



“They are saying, ‘Okay, I want a dashboard for this, or a report on these KPIs. They are coming up with ideas of how to accomplish more. These are things that our users would never have had in the old system. They never had the ability to even imagine a way to make their lives easier.’”

– Yisroel Hartman, Chief Operating Officer, [Sunshine Lighting](#)



## Order Management

Streamline your purchasing and sales processes with automated order management that eliminates manual tasks and ensures accuracy. Easily create, track, and approve purchase orders while maintaining clear visibility into costs and vendor commitments. Efficiently manage sales orders with flexible pricing, discounting, and order fulfillment tools that enhance customer satisfaction.

The screenshot displays the 'Sales Orders' interface for 'SO 000529 - AgriLink Food'. It includes a top navigation bar with 'Quick Process' and 'Create Shipment' buttons. The main form is divided into sections for 'Order Type' (SO), 'Customer' (FIDAGIN - AgriLink Food), 'Location' (MAIN - Primary Location), 'Status' (Open), 'Date' (7/3/2025), 'Requested On' (7/23/2025), 'Currency' (USD), 'Project' (X - Non-Project Code), and 'Description' (Food Order). A summary table on the right shows 'Ordered Qty' (335.00), 'Detail Total' (10,086.50), 'Line Discounts' (0.00), 'Document Discounts' (0.00), 'Freight Total' (0.00), 'Tax Total' (0.00), and 'Order Total' (10,086.50). Below the form is a table of order lines with columns for 'Configurable', 'Branch', 'Inventory ID', 'Related Items', 'Warehouse', 'Line Description', 'UOM', 'Quantity', and 'Qty. On Shipments'. The table lists items like 'PRODWHOLE FOODBREAD', 'PRODWHOLE FOODCHIP36', 'PRODWHOLE FOODHOTDOG', 'PRODWHOLE FOODKCOF35', 'PRODWHOLE FOODSUGAR', and 'PRODWHOLE FOODTEAD6'.



## Inventory Management

Gain full inventory control with real-time tracking to minimize shortages and overstock while optimizing fulfillment. Automate replenishment with forecasting, eliminating guesswork. Streamline operations with kitting with disassembly and ensure traceability with lot and serial number tracking. Streamline transactions, increase turns, and reduce carrying costs with powerful analytics. Whether managing warehouses, coordinating shipments, or adjusting pricing, Acumatica keeps operations smooth and profitability high.

The screenshot shows the 'Item Warehouse Details' interface for 'NIKON1 - Nikon Coolpix P100'. It includes a top navigation bar with 'GENERAL', 'INVENTORY PLANNING', 'PRICE/COST', and 'MANUFACTURING' tabs. The 'INVENTORY PLANNING' tab is active, showing 'Planning Method Settings' with 'Inventory Replenishment' selected. Below this are 'Replenishment Settings' including 'Replenishment Class' (PURCHASE - Purchase), 'Override Replenishment Settings' (checked), 'Seasonality' (NONE - No seasonality - constant demand), 'Replenishment Source' (Purchase), 'Replenishment Method' (Min./Max.), and 'Replenishment Warehouse' (VA-WHOLESL - Services East Warehouse).



## Warehouse Management

Acumatica's warehouse management enhances efficiency with mobile access, barcoding, and automated workflows for picking, packing, and shipping. Real-time tracking, barcode scanning, and guided workflows speed up fulfillment while reducing errors. Seamless shipping integrations ensure fast order processing, keeping customers happy. Whether managing one warehouse or a complex network, Acumatica provides the agility and visibility to keep operations running smoothly.

