



Your Dedicated ERP
Consulting Partner

lucidconsulting.com



Table of Contents

1. Meet the Lucid Consulting Team - Book a Free Consultation Now
2. General Overview of Acumatica
3. Acumatica Functionality
4. Acumatica Industry Fit
5. Key Components of Acumatica Pricing
6. Acumatica's Interactive Userface
7. Conclusion
8. Additional FAQs
9. What's Next?

MEET THE LUCID CONSULTING TEAM



At Lucid Consulting, our team is more than just ERP experts—we are problem solvers dedicated to transforming your business. With a wealth of in Acumatica, our consultants understand the unique challenges facing the Manufacturing, Distribution, Service, and Healthcare industries. We don't just offer solutions; we tailor them to your specific needs, ensuring seamless integration and lasting success.

Our team combines deep technical knowledge with a client-focused approach, offering a full suite of services from Business Intelligence software to CRM, HCM, eCommerce support, and ERP consulting. Whether you're optimizing operations or scaling for growth, we're with you every step of the way—from initial selection to implementation and ongoing support.

In our consultation call, we will guide you toward a successful ERP selection. We'll help you answer key questions like:

- Which ERP solutions are the perfect fit for your business?
- What will your ERP project cost, and how can you optimize it?
- How long will implementation really take?
- What ERP systems are your peers and competitors using?

Book your free ERP consultation now

Your Dedicated ERP Consulting Partner

With nearly two decades of experience, we handle the technology that allows you to excel in your business. Let's focus on what we do best, together.



200+
PROJECTS



130+
SATISFIED
CLIENTS



20+
YEARS OF
EXPERIENCE

Book your free ERP consultation now

General Overview of Acumatica

Acumatica is a leading cloud-based enterprise resource planning (ERP) platform designed to provide small and mid-sized businesses with a comprehensive suite of tools to manage financials, operations, inventory, and customer relationships. As businesses explore whether Acumatica is the right ERP solution, understanding its pricing structure is essential for budgeting and decision-making.

This whitepaper provides an in-depth analysis of Acumatica pricing, detailing its unique consumption-based pricing model, licensing options, deployment strategies, customization costs, and ongoing expenses.

Introduction

Acumatica has emerged as a flexible, cloud-first ERP platform, offering features designed to meet the needs of companies across various industries, including manufacturing, distribution, construction, and professional services. As a cloud-based solution, Acumatica stands apart from traditional ERP systems with its consumption-based pricing model, which focuses on resource usage rather than the number of users.

However, understanding how Acumatica's pricing works—especially compared to other ERP platforms—is crucial for businesses planning an ERP implementation. This whitepaper covers the key components of Acumatica pricing, explains how the consumption-based model differs from traditional user-based licensing, and explores factors that influence total cost of ownership.

Book your free ERP consultation now



Key Functionalities of **Acumatica**



Acumatica Industry Fit

Acumatica ERP is a comprehensive cloud-based Enterprise Resource Planning (ERP) solution designed to address various aspects of business management. Here's an overview of the key modules and features within Acumatica ERP:

Financial Management

- **General Ledger:** The general ledger module allows for the centralization of financial data, supporting multiple entities, currencies, and locations. It provides real-time visibility into the financial health of the organization, supports budgeting, and facilitates financial reporting.
- **Accounts Payable:** This module streamlines the accounts payable process by automating invoice entry, approvals, and payments. It helps manage vendor relationships, track outstanding liabilities, and optimize cash flow.
- **Accounts Receivable:** Accounts receivable manages customer invoicing, credit limits, and collections. It provides tools for credit control, customer statements, and aging analysis.
- **Cash Management:** Cash management helps organizations monitor cash flow, reconcile bank accounts, and manage banking transactions efficiently. It provides tools for bank reconciliation and cash forecasting.
- **Fixed Assets:** The fixed assets module helps organizations track and manage their tangible assets, including depreciation calculations, asset transfers, and disposals. It ensures compliance with accounting standards.

Distribution and Supply Chain Management

- **Inventory Management:** This module allows organizations to optimize their inventory levels, manage stock locations, and automate reorder points. It tracks item quantities, costs, and provides real-time inventory valuation.
- **Sales Order Management:** Sales order management automates order processing, pricing, and inventory allocation. It helps organizations efficiently manage customer orders, shipments, and returns.



