Acumatica vs Legacy ERP Comparison Guide

LEARN HOW TO COMPETE EFFECTIVELY IN THE GLOBAL, DIGITAL ECONOMY WITH A MODERN, CONNECTED ERP PLATFORM

Companies need every advantage they can get as they compete for customers. Customers demand mass customization, online buying and selling, and full-time connectivity with all trading partners. The need to conduct business from a central office or within regular business hours has essentially vanished.

IDC's October 2020 COVID-19 Impact on IT Spending Survey found that:

49% **of organizations are focused on future-proofing their business**

41% **are trying to close their digital technology gaps by investing in new systems**

74% **of the market still consisted of legacy ERP systems**

Relevant systems create the growing realization that a sub-optimal digital experience will result from a lack of real-time data; organizations are also investing too much money to maintain serial legacy workflows.

Legacy ERP customers find themselves in this predicament. Functional limitations force them to bolt on applications to manage just routine business processes. This unfortunate approach leads to high software costs and forces them to develop and maintain expensive customizations. Consequently, decision-making becomes clouded in ambiguity as siloed databases and disjointed processes create barriers to real-time visibility into financial performance and operations. Further, legacy client- server architecture is expensive to maintain and cannot exploit digital capabilities to share data across an organization and with trading partners.

We understand that every Legacy ERP customer faces these challenges. You run the real risk of losing market position to agile competitors who have a more nimble technology backbone. That is why so many Legacy ERP customers have moved to Acumatica to future-proof their businesses by leveraging the efficiency, extensibility, and accessibility of cloud-native technology.

Acumatica Cloud ERP is designed to be a competitive asset – not an obstacle – for growing businesses.

Acumatica's modern technology platform supports today's digital business environment. The modular architecture is easily configurable to tailor processes and reports to the way you conduct business. The horizontal and vertical breadth of functionality out-of-the-box provides the ability to thrive within your industry.

Plus, the system is available to you anytime, on any device, anywhere you have internet access using just a standard web browser. Acumatica facilitates today's digital economy and prepares your business for tomorrow.

INSIDE THIS GUIDE:

You will see how Legacy ERP has been holding back businesses in today's rapidly changing global market.

You will see the costs of continuing to rely on legacy ERP as your technology infrastructure, including high opportunity costs of lost revenue streams.

Moreover, you will learn how Acumatica helps you overcome struggles and provides a future-proof platform that frees your company to better serve your existing customer base and compete effectively for new customers.

"Anything Acumatica can provide, we want it. We are planning to build on it as our foundation."

YURI DOROVSKIKH, IT MANAGER, OFS INTERNATIONAL LLC

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Legacy ERP Architecture Does Not Match Today's Digital Economy

Many legacy ERPs were initially released in the 1980s. Though there have been some technology upgrades since then, many platforms have never been re-architected to accommodate evolving digital capabilities and business processes.

Fast forward to today, many customers struggle to support customers' needs and opportunities for growth. Simply maintaining an outdated piece of software incurs high costs that bog down a company's financial performance.

Non-cloud deployments waste valuable IT resources.

You can deploy many legacy ERP systems on the Microsoft Azure cloud platform. Still, this is not a cloud-native application suite. IT departments remain stuck with cumbersome tasks to provision, manage, upgrade, and scale the application and the underlying hardware, operating system, and database infrastructure.

Product updates are applied manually, requiring time, effort, and cost, ultimately causing lost productivity. In fact, many Legacy 100 customers forego updates because of the enormous effort. Unfortunately, this only puts them further behind the technology curve while also introducing additional security and compliance risks.

Legacy ERP integrations with other software are fragile and expensive.

The Legacy ERP architecture lacks today's open APIs and web services. Integrations are done via legacy protocols, leading to weak connections at a high cost to develop and maintain.

The complexity of interconnected systems accelerates with more points of integration. Likewise, security risks increase as the infrastructure becomes more unwieldy.

Legacy ERP's pace of innovation is slow.

Legacy ERP companies have all but abandoned some of its legacy products in favor of more profitable ones. Moreover, the R&D spend for these products is a small portion of the overall budget and leads to minor enhancements (such as expanding check numbers from 6-digits to 10-digits), which do not offer a competitive advantage to customers. Your maintenance dollars are paying for Legacy ERP to invest in their strategic ERP platforms – not your solution.

