ERP TECH SUMMIT 2024

Company and Software Introduction

Acumatica
The Cloud ERP

ICG
Innovative Consulting Group
www.ICGTechnology.com

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Agenda

Introduction

ICG's Approach & Value We Deliver

Acumatica – Company and Software

Discussion & Next Steps

The ICG Approach

A solid **technology foundation** delivers your **business applications** when and where you need them. These two combined implement your unique **business processes**, allowing you to reach your **goals**.

ICG is a process-driven business technology company that ensures your IT platform securely delivers your applications and processes whenever and wherever you need them.
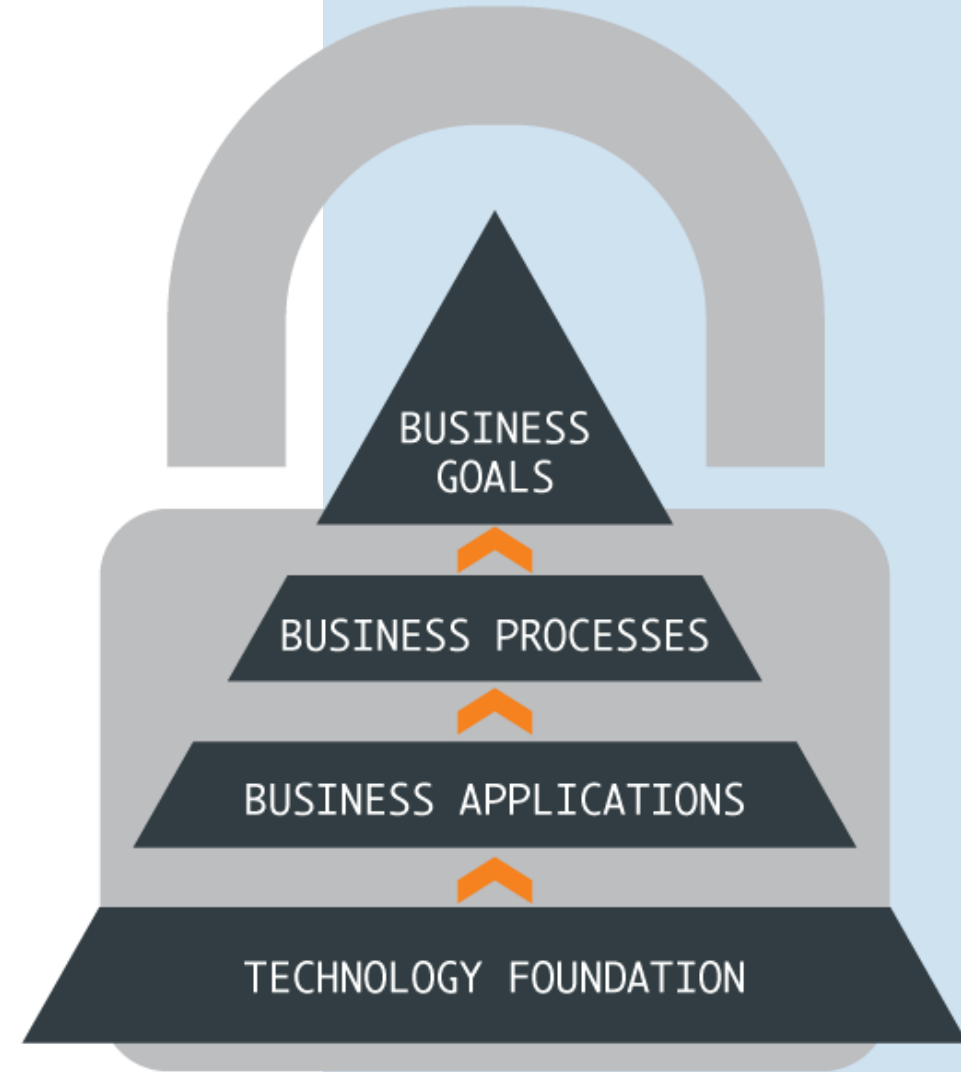
Legacy ERP Issues

ISSUES FACED BY MANUFACTURERS

- Dated user interface
- No true cloud deployment
- Diminished functionality in new releases
- No built-in Key Performance Indicators (KPI)
- No built-in report writer
- Minimal extensibility
- Limited consulting resources
- Limited application support from Infor
- And much more…

POOR OR NO SUPPORT FOR:

