



Acumatica

The Cloud ERP

Elevating Performance through ERP Technology: Strategy and Vision for ERP

John Case, CEO

January 14, 2025



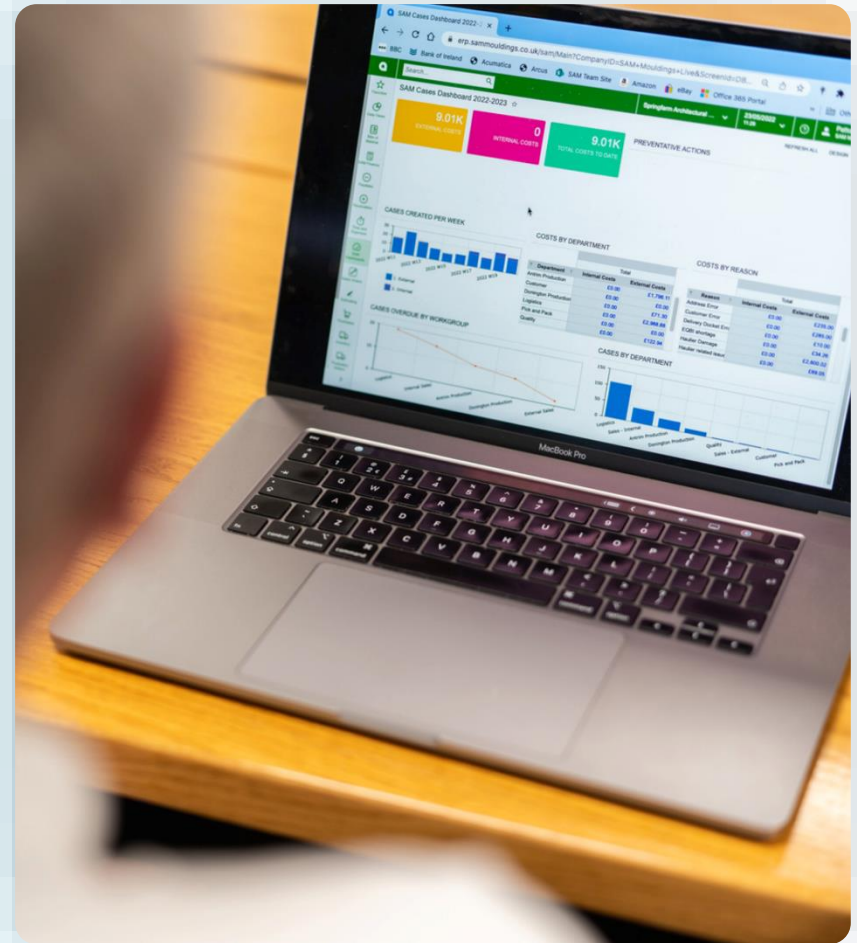
What we will cover today

- What's going on in ERP technology
- How Acumatica and partners deliver modern technology
- The benefits of modernization and the cost of doing nothing

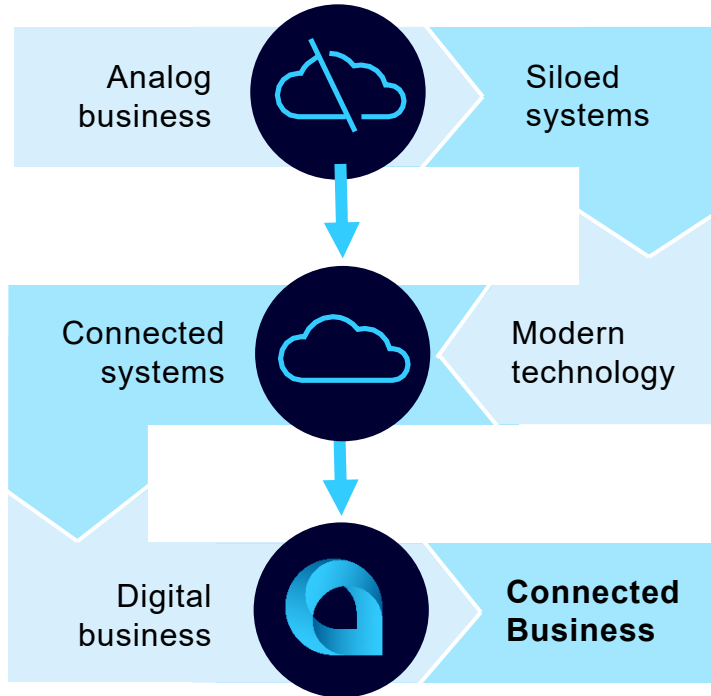
Elevate Performance

ERP and modern technology

- What is ERP?
 - Vertical Business Management
 - Industry specific integrated solutions -- accounting/mission critical functionalities
- Dramatic advancements are shaping the way we work/conduct business
- Cloud solutions have been a game changer
- AI breakthroughs offer new possibilities



ERP Cloud driven transformation



The Transformed Business

- People and processes connected in efficient workflows
- Information centralized and accessible
- Data that is actionable so decisions can be made anywhere, anytime



The Acumatica Story

Modern ERP born in this century

- The company founders were steeped in business technology expertise with ERP in their DNA

At its inception in 2008, Acumatica charted its course in three significant ways:

1. Addressing the needs of small and mid-sized businesses
2. It pursued a channel model: Expert partners focused on sales and deployment, Acumatica on R&D
3. “Born in the cloud” -- disrupting the market with 'modern ERP' to meet today's challenges

The cloud and an open platform enable Acumatica to deliver:

1. **Available:** The system is always up and running.
2. **Remote:** A connected solution built for working together.
3. **Mobile:** Access from anywhere, on any device.
4. **Secure:** A complete security model with the most secure infrastructure provider.
5. **Control:** We run the cloud, so you don't have to. You own your own data.