Read how DDB Unlimited saved $80,000 in accounting costs and integrated sales, purchasing, accounting, inventory, and more in a single organized system after migrating to Acumatica.

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Acumatica's Cloud Platform Allows You to Future-Proof Your Business

Acumatica ERP is built on a modern, cloud-native technology platform. Acumatica's modular and adaptable architecture enables users to tailor the application to meet rapidly changing business needs. **Thanks to open APIs and web services**, integrations with third-party software leverage no-code and low-code integration strategies, eliminating the need for expensive consulting resources to complete. **Workflows, alerts, and dashboards are embedded into the ERP framework** so you can adapt processes and operations on the fly to course-correct or stay on top of market growth opportunities.

TRUE CLOUD DESIGN

Access your system anywhere, at any time with only a standard web browser, including on mobile devices. Eliminate IT infrastructure costs and effort. Enjoy award- winning usability as voted by actual users. Maximize your Total Economic Impact™

CONTINUOUS INNOVATION

Acumatica releases significant updates twice annually. Artificial Intelligence and Machine Learning provide new efficiencies for expense management and accounts payable automation, with a platform for future AI and ML improvements to take your business to the next level.

YOUR ERP SYSTEM IS YOUR COMPETITIVE ADVANTAGE

Free yourself from technology "chains." Accelerate time- to-market. Identify, pivot, and penetrate market opportunities. Open new revenue channels and enter adjacent sub-verticals. All of this and more can be yours with cloud ERP.

"With our on-premise ERP we had to maintain a server and that server had a lot of associated costs. So removing that headache was the number one reason we chose to go with Acumatica."

ELENA MHEIDZE, CFO, ERICKSON INTERNATIONAL

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Legacy ERP Functional Limitations Create Barriers to Growth

Legacy ERP feature gaps create cost burdens and reduce business visibility.

The cost of licensing, supporting, and maintaining third-party add-on software is just the beginning. Integrating and supporting multiple applications on separate databases burdens IT budgets. Further, siloed systems necessitate manual data entry and paper-based processes, resulting in inaccurate and delayed information. Delayed and incomplete information makes it impossible for decision-makers to see what is happening to manage the business effectively.

Reporting in Legacy ERP is limited and inflexible.

How much money have you spent on custom reports and inquiries? Old software like Legacy ERP is a consultant's dream, requiring technical skills to get the information out in a usable format in a real-world business environment. Exporting data to Excel is cumbersome and requires continuous reformatting. The lack of a consolidated dashboard prevents executives from accessing accurate, real-time key performance metrics to drive the business.

Missing features also hamper your growth and market opportunities.

Legacy ERP customers face obstacles in penetrating new geographies without adequate support for multi-language, multi-currency, and inter-company requirements. Horizontal expansion into new service offerings and sales channels is challenging without core functionality such as field service management and native commerce storefront integration with back-end modules. Sales executives lack insight into customer buying behaviors and have zero visibility to on-hand inventory, service orders, or manufacturing to provide an exceptional customer experience.

> **"The biggest time savings for us [with Acumatica] is not having to go out and wander through our yards of product to see what we've actually got on hand. Having a live inventory of what we have across seven different locations has been a huge time savings for people."**

PATRICK SAUTER, VICE PRESIDENT, DAKOTA RED CORPORATION

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Acumatica Unifies Business Processes with a Comprehensive System Designed for Your Industry

Acumatica ERP provides unique depth and breadth to seamlessly connect front-office and back-office operations – from financials to sales, purchasing to inventory, and engineering to planning and scheduling.

Grow sales with embedded CRM and B2B or B2C commerce, capture data with native document management, and extend your business with complementary project accounting and field services.

Gain insights into every aspect of your operations to boost operational efficiency, raise profits, reduce costs, improve customer satisfaction, and make informed business decisions.
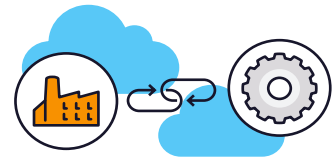
INSIGHTFUL REPORTING AND DASHBOARDS

Spend time analyzing your business instead of cobbling data together. Role-based dashboards illuminate insights with configurable and real-time key performance indicators. Become a proactive decision-maker who plans for the future.