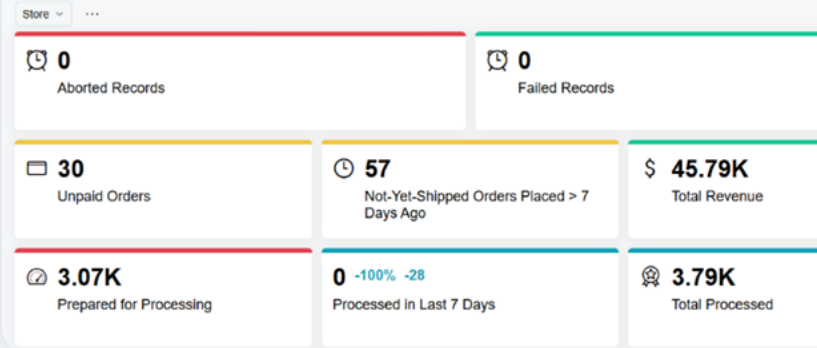
The screenshot displays the 'Warehouse Management' interface with a list of screens. The list includes 'Pick, Pack, and Ship', 'Receive and Put Away', 'Scan and Issue', 'Scan and Receive', 'Scan and Transfer', and 'Scan and Count'. Each screen is represented by a blue button with white text.



## Commerce & Point of Sale

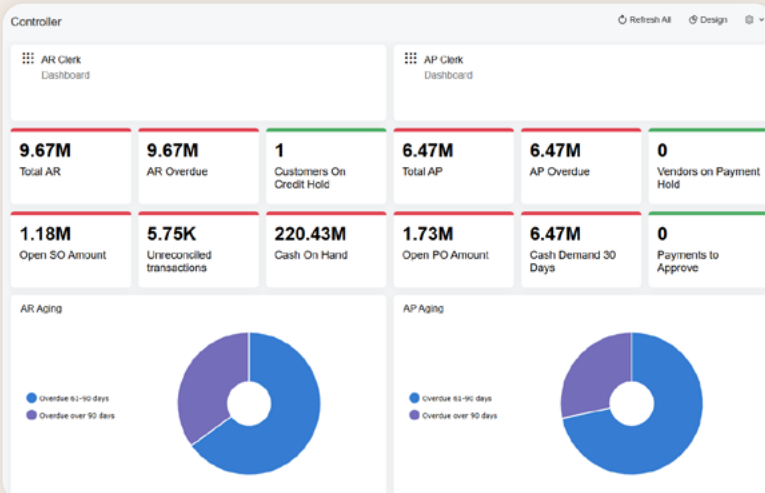
Acumatica's native integrations with Amazon, Shopify, and BigCommerce enable you to connect your digital commerce storefront with Acumatica's financials, inventory, product information, and fulfillment—in real time. Expand brick-and-mortar showroom sales with applications for counter sales and will-call orders connected to cash registers, receipt printers, barcode scanners, and credit card terminals.

### Commerce Sync Monitoring



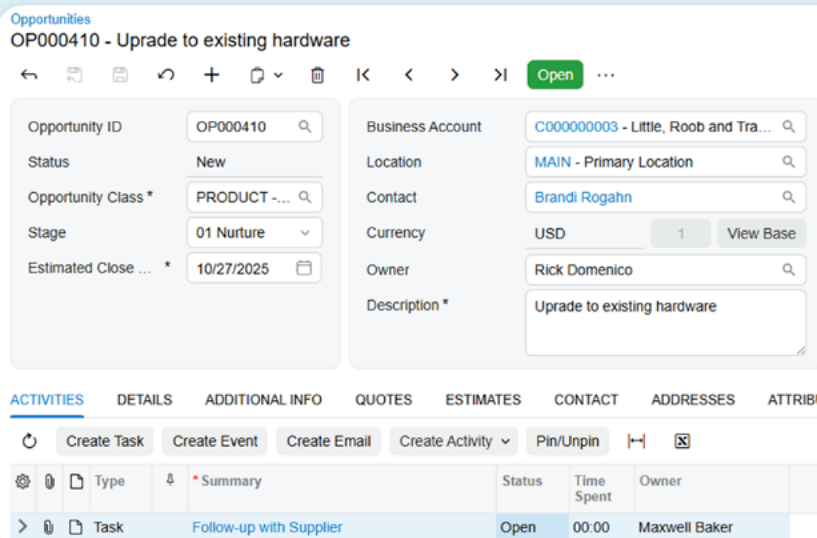
## Financial Management

Simplify accounting, automate invoicing and payments, and ensure accuracy effortlessly. Make smarter decisions with real-time insights from intuitive dashboards. Streamline approvals and cash management to boost efficiency and reduce errors. Manage expenses, track profitability, and optimize budgets with tools that keep you financially agile and positioned for success.