- Logic-driven configuration
- Quality control
- E-commerce
- Complete EDI functionality
- Customer Relationship Management (CRM)
- Sales tax
- Credit card processing
- Break/fix service support
- And much more…
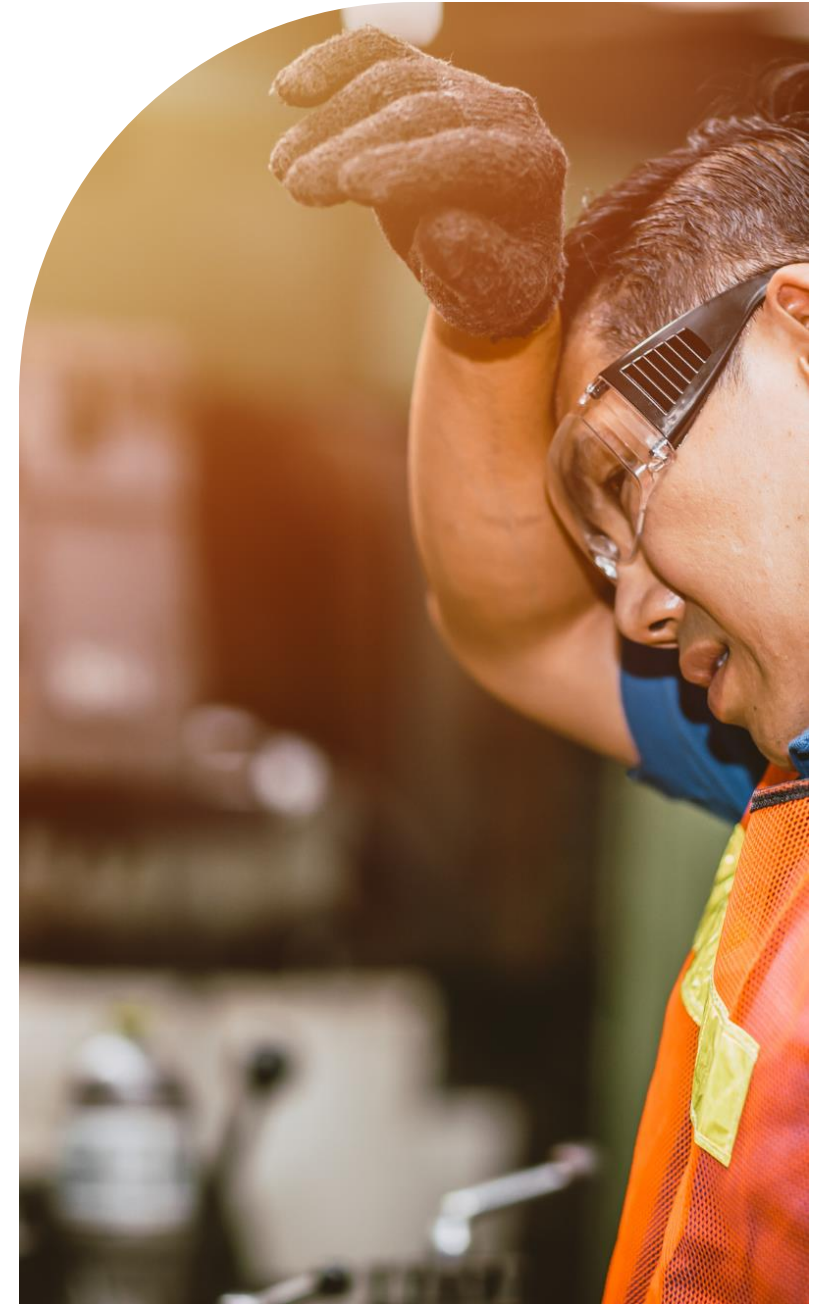
The Cloud ERP for Resilient Business

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.

Acumatica Cloud ERP provides the best business management solution for digitally resilient companies.

