

**M5 Software**  
www.m5-software.com

#### COMPANY

- Location: Denver, CO, US; serving businesses in North America
- Industry: Service management software

#### OVERVIEW

Founded in 2012, M5 Software utilizes the Acumatica Cloud xRP Platform to help businesses schedule and coordinate their services.

#### KEY RESULTS

- Developing on Acumatica Cloud xRP Platform takes half the time and effort compared to older platforms
- Web-based system allows constant access for programmers and customers
- Both on-premise and web-based options offer developers unheard-of flexibility
- Acumatica Cloud xRP Platform's capabilities and extensibility will enable continued expansion of M5's tools and their customer base

# M5 Software cuts development time and effort in half with Acumatica Cloud xRP Platform

**“We believe that Acumatica is the next great platform software.”**

-Jorge Soto, General Manager, M5 Software

#### SITUATION

As a software developer, Jorge Soto, General Manager of M5 Software, felt frustrated with the limitations he encountered with Dynamics SL (Solomon) and other development platforms. Soto notes, “Solomon 15 years ago was amazing, but it didn’t evolve. I am a software architect, the main person who talks with clients, designs solutions. I was baffled.”

Then two years ago Soto’s friend told him he was looking at Acumatica, saying it was “way more advanced than Solomon.” When Soto took his programmers to an Acumatica training for developers, they were surprised: “All the framework and the tools they had, it was crazy good. The customization power is amazing. Everything that we thought was annoying in Solomon, everything was solved here. It was like a dream come true.”

Soto adds, “It was so good to find. We were looking at different ERPs—at Axapta, NetSuite, even Great Plains. Every time, it was old technology—all of them.”

#### SOLUTION

M5 Software worked with Acumatica to create a service management program running exclusively on the Acumatica Cloud

xRP Platform and got their first release done in record time: “We did this functional module in six months, including integration with Google Maps. So when you open Acumatica and you see inside a screen that has Google Maps on there, you can see where all your appointments are going to be.”

Soto states, “If we would have to do the same functionality in Solomon, or Great Plains, it would take us twice the time.”

He adds, “Acumatica is so flexible. I really admire the Acumatica development team—they’re brilliant.” In addition to the Acumatica support, Soto credits his own team for M5’s success: “Every programmer knows everything. Anyone can take over what another person was doing. It’s like a beehive. It’s a great collaboration.”

#### BENEFITS

Soto remains impressed with Acumatica: “Being 100% web is the best. And not only that, the fact that you can have it on-premise has been amazing—because



we have Acumatica on our servers, we can have Acumatica in our laptops, we can have Acumatica anywhere, and access from anywhere. For us that's a huge change. It's not like NetSuite, where you have to have it on their servers. Having that duality gives us huge flexibility as a developer."

In addition, Soto says, "The way you can expand the platform, add fields to screens, the customization power is tremendous. The customization capabilities with Acumatica are far, far better than Solomon's."

Soto also appreciates "the functionality across all the modules" in Acumatica: "The dashboards are amazing. And that the application can send emails to anybody from any screen. Solomon didn't do that, and many other platforms don't. You can send an email from anywhere. And that it creates PDFs; that engine is built-in. And we have attachments; you can drag and drop any file to any screen in Acumatica and then you have an attachment."

He adds, "Inside the system, everything is an object that has a function. In the programming world it's amazing; many ERP's are not like that. This is truly an object-oriented environment, which is like Apple's operating system."

Soto also praises the "collaboration" found in every screen, bringing developers on this platform the benefits of Acumatica: "We

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**Jorge Soto, General Manager, M5 Software**

believe that Acumatica is the next great platform software. It's going to take time for people to realize that, when they compare Acumatica to Exacta, or Great Plains, or NetSuite. They've never evolved, so they're stuck in their own way of developing."

Soto strongly values Acumatica's "cross-cultural" environment: "In Acumatica you find people from everywhere in the world. The cultural mix is enriching, because each culture shines in different things, and when you mix them, you get the best from all of them. That's something I really appreciate."

As for the future, Soto states, "M5 is an Acumatica-exclusive development company." He adds, "We're constantly investing. We're dedicated to developing more things for Acumatica. We think that's going to be the future."