BEST-IN-CLASS FINANCIALS AND EMBEDDED CRM

Reduce period close from days to hours with automated delivery of financial reports. Expand into international markets with multicurrency, multilingual translations, and localized accounting. Gain a 360° view of your customer base to drive practical insights, build better relationships, and cultivate organic growth.

DEEP INDUSTRY-SPECIFIC FUNCTIONALITY

Acumatica is designed for retailers, distributors, manufacturers, service providers, and construction firms. Vertical processes let you stay competitive in your market and branch out into adjacent markets. The industry comparison charts in this document contain more details.
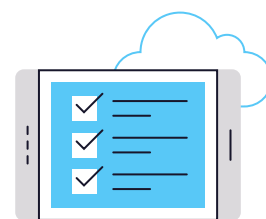
Watch how Spohn Associates streamlined their month-end close across five companies, took on larger projects, and lowered their corporate risk by switching from Legacy ERP to Acumatica.

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Industry Functionality is a Core Benefit for Acumatica Users

MANUFACTURING AND FIELD SERVICES

Manufacturers must be ready to adapt to rapidly evolving customer requirements.

Yet, legacy ERP users struggle to support any manufacturing operation aside from very light assembly. Planning, scheduling, and production control is typically very cumbersome with legacy ERP. Cost overruns, delayed shipments, and customer complaints are the result.

Supplementing legacy ERP with additional outside manufacturing applications causes integration headaches, upgrade difficulties, and inaccurate views into real-time operations. Servicing your customers without a service management module is nearly impossible.

Features	Acumatica
MANUFACTURERS AND FIELD SERVICE	
Bill of Materials	✓
Work Orders	✓
Material Requirements Planning	✓
Finite Capacity Planning	✓
Production Scheduling	✓
Shop Floor Control	✓
Product Configurator	✓
Equipment Management	✓
Native PLM Integration	✓
Engineering Change Control	✓
Field Service Management	✓
Warranty Management	✓

Acumatica's embedded manufacturing capabilities support make to stock, make to order, repetitive, and batch process manufacturing.

Project Accounting provides project-centric manufacturers with production and resource planning for specific manufacturing projects.

It is tightly connected with financials, inventory, sales, and purchasing to give you up-to-the-minute visibility of activity across your company.

By leveraging Acumatica's field services module, you can provide superior post-sales service and delight your customer base.

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It's critical for distributors and retailers to bring the right product to the right customer within the proper timeframe. A modern ERP system can help immensely, while a legacy system often hampers that effort.

Legacy ERP retailers and distributors using multiple systems on different platforms must contend with data silos, manual data entry, and fragile integrations.

Lack of visibility into inventory levels across warehouses creates stockouts, product obsolescence, and unhappy customers.

cfOnline and multi-channel selling is ineffective without real-time integration of front-end sales channels and back-end ERP systems.

Acumatica's retail and distribution customers enjoy a competitive advantage with an end-to-end business management solution that readily integrates with eCommerce web stores.

Up-to-the-minute inventory counts regardless of channel, accurate invoicing and billing, and actionable business insights empower customers to increase efficiency, reduce errors, and make better decisions.

Order management is fast and precise with connected commerce storefronts, point of sale integration, matrix items for order entry, and order creation from customer order history.

Features	Acumatica
DISTRIBUTION AND RETAIL COMPANIES	
Sales Order Management	✓
Purchase Order Management	✓
Inventory Management	✓
Return Merchandise Authorization (RMA)	✓
Barcodes	✓
Warehouse Management (WMS)	✓
Native eCommerce storefront integration (Shopify, BigCommerce)	✓
Native Point-of-Sale (POS) device integration	✓
Wave picking	✓
Multi-Bins	✓
Matrix items	✓

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Rising material and labor costs, labor troubles, increased competition, and shrinking profit margins are just a few of the challenges construction firms face.

There are also new rules and regulations that business owners must stay ahead of, such as new OSHA rules and changes to building codes.

Builders need the support of a reliable ERP platform. Legacy ERP provides minimal capabilities for construction firms. Contractors need clear visibility into all their projects at a glance, including costs, profit, and milestone status.

Legacy ERP is not capable of providing this. Acumatica Construction Edition is a complete, mobile-enabled, cloud-based construction and accounting software solution.