- **Purchase Order Management:** The purchase order management module streamlines procurement processes, tracks supplier performance, and supports purchasing approvals. It ensures timely procurement of goods and services.
- **Advanced Fulfillment:** For businesses with complex order fulfillment needs, this module enables efficient handling of advanced order processes, including multi-step fulfillment, kits and assemblies, and drop shipping.

Customer Relationship Management (CRM)

- **Contact Management:** Contact management keeps track of customer and prospect information, including contact details, communication history, and preferences.
- **Sales Automation:** Sales automation tools help organizations manage leads, opportunities, and sales activities. It provides visibility into the sales pipeline and supports sales forecasting.
- **Service and Support Automation:** This module manages customer service requests, incidents, and cases. It enables support teams to track, prioritize, and resolve customer issues efficiently.

Manufacturing Management

- **Bill of Materials (BOM):** The BOM module manages product structures and component relationships, enabling accurate production planning.
- **Material Requirements Planning (MRP):** MRP helps optimize inventory and production scheduling by determining material requirements based on demand forecasts.
- **Production Management:** This module supports manufacturing processes, work order management, and production scheduling, ensuring efficient production operations.

Field Service Management

- **Service Orders:** Field service management includes service order management, dispatching, and technician assignment to efficiently handle service requests.
- **Equipment Maintenance:** Organizations can track equipment, schedule maintenance, and record service history, ensuring equipment reliability.

Key Components of Acumatica Pricing

Acumatica's pricing model is built around three core components:

1. **Licensing Fees:** Based on consumption rather than users, providing flexibility and scalability.
2. **Implementation Costs:** Fees associated with system setup, customization, and data migration.
3. **Ongoing Support and Maintenance:** Covering upgrades, technical support, and system optimization.

Understanding these elements will help businesses evaluate the cost-effectiveness of Acumatica as an ERP solution.

1. Consumption-Based Pricing Model

One of the defining features of Acumatica's pricing is its **consumption-based licensing**. Unlike traditional ERP systems, which charge per user, Acumatica charges based on the resources consumed (e.g., the volume of transactions, data storage, and computing power).

How Consumption-Based Pricing Works

- **Resource Usage:** Pricing is determined by the number of transactions processed, data stored, and the complexity of workflows. This model allows companies with high transaction volumes or multiple locations to pay for only what they use, rather than the number of users accessing the system.
- **Unlimited Users:** Acumatica allows businesses to have an unlimited number of users at no additional cost, making it highly scalable for growing organizations. This is ideal for companies with large teams or those needing access for external stakeholders like partners or customers.
- **Elasticity:** The consumption-based model ensures flexibility as companies scale. As the business grows and transaction volumes increase, Acumatica's pricing adjusts based on usage.

Advantages of Consumption-Based Pricing:

- **Scalability:** Easily adapts to growing business needs.
- **Cost Control:** You only pay for what you use.
- **Collaboration:** Unlimited users foster greater collaboration across departments, partners, and customers.

2. Licensing Options: Cloud or Private Cloud Deployment

Acumatica provides flexible deployment options to suit the varying needs of businesses, and the choice of deployment affects the overall pricing.





Cloud-Based Deployment (SaaS)

In a software-as-a-service (SaaS) model, Acumatica is hosted in the cloud and managed by Acumatica or a third-party cloud provider. SaaS deployment is typically subscription-based, with a recurring fee covering cloud hosting, updates, and support.

Benefits of Cloud Deployment:

- **Lower upfront costs:** No need for on-premise hardware or IT staff for system maintenance.
- **Automatic updates:** The platform is automatically updated with new features and security patches.
- **Scalability:** Cloud resources can be easily scaled as business needs grow.

Private Cloud or On-Premise Deployment

For companies that prefer more control over their data and IT environment, Acumatica offers the option for private cloud or on-premise deployment. In this model, businesses can host Acumatica on their own servers or with a third-party provider.

Benefits of Private Cloud/On-Premise Deployment:

- **Data control:** More control over data security and privacy, which can be crucial for industries with strict regulatory requirements.
- **Customization:** Greater flexibility for customizing the system and integrations with other in-house solutions.
- **Perpetual Licensing:** Acumatica offers a perpetual license option for on-premise deployments, allowing businesses to pay a one-time fee for the software and manage it themselves.