A Good Fit

Acumatica and the Office
Equipment/Office Technology Channel



Why Acumatica is such a good fit

- Vertical/Industry Specific Solution
- Thriving ecosystem of partners that know the space
- Specific applications from ISVs
- Experience in modernizing businesses

A Winning Formula to Meet Your Needs



Acumatica brings you:

- Modern cloud technology
- Scalable solution (growth/global)
- Open and flexible platform
- Consumption-based licensing



DXOne brings you:

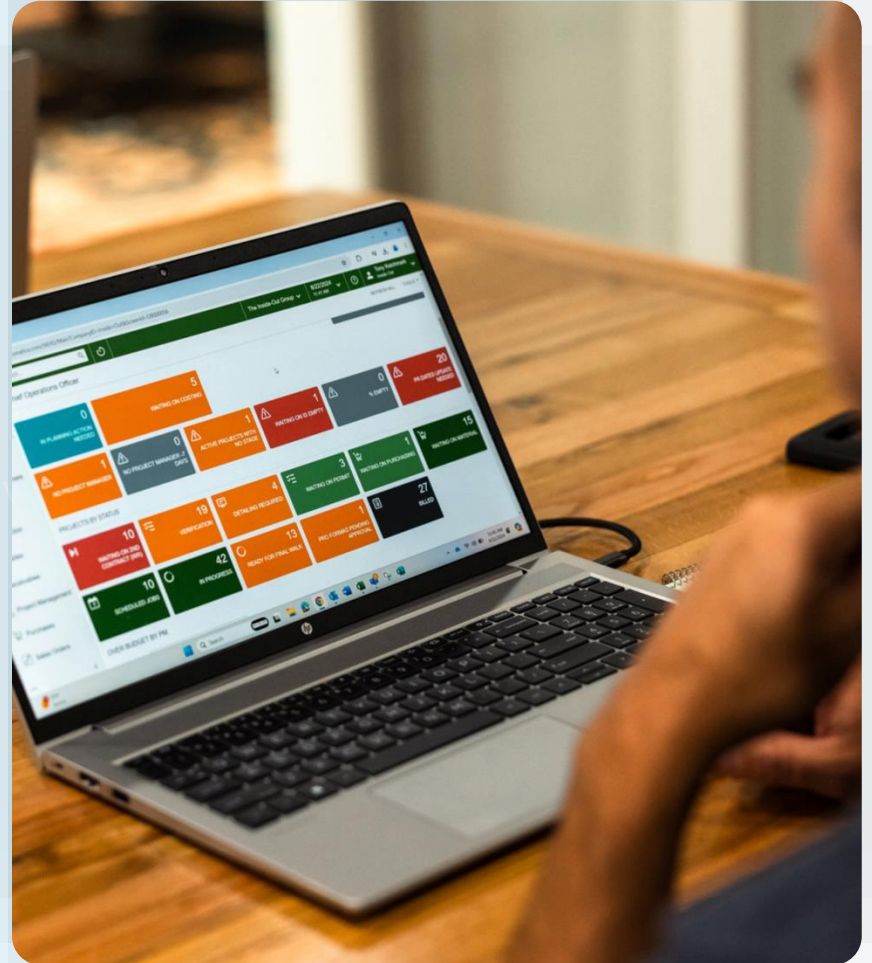
- Business expertise
- Industry experience and understanding
- Intelligent layer on top of Acumatica Core
- Solutions that work for the OT/OE channel

Acumatica is invested (and has invested) in DXOne

A vertical-specific solution

What DXOne built on Acumatica delivers:

- Contract billing
- Imaging Field Service
- Inventory Management
- Industry Integrations
- eCommerce



Earning Trust: Acumatica's 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

Acumatica: Growing company with a thriving community

The World's Fastest Growing Cloud ERP Company

- Over 10,000 customers
- 600+ Partners (VARs, ISVs, OEMs)
- Thriving Acumatica Marketplace (apps, solutions)
- Scope and scale of business
 - \$300B+ transacted (annual)
 - 200+ million monthly logins

Community

- **Customers** sharing best practices and experiences
- **Partners** providing technical and business expertise
- **Developers** evolving the product
- **Acumatica employees** focusing on customer success

Supported through a **Community portal** with nearly 30k members

The Cost of Doing Nothing

The benefits of modernization
outweigh potential disruption

Innovation that puts you in control of your future

- Flexible solution and platform so you are future-ready
- Democratization of customization (low code/no code)
- AI that works for you (automation, AI/ML capabilities)
- Modern, cloud business solution to make you more intelligent and secure



Building the Future of Business, Together



We want to hear from you

Fireside Chat: 3pm, Monday

Breakout Session: 12noon, Tuesday



Questions



Acumatica

The Cloud ERP

Thank you