## CRM

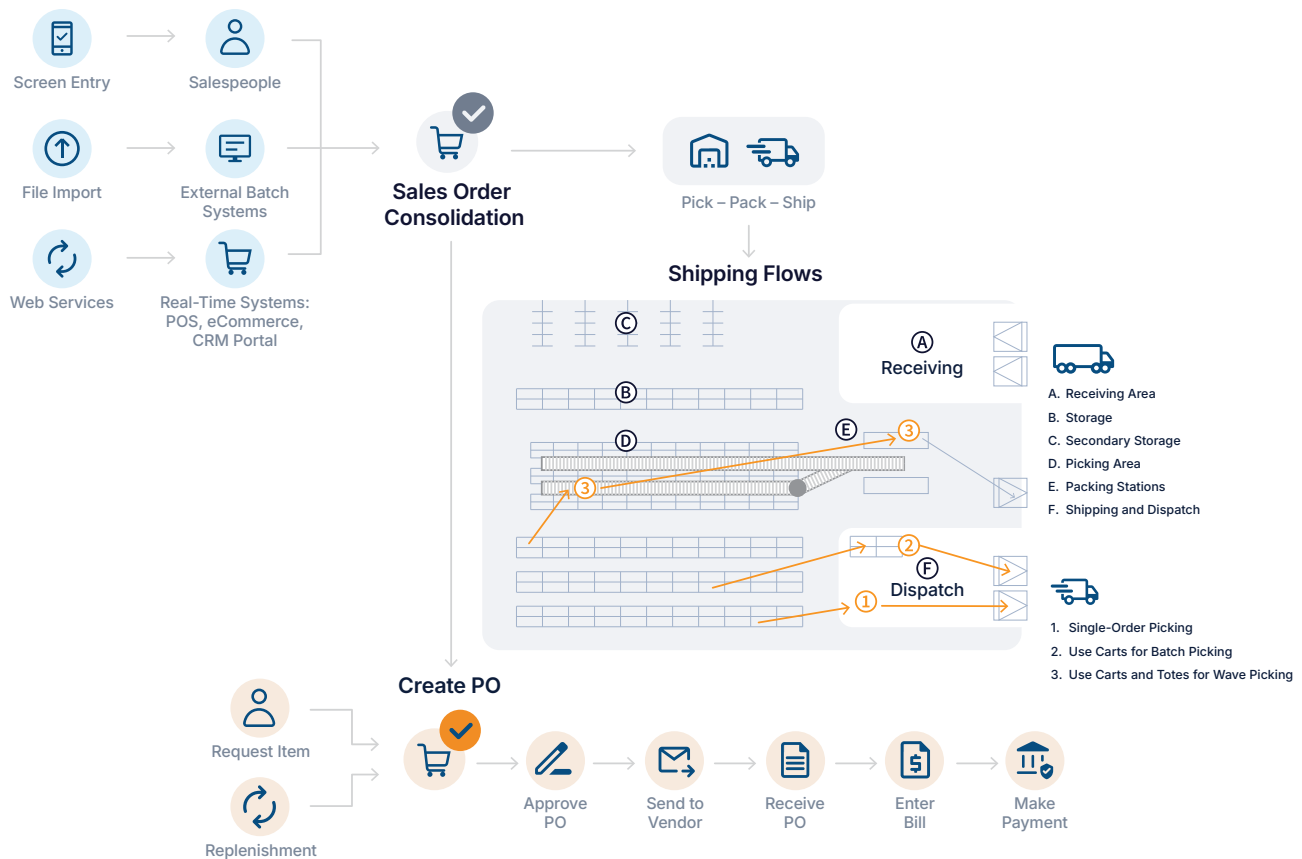
Acumatica's CRM automates marketing, streamlines sales, and simplifies customer support. Boost engagement, close deals faster, and resolve issues efficiently—all with full visibility into customer interactions to strengthen relationships and drive growth.