3. Implementation Costs

The cost of implementing Acumatica varies based on the complexity of the business, the level of customization required, and the volume of data migration. Most implementations are carried out by Acumatica partners who charge for their services, and the implementation process typically includes:

- **System Configuration:** Tailoring Acumatica to fit the specific workflows and business processes of the organization.
- **Data Migration:** Importing data from legacy systems into Acumatica, which can be resource-intensive depending on the amount of data and the complexity of data relationships.
- **Customization:** Customizing dashboards, workflows, reports, and other aspects of Acumatica to suit business needs.

- **Training:** Ensuring that employees are trained to use the system effectively. Training costs can vary depending on the number of users and their level of expertise.
- **Integration with Third-Party Systems:** Connecting Acumatica to other software systems, such as customer relationship management (CRM), human capital management (HCM), or eCommerce platforms, may involve additional development costs.

Key Drivers of Implementation Costs:

- **Size and complexity of the business:** Larger organizations with complex processes will require more extensive customization and data migration.
- **Customization and configuration:** Tailoring the system to match specific business processes.
- **User training and support:** Adequate training ensures users can fully leverage the system's capabilities.

4. Ongoing Maintenance and Support

After Acumatica has been implemented, businesses need to budget for ongoing costs related to support, maintenance, and upgrades. These expenses typically include:

- **Software Updates:** Acumatica regularly releases updates that include new features, security enhancements, and bug fixes. SaaS users benefit from automatic updates as part of their subscription, while private cloud or on-premise users need to manage updates themselves or pay for them through a support agreement.
- **Technical Support:** Acumatica offers various levels of support, ranging from basic technical assistance to more comprehensive packages that provide 24/7 access to support teams.
- **System Enhancements and Customizations:** As the business evolves, companies may require additional system enhancements or customizations to adapt to changing workflows, regulations, or market demands.

Book your free ERP consultation now

Acumatica's user interface (UI) and user experience (UX) are crafted to be intuitive, user-friendly, and adaptable to meet the diverse needs of users across an organization. Some standout features include:

Customizable Dashboards: Acumatica allows users to design personalized dashboards, enabling them to display key data and tasks tailored to their specific roles. By arranging widgets and charts to show relevant information, users can optimize their interface for a more streamlined workflow.

Role-Based Access Control: Acumatica ensures that each user only accesses the features and data pertinent to their role. This targeted access helps reduce unnecessary clutter, simplifying the interface and enabling users to stay focused on their tasks.

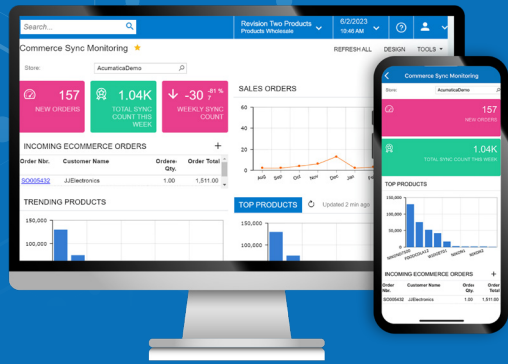
Modern, Web-Based Interface: With its responsive, web-based design, Acumatica can be accessed from any device with an internet connection. The interface adapts seamlessly to different screen sizes, providing flexibility and convenience for users working remotely or on the go.

User-Friendly Navigation: Acumatica's intuitive navigation structure allows users to easily move between modules and find the features they need. A global search bar further enhances efficiency, allowing for quick location of specific records or transactions without the need for extensive training.

Real-Time Data Access A key advantage of Acumatica is its ability to deliver real-time data and analytics, offering users the most current information at their fingertips. This immediate access is crucial for informed decision-making, enhancing both agility and responsiveness.

Comprehensive User Support: Acumatica provides a range of assistance features, including tooltips, detailed help documentation, and user guides, all designed to help users navigate the system smoothly. In addition, Acumatica offers training and support resources to ensure users maximize their experience with the platform.

Role-Specific Menus: The user interface is designed with simplicity in mind, offering menus tailored to each user's role. This approach minimizes clutter by showing only the functions relevant to the user's responsibilities, allowing them to easily find the features they need without unnecessary complexity.