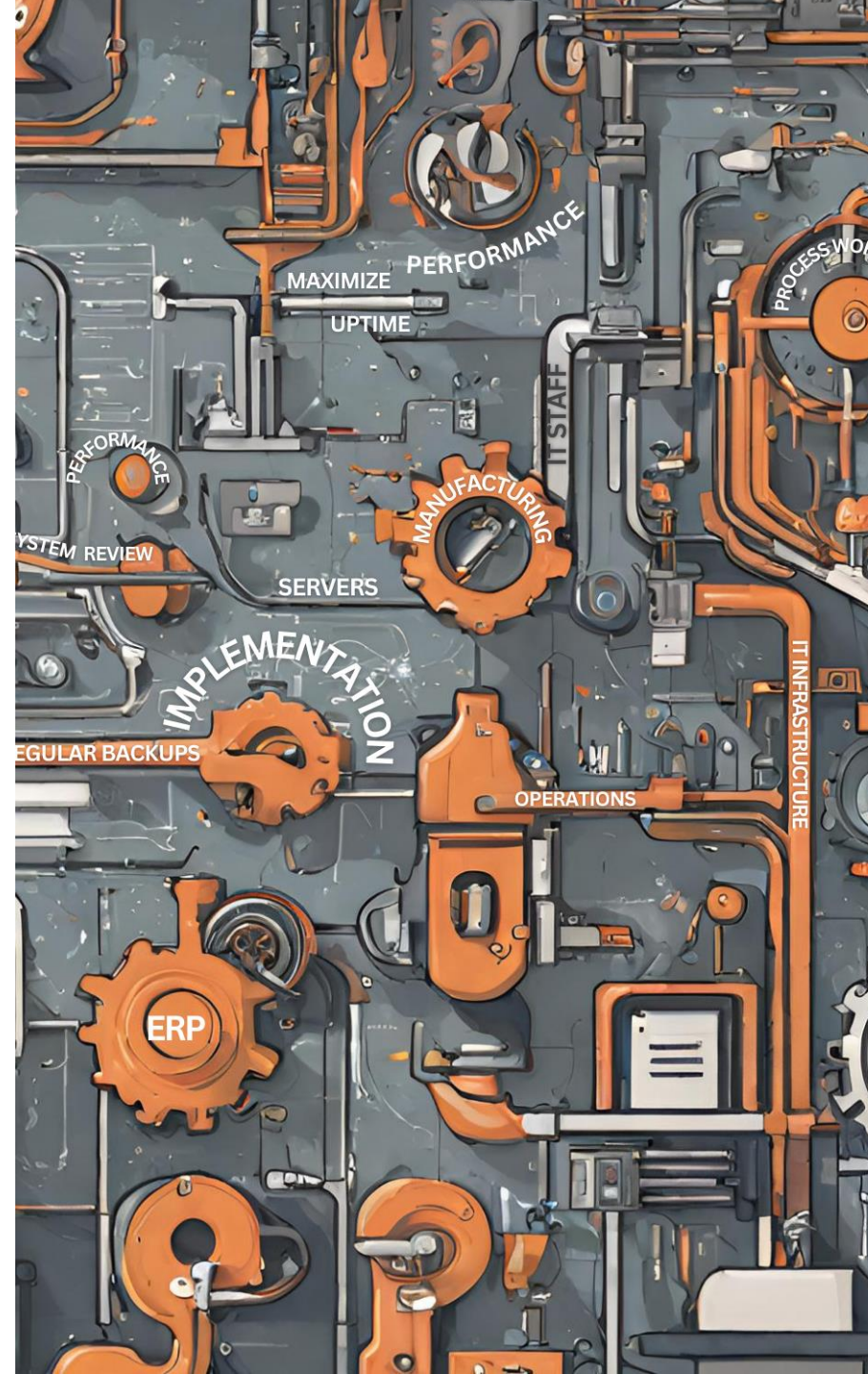|		
	Connected business	**Delivered**
	Rapid integrations	**Delivered**
	Remote collaboration	**Delivered**
	Business resilience	**Delivered**
	Future-proof	**Delivered**

Who is Acumatica?

Acumatica

The Cloud ERP

Global Cloud ERP Powered by Acumatica

→ **The world's fastest-growing Cloud ERP company**

→ **Sales and support across the globe**

→ **Long-term OEM contracts provide a strong financial foundation**

SERVICES & SUPPORT

REGIONAL HQ

VISMA

cegid EQT, PARENT CO.