# Automate Q2C, P2P, and Warehouse Workflows

Accelerate cash flow with automated quote-to-cash features for faster quoting, approvals, invoicing, and collections. Utilize time-phased planning and replenishment tools to optimize purchasing decisions and streamline the procure-to-pay process. Source products with vendor requisitions and apply AI-driven workflows to reduce manual work, improve accuracy, and track vendor performance. Embedded WMS with barcode scanning and real-time inventory visibility accelerates fulfillment and minimizes errors.



10,000+  
Valued Customers

180M  
Transactions  
Every Month

97%  
User Satisfaction  
Rating

700+  
Dedicated  
Employees





# Last-Mile Features Designed for Your Industry

Acumatica's distribution capabilities adapt seamlessly to your unique business model, whether you're a single-site distributor or a multi-warehouse operation with hub-and-spoke distribution centers. Configure industry-specific workflows and automation rules that align with your distinct sales channels and fulfillment processes. Harmonize inventory availability between internal sales reps and business or consumer orders from your online storefronts or marketplace listings.



Eagle Fence Distributing | Acumatica Customer



## Agriculture and Nursery Products

farm supplies, animal products, seeds, plants



## Automotive and Transportation

vehicles, trailers, motorcycles, planes, boats



## Chemicals, Plastics, and Coatings

gases, fertilizer, adhesives, paint, plastic resin



## Commercial and Professional Supplies

salon and restaurant, funeral, firefighting supplies



## Electrical, Electronics, and Technology

computers, components, lighting, appliances



## Equipment and Machinery

professional, commercial, industrial, construction



## Fashion, Apparel, Jewelry

clothes, footwear, fabric, leather, jewelry



## Grocery and Alcohol

food, ingredients, pet food, coffee, beer, wine