Acumatica's Intuitive User Interface

[Book your free ERP consultation now](#)



Acumatica Pricing

Acumatica ERP pricing varies based on several factors, including the number of users, the specific modules you need, and your preferred deployment method (cloud-based or on-premises). Pricing can change over time, so it's best to consult with Acumatica or an authorized reseller for the latest information. Key factors influencing Acumatica's pricing include

User-Based Pricing

Acumatica typically charges on a per-user basis, with costs varying depending on each user's role and required modules. For instance, a finance user may have a different price point than a sales user.

Module-Based Pricing:

The system offers a variety of modules covering finance, distribution, manufacturing, CRM, and more. Pricing is determined by the specific modules you select, with costs increasing as more modules are added.

Deployment Option:

Your choice between cloud-based (SaaS) or on-premises deployment affects pricing. Cloud solutions usually come with a subscription fee, while on-premises setups may involve an initial license fee plus ongoing maintenance costs.

Number of Companies and Entities:

If you manage multiple companies or entities in one Acumatica instance, the number of entities can impact the pricing structure.

Data Storage and Transaction Volume:

Higher data storage requirements or larger transaction volumes may also increase the overall cost, as some pricing models factor in these variables.

Book your free ERP consultation now

Conclusion

Acumatica's pricing structure is designed to offer flexibility, scalability, and transparency. By focusing on resource consumption rather than user numbers, it allows businesses to tailor their investment based on actual usage and operational demands. Additionally, the flexibility of deployment options—whether cloud-based or on-premise—gives businesses control over their IT environment and costs.

Understanding Acumatica's pricing model, including licensing options, implementation fees, and ongoing support costs, enables businesses to make informed decisions. Whether you are a fast-growing company looking for scalability or an established enterprise seeking cost-effective operations, Acumatica provides a dynamic and customizable ERP solution tailored to meet your needs.

For businesses considering Acumatica, working with an experienced partner will ensure the system is implemented efficiently, and that costs are optimized to match the business's requirements.

Book your free ERP consultation now

Additional FAQs About Acumatica

What is Acumatica ERP?

Acumatica ERP is a cloud-based platform designed to help businesses manage key operational areas, including finance, inventory, distribution, manufacturing, and customer relationship management (CRM).

What differentiates Acumatica from other ERP systems?

Acumatica stands out for its flexibility and scalability, offering a variety of deployment methods, customizable modules, and seamless integration capabilities with other software. It also allows for unlimited user access without additional charges based on user count.

Is Acumatica suitable for small businesses?

Yes, Acumatica serves companies of all sizes. It's especially well-suited for small to mid-sized businesses and can scale up to meet the demands of larger enterprises.

What deployment options does Acumatica ERP offer?

Acumatica offers several deployment choices, including cloud-based (SaaS), private cloud, on-premises, and hybrid solutions, enabling businesses to select the configuration that aligns with their specific needs.

Can Acumatica be customized to suit specific business processes?

Yes, Acumatica is highly flexible, allowing businesses to tailor the system to their specific processes. Users can configure settings, create custom fields, forms, and reports, and develop personalized applications using Acumatica's development tools.

How does Acumatica support mobile access?

Acumatica offers both mobile apps and a responsive web interface, allowing users to access the system from smartphones and tablets. This enables employees to stay productive no matter where they are.

What types of integrations does Acumatica support?

Acumatica supports integration with various third-party tools, including CRM systems, e-commerce platforms, payment processors, and business intelligence tools through its RESTful API. Custom integrations are also possible.

How is Acumatica's pricing structured?

Acumatica's pricing is based on factors like the number of users, selected modules, deployment preferences, and data storage needs. It's recommended to request a customized quote for accurate pricing details.



What's next?

Book a call with us

[Book your free ERP consultation now](#)

Let's take your ERP journey further

At Lucid Consulting, we specialize in ERP evaluation and selection. Book a complimentary call with one of our consultants, who will guide you toward a successful ERP selection. We'll help you answer key questions like:

- Which ERP solutions are the perfect fit for your business?
- What will your ERP project cost, and how can you optimize it?
- How long will implementation really take?
- What ERP systems are your peers and competitors using?