ENGINEERING

GLOBAL HQ

ENGINEERING

senior SOFTWARE

SALES & SUPPORT

REGIONAL HQ

ENGINEERING

LEXWARE

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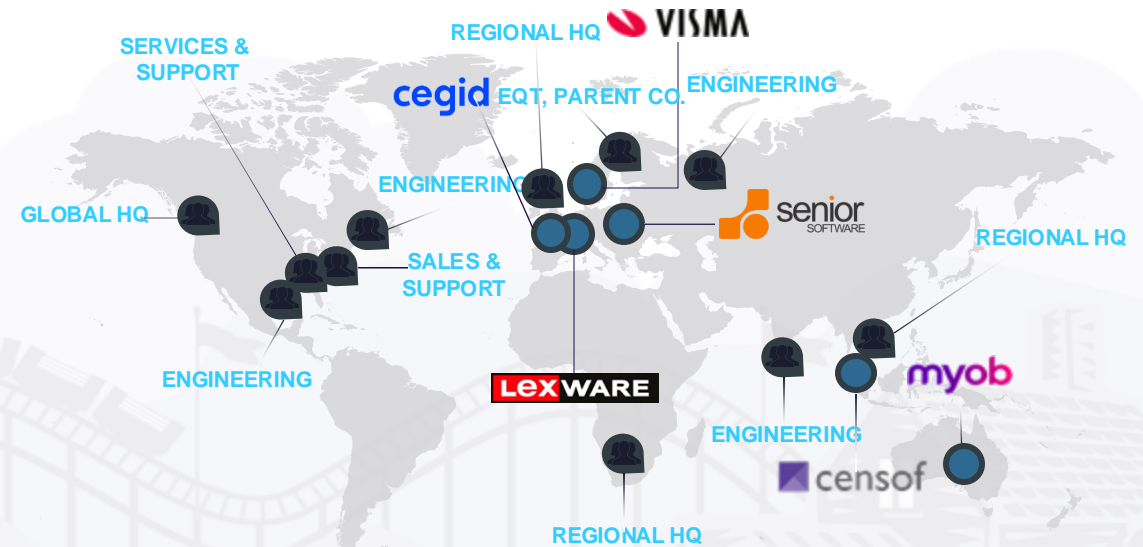
Scalability and Satisfaction

10k+
Customers

290
Global ISVs

+34
Net Promoter Score (NPS)