Full project accounting and project management features enable construction firms of all sizes to track their portfolio in real time.

Compliance management and sub-contract management keep each job on time and on budget. You can also satisfy all reporting requirements within Acumatica.

Features	Acumatica
CONSTRUCTION COMPANIES	
Job Costing	✓
Payroll	✓
Construction-Specific Project Management	✓
Compliance Management	✓
Sub-Contract Management	✓
Retainage	✓
ProCore Integration, ProEst Integration	✓
Native CFMA Benchmark Integration	✓
Construction-Specific Reporting (such as AIA, Bonding, and Substantiated Billing)	✓

Hear why businesses just like you chose Acumatica over Legacy ERP.

Customer Stories >

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Every business strives to optimize business practices, minimize costs, maximize profit, and exceed customer expectations. Achievement is based on being an agile organization, supported by a modern technology backbone with robust functionality.

Legacy ERP lacks essential features to support the growth of most companies. Deploying additional software to fill in these gaps only exacerbates the problem, as costly integrations and customizations eat into resources.

Acumatica simplifies your operations so you can increase efficiencies, raise profit levels, and pursue new revenue streams and international markets. Centralized application data in a single database provides a real-time, 360-degree view of every business area.

Make more informed decisions faster to leapfrog competitors by leveraging role-based dashboards and tailored reports. Your company data is available to you anytime, anywhere you happen to be.

Features	Acumatica
FINANCIALS AND GENERAL BUSINESS	
Accounts Payable	✔
Accounts Receivable	✔
General Ledger	✔
Bank Feeds/Reconciliations	✔
Payroll	✔
Job Costing	✔
A/P Automation (such as invoicing approvals)	✔
Fixed Assets	✔
Inter-Company Accounting	✔
Multi-Currency and Multi-Language Support	✔
PCI Payments	✔
Project Management	✔
Customer Relationship Management (CRM)	✔
Alerts and Workflow	✔
Role-Based Dashboards	✔
Document Management	✔
Mobile Device Access (anywhere, anytime)	✔

The Legacy ERP Landscape is Rapidly Shrinking

Most legacy ERPs do not get the same care and attention as newer, cloud-based applications. R&D investments, reselling partners, and third-party developers have shifted their focus to cover more future facing products. Unfortunately this means maintenance and support dollars are being diverted to other products, with little investment in the legacy ERP platforms many still use to manage business today.

Legacy ERP users are in a migration quagmire.

Many customers are stuck on old, unsupported versions of the software. Sage may offer "in-the-family" migration discounts as bribes to get Sage 100 customers to move to more strategic platforms. You are still paying way too much for limited functionality, and you will need to go through a full ERP implementation with few tools to facilitate the move. Sage encourages Sage 100 users to migrate to Sage Intacct, which has limited distribution capabilities and practically zero manufacturing features.

Legacy ERP partners are adding competing ERP products to their lineup.

The appeal of modern platform technologies and robust, connected application suites has legacy ERP resellers expanding their software portfolios with competing products. Modern products equate to less focus on legacy ERPs. The market appeal of cloud-native ERP systems is also a strong signal that legacy software is on borrowed time.
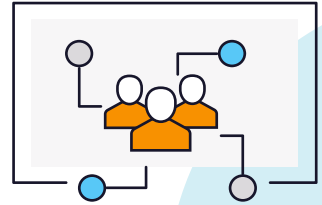
Legacy licensing is punitive for customers.

Many legacy ERPs offer both a perpetual licensing option and a subscription-based licensing option to keep up with the times. However, there has been a shift to penalizing perpetual licensees by releasing updates that include certain feature updates only available to those under a subscription pricing model, not perpetual license owners. Finally, customers experiencing growth and scalability are often hit with costly additional user fees.

> "Because we didn't realize we already had something in another warehouse, we would buy things we didn't need and carry excess inventory. In addition, we relied on internal knowledge for special pricing because the old system could only keep track of a few items."

BRETT DAVIS, OPERATIONS MANAGER, BOB DAVIS SALES

Acumatica Takes a Customer-First Approach as Its Go-To-Market Strategy

Acumatica is rapidly expanding its community of ERP resellers and ISVs (Independent Software Vendors). Since Acumatica sells exclusively through partners, there is never any channel conflict in serving customers. **Acumatica also has a growth-friendly pricing policy,** so you're not punished for adding users to the system. User access is encouraged for all employees and trading partners, to maximize the benefit of the software for the business.

