![Acumatica - The Cloud ERP]

Quote-to-Cash with Acumatica Manufacturing Edition

The quote-to-cash process in Acumatica Manufacturing Edition comprises three phases and 14 unique steps. Take control with configurable workflows, automated processes, and flexibility to get paid faster.

PHASE 1: Prepare and Sell

STEP 01 — Item Definition

Item Maintenance, **Product Configurator**, Requisition Management, **Matrix Items**, Non-Inventoried Items

STEP 02 — Lead Generation

Embedded **CRM** with Lead and Opportunity Management and Configurable Sales Workflows

STEP 04 — Quotation Management

Sales Quotes, Service Quotes, Project Quotes, Support Contract Quotes, **Electronic Signatures** with DocuSign

STEP 03 — Pre-Quote Activities

MTO: Manufacturing **Estimates**, MTS: BOM and Routing Definition, Project-Centric: **Project Accounting**, CTO: Product Configurator, ETO: **CAD/PLM** BOM, Requisitions

STEP 05 — Sales Order Creation

Quote Conversion, File Imports, **Commerce Storefront** Orders, **Point-of-Sale** Transactions, Connected EDI Apps

PHASE 2: Produce and Fulfill

Production Scheduling
STEP 07

Finite Schedules, Labor and Material Constraints, **Capable to Promise**, Machine and Tooling, Shop Calendars

Production Orders
STEP 06

Demand **Forecasts**, Production Order Maintenance, Material and Labor Transactions, **Backflushing**

STEP 08 Material Planning

Rough-Cut Capacity Planning, MRP Display, Inventory Replenishment, Blanket POs, **Lot/Serial Tracking**

STEP 09 Production Management

Job Costs, Work-in-Process (WIP), Manufacturing Data Collection with **Barcoding**, Production Dashboards

Order Fulfillment
STEP 10

Embedded **WMS**, Barcoding, **Wave and Batch** Picking, Packing, **Shipping**, Scale Integration, Transfers

PHASE 3: Account and Analyze

STEP 11 Accounting Activities

General Ledger, Accounts Receivable, Accounts Payable, Sales Tax, Expense Management, **Intercompany Accounting**, Multicurrency, Recurring and Deferred Revenue with ASC 606 and IFRS 15 Compliance,

STEP 12 Cash Collection

Credit Controls, **Collections** Activities with Dunning Letters, **Credit Card** and EFT Payments, **Bank Feeds**

Reporting and Analysis
STEP 14

Reporting, Generic Inquiries, **Business Intelligence** with Microsoft PowerBI, **Dashboards**, Sales Commissions

Supporting Processes
STEP 13

Mobile Apps, Time and Task Management, Payroll, Fixed Assets, AP Automation with **Artificial Intelligence** and Machine Learning, **Engineering Change Control**, Field Service, Return Merchandise Authorization (RMA), More

"Full supply chain visibility will enable us to target the areas where we have issues and tackle them, to ensure we are operating efficiently and driving growth across sales, supply chain, manufacturing and finance."

DEREK SZABO, MANAGING DIRECTOR, DEVIL'S PEAK BREWING COMPANY

Discover Why Businesses Rely on Acumatica to Perfect the Quote-to-Cash Process

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.acumatica.com.

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