$300 B
Transacted in System per Year

Fastest Growing Cloud Company over the Past 8 Years

Industry Recognition
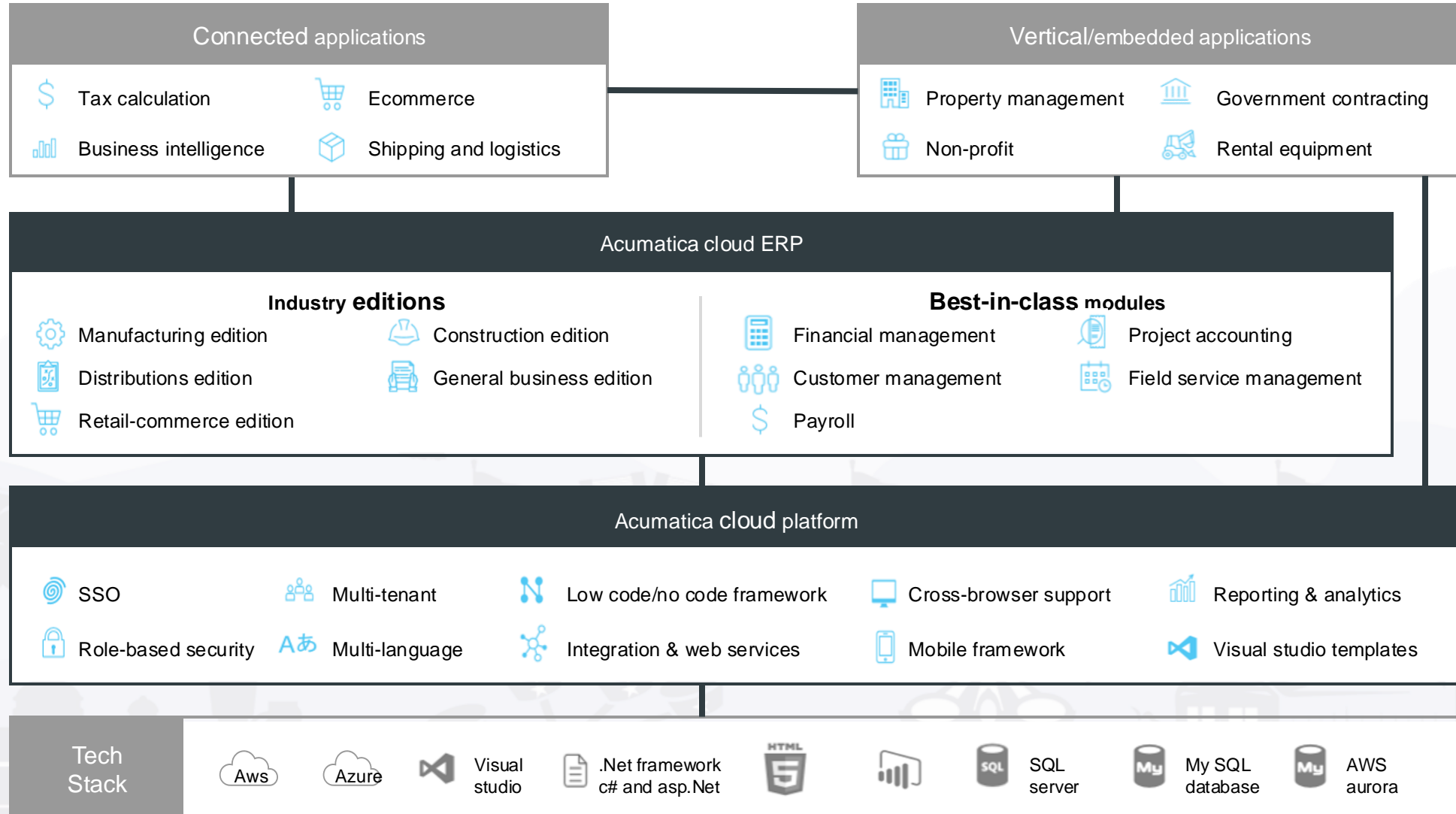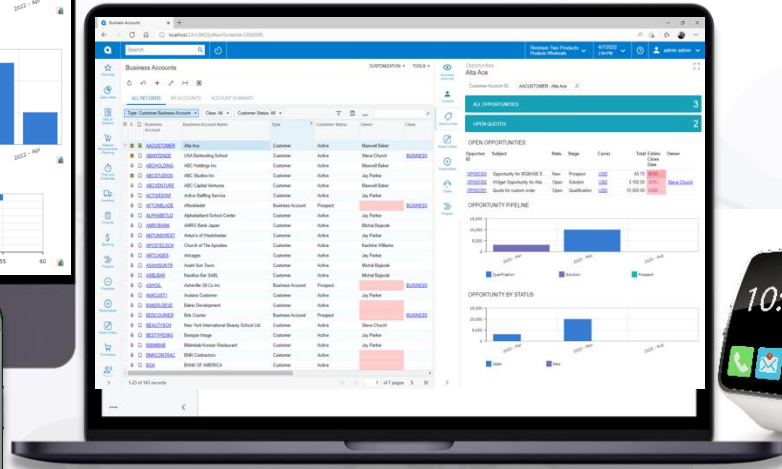