Acumatica's **"Customer Bill of Rights"** is a commitment to provide fair, respectful, and mutually advantageous policies to every customer, which is unique among ERP vendors.

DUAL LAYERS OF SUPPORT

Acumatica supports the best reseller and developer network in the industry. Many Legacy ERP partners are also Acumatica partners, making it easy for Legacy ERP users to retain a close relationship with their current partner to help navigate the migration.

SIMPLIFIED MIGRATION PATH

Acumatica's rapid implementation program and data migration utilities ease the burden of system and data migration activities, resulting in lower costs and accelerated implementations. Acumatica provides a toolset that specifically maps Legacy ERP data into Acumatica.

FLEXIBLE DEPLOYMENTS & GROWTH-FRIENDLY PRICING

Choose between a public cloud, private cloud, or on-premise deployment based on your current business needs – and change later if your business changes. Unlimited user pricing enables growth without penalizing you for adding more users to your system.

"With Acumatica, every employee can get access to ERP data, from wherever they are when they're traveling. Our customers can get access to ERP data. We've never had the capability to offer this before we had Acumatica. That is definitely a big plus for us."

DARRIN WILSON, SENIOR PROJECT MANAGER, PRACTICEMAX

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What If You Do Nothing and Stay on a Legacy ERP System?

Not taking any action is an option for legacy ERP customers, but the consequences are substantial.

The delay in evolving your technology backbone increases costs, lowers profitability, and results in customer satisfaction issues. Suppose your ERP software cannot adapt to meet your company's growth initiatives and customer demand to beat your competition.

In that case, your company's survival is at risk where more agile competitors quickly offer less expensive products and services with better customer experience.

Your current technology stack and disparate applications are extremely costly.

How much money do you waste on custom code, backups, one-off integrations, and manual processes as system workarounds?

Retrieving data across disparate databases makes reporting difficult – if not impossible – and limits your business insights, leading to lost opportunities.

Manual and antiquated processes fail to take advantage of new industry standards.

Today's ERP is built for collaboration across the organization and with trading partners. You're missing out on this critical capability to stay competitive in a highly interactive global market.

Enhanced security risks threaten your brand.

Security breaches can be catastrophic for a business. Is your data more secure on your internal servers or on a world-class cloud server managed by companies that specialize in cybersecurity? Does your IT team have visibility into all potential security threats?

Are you staying current on functional enhancements from your Legacy ERP?

Can you afford to keep compliant and leverage the latest features given the cost of performing manual updates? How far behind the latest version is your Legacy ERP deployment?

"With Acumatica we worked with Klear Systems to add a custom fee tab and a few custom reports. The ease of personalization in Acumatica has been a game changer for everybody, and it's allowed us to work better and service our client needs."

JULIA PINTO CISNEROS, COO, QUALITY MATERIAL HANDLING

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Set Your Business Up for the Future with Acumatica Cloud ERP

Legacy ERP will ultimately limit an organization.

⚠ Platform limitations forbid real-time interactions with customers and trading partners.

⚠ Functional weaknesses cost you dearly in additional licensing, integrations, customizations, and lost revenue streams.

⚠ Legacy ERP diverts your annual maintenance fees to more profitable products.

Stop spending time and money on Legacy ERP and i**nvest in Acumatica to empower your business and to realize your company's growth potential.**

✓ **Eliminate data silos**, capture data faster, exceed customer expectations, and gain new insights into every area of your business.

✓ **Free up IT resources** for proactive projects instead of non-value-added system maintenance.

✓ **Empower your entire employee base** to contribute to the firm's success and include all your trading partners without penalty.

✓ **Penetrate new verticals** in expanded geographies with new products, supported by Acumatica's comprehensive, connected capabilities across horizontal and industry sectors.

✓ **Feel the power** of ubiquitous access to your data and executive dashboards for market-leading responsiveness and improved decision-making.

Don't delay! Join the digital economy as an participant rather than as a bystander!

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.

Learn more about how Acumatica can work in your business by visiting us online at www.dsdinc.com or contact us at 800-627-9032

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