## Hardware, Plumbing, and HVACR

fasteners, hardware, plumbing, heating, valves



## Health, Beauty, and Medical

drugs, vitamins, cosmetics, health supplies, cannabis



## Home Goods and Furnishings

furniture, bedding, flooring, decor, kitchenware



## Hospitality and Leisure

lodging, eating & drinking, theaters, parks



## Industrial and MRO Supplies

parts, cutting, abrasives, tools, packaging



## Janitorial and Sanitation

soap, cleaners, detergents, mops, brooms, toiletries



## Lumber and Building Materials

lumber, windows, doors, shingles, siding, tile, flooring



## Metals and Minerals

steel, metal, coal, stone, glass, concrete, minerals



## Paper, Publications, and Cards

stationery, books, greeting cards, playing cards



## Petroleum Products

oil, gas, propane, natural gas, kerosene, lubricants



## Toy, Hobby, and Sporting Goods

toys, games, bicycles, hobbies, sporting goods



## Other Retail

musical instruments, signs, art supplies, brushes

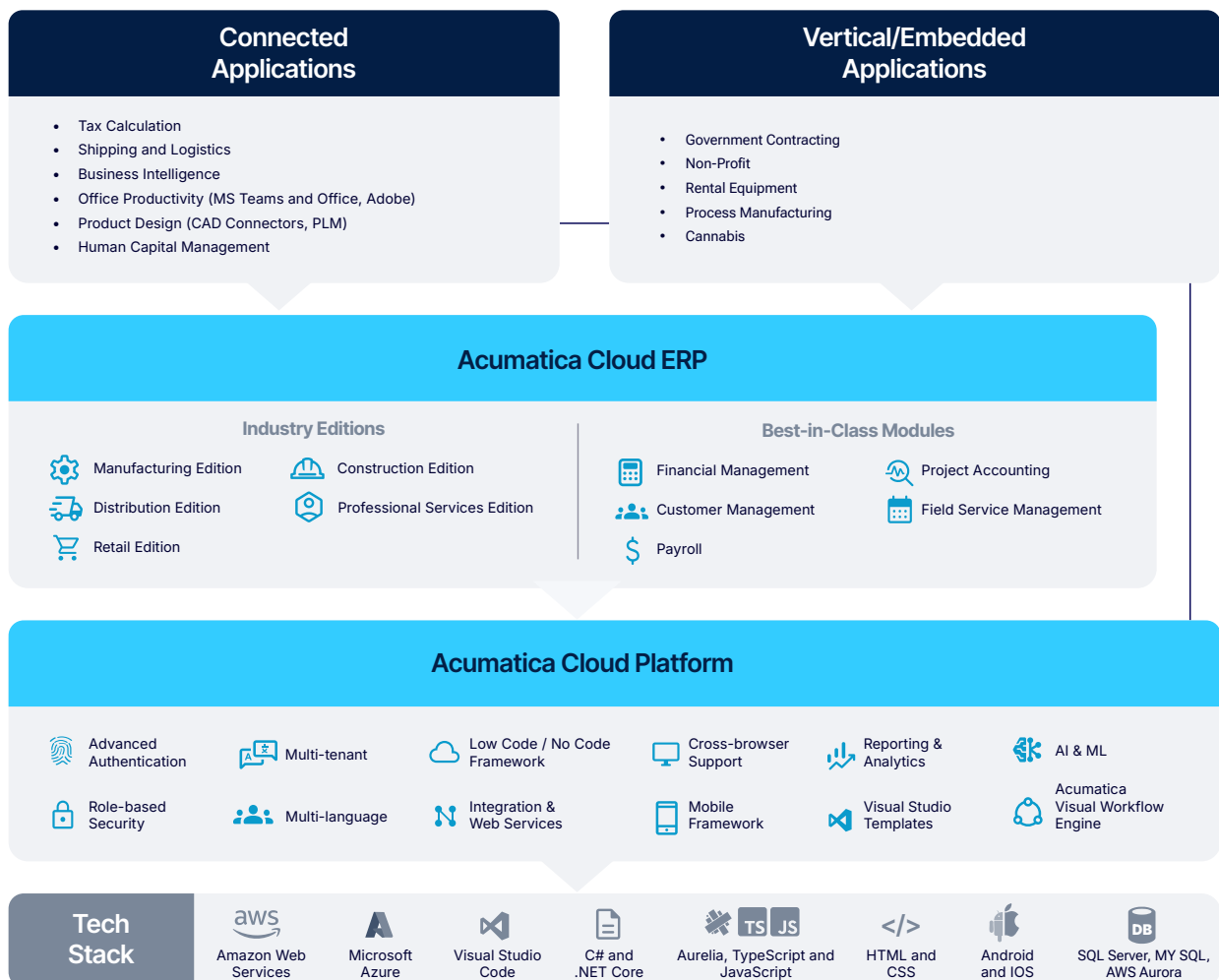


# The Adaptable Acumatica Cloud ERP Platform

The Acumatica Cloud ERP platform is built on the world's best cloud and mobile technology, providing the tools business users need to reimagine an interconnected world.

The architectural framework and application development platform leverage new technologies with user-driven feedback, empowering business users to tailor the system with role-based security and low-code and no-code customization tools for a personalized ERP experience. Developers can easily customize and extend the application to meet unique business and industry requirements.

Acumatica allows users to modify workflows, rearrange screens, customize reports, build dashboards, and tailor the system without writing code. Transform your business, collaborate across departments, and prepare for growth with a business management platform that adapts to your evolving needs.