Acumatica is consistently recognized by analysts and customers for its industry leadership in product quality, usability and satisfaction.
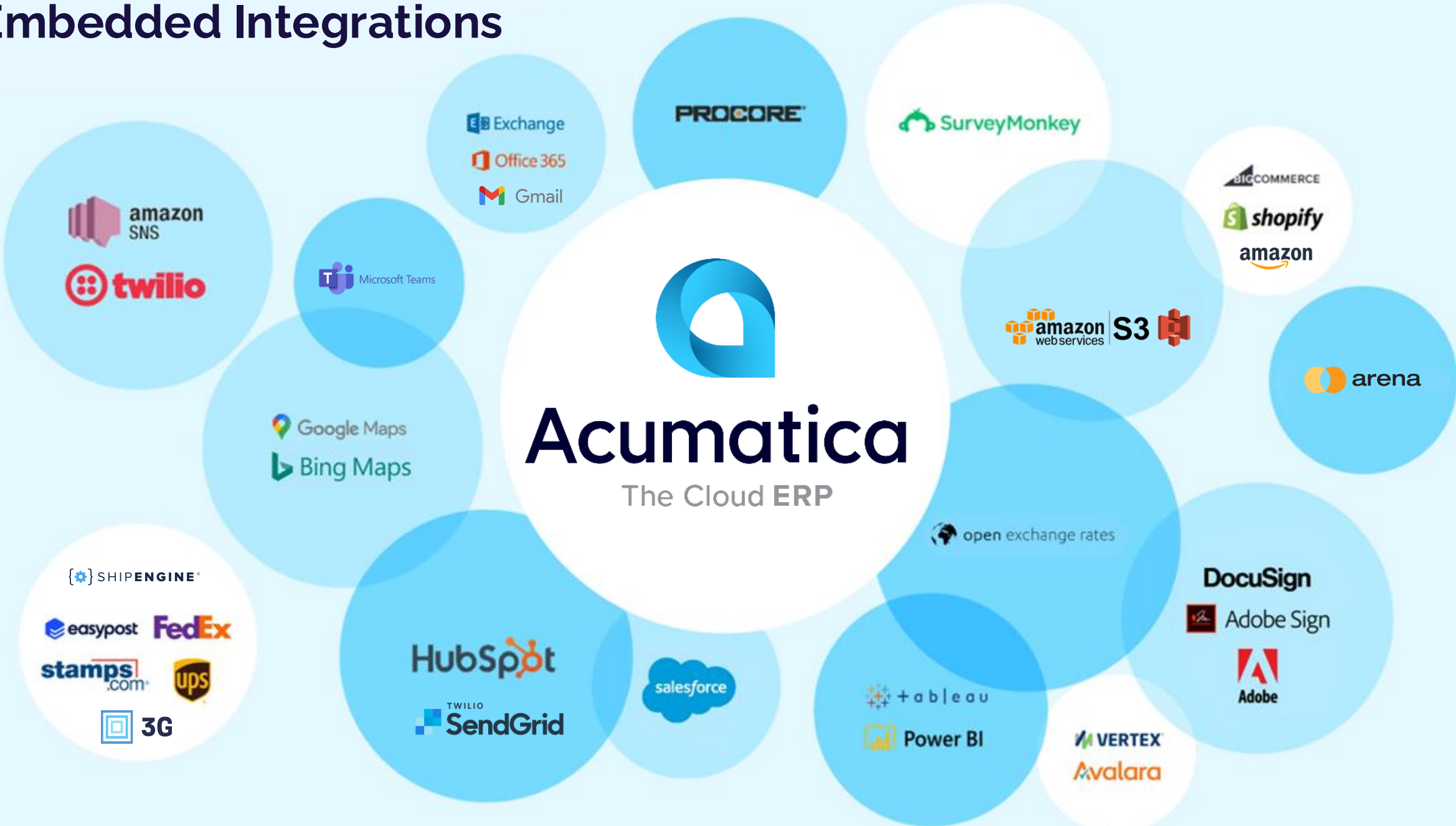
Future-Proof Platform

ICG

Connected applications

- $ Tax calculation
- Business intelligence
- 🛒 Ecommerce
- Shipping and logistics

Vertical/embedded applications

- Property management
- Non-profit
- Government contracting
- Rental equipment

Acumatica cloud ERP

Industry editions

- Manufacturing edition
- Distributions edition
- Retail-commerce edition
- Construction edition
- General business edition

Best-in-class modules

- Financial management
- Customer management
- Payroll
- Project accounting
- Field service management

Acumatica cloud platform

- SSO
- Role-based security
- Multi-tenant
- Multi-language
- Low code/no code framework
- Integration & web services
- Cross-browser support
- Mobile framework
- Reporting & analytics
- Visual studio templates

Tech Stack

- Aws
- Azure
- Visual studio
- .Net framework c# and asp.Net
- HTML5
- SQL server
- My SQL database
- AWS aurora

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Access From Anywhere on Any Device with Natural Language

Embedded Integrations

Licensing that is growth-friendly and flexible

Unlimited users:
Includes all employees,
not just a few

No per-user fees:
extends to key
partners, customers

Flexible: choose ERP-as-
a-service or customer-
managed deployment in a
public or private cloud

BI / Analytics

250+ standard reports; no-code custom reports;
Power BI; Tableau; ISV solutions

Customer Bill of Rights

Upholding these rights is core to who Acumatica is as a company and what we stand for as a community.

