

## Manage Sales Orders, Track Inventory, Improve Purchasing, Automate Warehouse Processes, and Provide Customer Support from Anywhere

Determine real-time profitability by warehouse, product line, location, or business unit, while reducing costs across your entire supply chain. Acumatica Distribution Edition includes Sales Order Management, Advanced Inventory, Requisition Management, Purchase Order Management, and Advanced Financials. In addition, it is fully integrated with Warehouse Management (WMS), CRM, Manufacturing, Field Service, and Project Management for visibility across your entire organization.

### IMPROVE CUSTOMER SATISFACTION, MINIMIZE COST

- **Reduce order times.** Eliminate delays through automated sales order processing and shipping order generation. Set rules to manage multiple warehouses, returns, credit limits, drop shipments, and more.
- **Boost sales with smart item suggestions.** Boost sales with item substitution, up-sell, and cross-sell suggestions powered by artificial intelligence with machine learning.
- **Employ multiple valuation methods.** Value your inventory using standard cost, moving average, FIFO, and item-specific methods. Select a different valuation method for each inventory item. Make direct adjustments to costs and physical inventory counts using reports and inquiry screens.
- **Integrate with CRM.** Convert CRM opportunities to sales orders without re-entering pricing and discount information. Customer service can locate orders to verify shipping and delivery status.
- **Streamline item management.** Create products fast with matrix items using item attributes such as color, size, and style to generate hundreds of unique stock items with matrix views to expedite purchasing and sales order entry.

### KEY BENEFITS

#### MANAGE INVENTORY

- Automate warehouse transactions with directed picking, packing, and shipping on mobile devices or ruggedized scanners.
- Manage processes with real-time visibility of available inventory, inventory in transit, reorder quantities, and inventory costs
- Minimize inventory and costs to manage your distribution process more efficiently

#### STREAMLINE SALES ORDERS

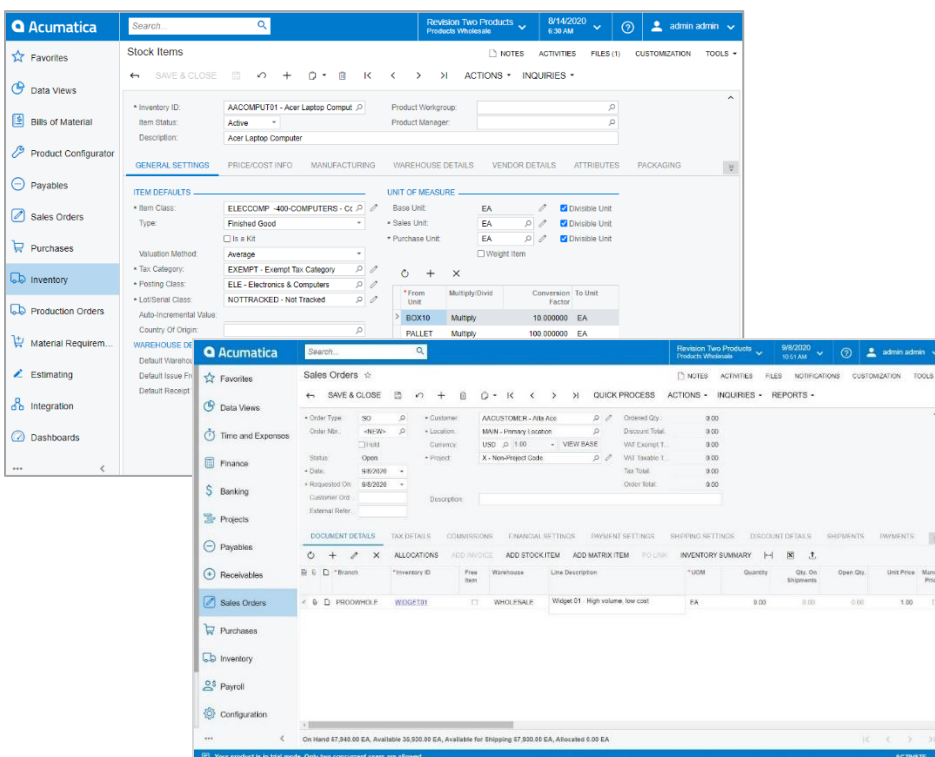
- Reduce order times and minimize costs by optimizing the way you quote, enter, and fill orders
- Set rules to manage complexities such as multiple warehouses, returns, credit limits, and drop shipments
- Sell more with item substitution, up-sell, and cross-sell suggestions powered by artificial intelligence with machine learning.
- Simplify long-term customer sales agreements with blanket sales orders.

#### ENHANCE PURCHASING

- Minimize costs and ensure a steady supply of materials
- Optimize and automate your purchasing process

#### KNOW YOUR TRUE COSTS

- Determine real-time profitability by warehouse, product line, location, or business unit
- Use real-time information to control costs across the entire supply and distribution chain



## DISTRIBUTION MANAGEMENT FEATURES AND CAPABILITIES

<b>Requisition Management</b>	Optimize the way you gather requests, obtain bids, create and approve quotes, manage purchases, and fulfill orders for internal or customer needs.
<b>Automated Shipments</b>	Fulfill large shipment volumes using predefined packing rules for specific products. Acumatica automatically determines packaging, generates labels, and confirms shipments for multiple orders.
<b>Customer Notification</b>	Email customers when sales orders change status and provide tracking numbers when the sales order status changes from open to shipped.
<b>Inventory Bin/Location Control</b>	Create a physical and logical warehouse structure using inventory bins and location controls. For each warehouse location, specify the types of items and transactions that are allowed, the picking priority, and the items' cost. Empower warehouse workers with paperless, directed picking, and prioritized picking queues.
<b>Inventory Lot and Serial Numbering</b>	Track inventory by lot or serial number. Lot and serial numbers can be assigned or manually entered when receiving, issuing, or assembling inventory items. In addition, serial numbers can be linked with item-specific valuation methods.
<b>Inventory Transfers</b>	Track goods in transit between warehouse locations using a Goods in Transit GL account.
<b>Purchase Order Automation</b>	Acumatica generates purchase orders based on inventory stock level and inventory replenishment algorithms. Orders are placed with the vendor that best meets price and delivery time requirements.
<b>Partial and Consolidated Receipts</b>	Track when purchase orders are fully or partially received. Consolidate orders from multiple purchase orders into a single receipt. Enter multiple bills for a single receipt.
<b>Sales Order Discounts and Promotions</b>	Manage complex pricing and discount policies, including volume discounts and multiple discounts per item. In addition, maintain policies for price overrides.
<b>Workflow and Approvals</b>	Create workflow rules for sales orders and purchase orders. Base rules on the type of order, vendor information, discount amount, order amount, or transaction-specific information.
<b>Shipping Integration</b>	Get up-to-date freight costs for each shipment your company handles, print carrier labels, and track shipments using the carrier's tracking numbers. Integration for rates, destinations, and services is available in the U.S. only.
<b>Cross-Company Transactions</b>	Streamline cross-company buy-sell transactions by automatically creating a sales order in one company from a purchase order in another company. Cross-company transactions generate the purchase receipt in the buying company from the shipment in the selling entity and create the sales invoice in the selling company when the bill is created in the buying company.
<b>Item Suggestions</b>	Boost sales with item substitution, up-sell, and cross-sell suggestions powered by artificial intelligence with machine learning.
<b>Blanket Orders</b>	Simplify long-term customer and vendor contracts with blanket sales and purchase orders.

### 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.**