# Manage your Entire Business with a Modern and Holistic ERP Solution Tailored for Every Need



## Financials

General Ledger  
Accounts Payable  
Accounts Receivable  
Deferred Revenue  
Recurring Revenue  
Cash Management  
Tax Management  
Bank Feeds  
Fixed Assets  
Payments  
Payroll Management  
Currency Management  
Global Financials  
Multi-Entity/Intercompany  
Time Management  
Expense Management



## Business Insights

Acumatica Reports  
Generic Inquiries  
Role-Based Dashboards  
Microsoft Power BI  
Business Events



## Wholesale Distribution

Inventory Management  
Sales Orders  
Purchase Orders  
Purchase Order Requisitions  
Warehouse Management (WMS)  
Distribution Requirements Planning



## Manufacturing

BOM and Routings  
Production Management  
Material Requirements Planning  
Advanced Planning & Scheduling  
Product Configurator  
Manufacturing Estimates  
Engineering Change Control  
Arena Connector



## Professional Services

Project Accounting  
Project Management  
Progress and Milestone Billing  
Resource Management  
Contract Management  
CRM Service and Support  
Field Reporting and Mobility  
Time Management  
Expense Management



## Retail & Sales

Amazon Connector  
Shopify POS Connector  
Shopify Connector  
B2B on Shopify Connector  
BigCommerce Connector  
Sales Orders  
CRM Marketing and Sales  
Customer Portal



## Construction

Construction Financials  
Cost Projections  
Progress Billing  
Construction Payroll  
Job Cost Accounting  
Project Management  
Field Service  
Equipment Management  
Compliance  
Change Management  
Material Management  
Preconstruction



## Other Industries

Agriculture, Forestry, & Fishing  
Banking and Finance  
Communications & Utilities  
Educational Services  
Equipment Rental  
Healthcare  
Non-Profit & Membership  
Oil, Gas, and Mining  
Process Manufacturing







# Acumatica – Different by Design

Acumatica is different by design and purposely built to help growing companies thrive in today's digital economy. Our industry-specific business management software features intelligent workflows and market-leading usability that enable companies to manage risk, anticipate disruption, and seize new opportunities. Our principled business practices, growth-friendly licensing, and flexible deployment options put organizations in control of their future.

We recognize that no business succeeds alone, and that's why Acumatica is more than a product—it's a thriving community of partners, customers, and creators committed to delivering technology that enables tomorrow's leading companies to innovate, collaborate, and grow on their terms.

## Customer Bill of Rights



Clear fee structures without surprises



Consumption-based license fees



Always-free educational resources



Adapt and customize to your needs



Freedom to choose partners and providers



Fair pricing without long-term commitments



Own and access your data, now and always



Deployment freedom on a public or private cloud



Comprehensive security for access, data, and devices



Open platform with APIs for rapid integration

+33

Industry-Leading Net Promoter Score

240+

Independent Software Vendors

350+

Global Channel Partners

1

Unique, Singular Product Focus



# Connected Retail and Supply Chain Apps

NETSTOCK

eazystock

Avalara  
Tax compliance done right

  
eWorkplace Apps



FedEx

  
SPS COMMERCE

Heuristyc

DESCARTES  
Pacejet

amazon

 shopify

 BIGCOMMERCE

“Acumatica handles inventory so much better than our old system. This is a big time savings for us to see live inventory availability across our three different locations and not have to resort to various spreadsheets or wander through our yards of products like we did before.”

– Steve Slaughter, President/CEO, [Frederick Block, Brick & Stone](#)

Acumatica Cloud ERP is a comprehensive business management solution that was born in the cloud and built for more connected, collaborative ways of working. Designed explicitly to enable small and mid-market companies to thrive in today's digital economy, Acumatica's flexible solution, customer-friendly business practices, and industry-specific functionality help growing businesses adapt to fast-moving markets and take control of their future.

For more information on Acumatica, visit [www.acumatica.com](http://www.acumatica.com) or follow us on [LinkedIn](#).

 **Acumatica**  
The Cloud ERP

 **DSD**  
BUSINESS SYSTEMS