1
A software and services proposal with **clear fee structures**, and no surprises

2
Unlimited user access without having to purchase user licenses

3
Fully adapt and **customize** the solution to meet your evolving business requirements

4
Transparent, fair pricing and agreements **without long term commitments**

5
Deploy the solution on a **public or private cloud**

6
An open platform with **robust APIs** to rapidly integrate your other systems

7
A complete **security model** that covers your application access, data, reports, and devices

8
Own and access your data, now and always – in full, **usable data formats**

9
Take advantage of all knowledge and resources developed across a **broad community** of employees, partners, and customers

10
Professional online training that is free and comprehensive

Complete Security and High Availability

Enterprise-grade security features such as server-side logic, detailed access controls, and robust authentication are built in.

Complete model for all aspects of the applications, data, reports and devices.

The system is always up and available with automated backups and multi-zone disaster recovery.

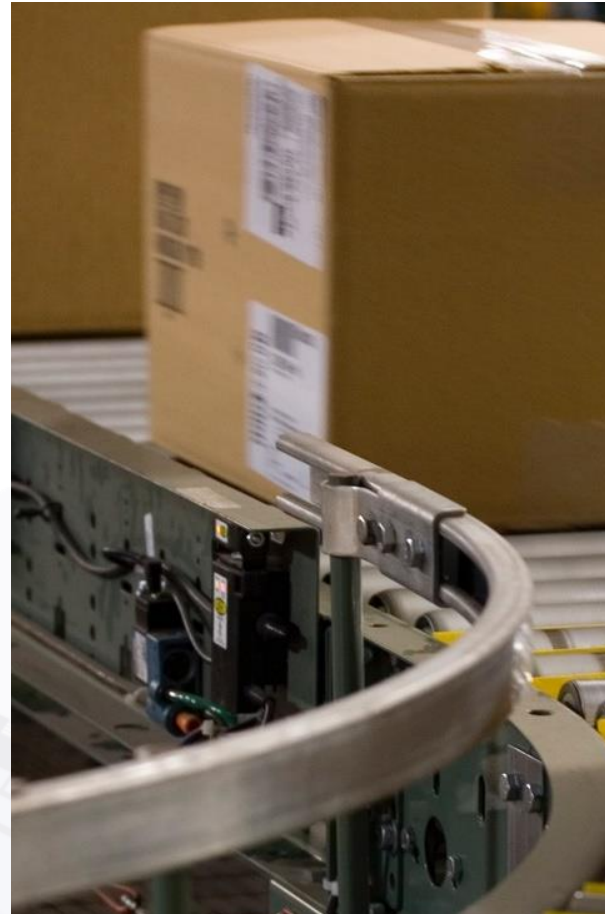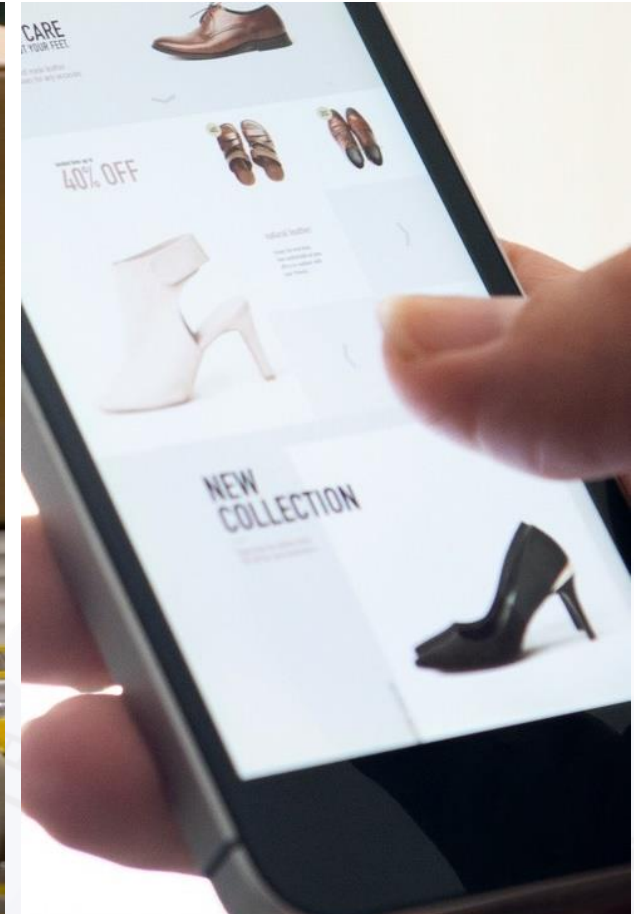Built on the world's most secure infrastructure provider.

Industry Editions

Manufacturing Edition

Construction Edition

Distribution Edition

Retail Edition

Manufacturing Edition

ICG

- Bill of materials and routings

- Production management, scheduling, and costing

- MRP (Material Requirements Planning)

- Shop floor data collection via scanners

- Estimating

- Product configurator

- Advanced planning and scheduling

- Integrated quality management

- Discrete and process manufacturing

Manufacturing Edition

Create and manage production orders with detailed cost and performance analysis.

Production Management

Create, configure, or estimate new part BOMs and routings with complete engineering change control.

Product Definition

Simplify accounting with powerful business insights.

Finance and Reporting

Acumatica Manufacturing Edition

Maximize resource utilization with finite capacity scheduling and material requirements planning.

Planning and Scheduling

Automate data collection with barcodes for mobile warehouse and manufacturing activities.

Data Collection and Automation

Distribution Management

Optimize supply chain activities with robust inventory and flexible order management.
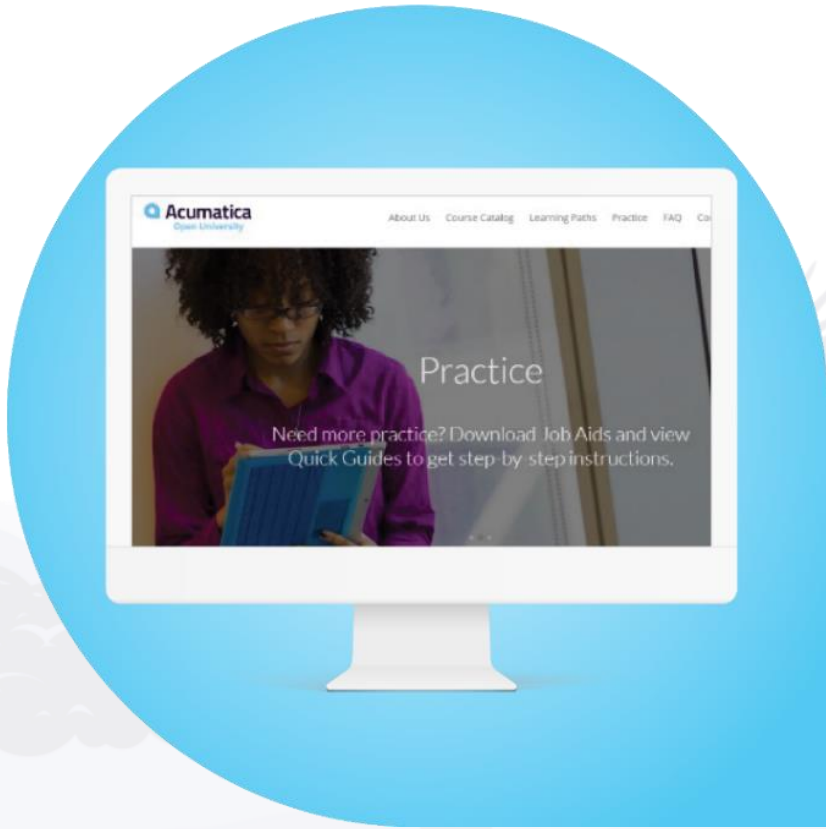
Dual Layers of Support

VAR partner support

Acumatica support

Acumatica Training / Open University

Professional online training that is free and comprehensive – in a user-friendly, dynamic learning environment with easily accessible documentation.

Acumatica Commitment to Customer Success

ICG

8,000+
customers worldwide

+32

**Fastest growing
Cloud ERP company**

97%

NET PROMOTER
SCORE

CUSTOMER
GROWTH

ACUMATICA SUPPORT
SATISFACTION

Acumatica Intro Demo

Greg Dow
Pre-Sales Engineer

Three Acumatica Sessions

Day 1	Day 2	Day 3
Selecting the Right ERP for You	Deep Dive	Acumatica Manufacturing Demo
2 PM in the Skies Room	3:45 PM in the Skies Room	3:45 PM in the Peaks EF Room
High level views of: • GL structure • Financial reporting • CRM & sales • Distribution • Manufacturing • Construction / projects • Field service • BI tools Vote for Deep Dive topics	Vote for a topic at the end of the Day 1 session	Manufacturing specific topics: • Engineering • Estimates • Configurator • Project Accounting • MRP • Scheduling

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Discussion and Questions

Thank You!

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