

MYTH VS. REALITY

MYTH: PRIVATE CLOUD IS EXPENSIVE.

Reality: Similar to the public cloud, a private cloud deployment does not require upfront investment in hardware and software if you opt to host off-site instead of on-premises. With Acumatica, you have access to the latest software versions and state-of-the-art infrastructure just as you would in the public cloud.

MYTH: PRIVATE CLOUD IS ONLY FOR ENTERPRISES.

Reality: There are small and midsize businesses (SMBs) worldwide who choose private cloud deployments based on a variety of reasons that are not based on company size, but rather business need such as compliance or data privacy reasons. Acumatica is designed and priced for SMBs, in whatever cloud you choose.

MYTH: I CAN'T CONNECT ERP TO MY OTHER SOFTWARE IN A PRIVATE CLOUD.

Reality: With the Acumatica platform, you can easily integrate Acumatica ERP with other solutions whether they are in the public or private cloud. Additionally, Acumatica includes pre-built integrations with leading cloud software such as HubSpot, MailChimp, Box, and more.

PRIVATE CLOUD

Understand when a private cloud deployment is right for your business

Deploying business management software in the public cloud is a great option for many businesses. If you have industry- or business-specific requirements that dictate where or how your data and services should be hosted, a private cloud deployment may make more sense. A private cloud can be beneficial when a business needs to retain control over data, while still taking advantage of the cloud environment.

Acumatica understands that our customers have unique requirements when it comes to deploying cloud-based software. That is why we offer the same Acumatica product in both public and private cloud deployments, with the ability to easily switch between.

DELIVERING A TRUE PRIVATE CLOUD

ERP vendors and their resellers may say their private cloud is “truly cloud”, but you should be aware of these claims. If a private cloud isn’t really cloud, you risk losing the benefits that motivate businesses to choose the cloud in the first place.

Others may say, “We are truly cloud.” But, are you required to use a VPN to access the software? If you can’t access your software from a browser, it may not be in the cloud at all. Acumatica is built for the cloud and accessible from any popular web browser, with no client software installation required.

Others may say, “You can access your data whenever you want.” But, can you access your data within 24 hours, or easily move it to another location or hosting provider? Deploying Acumatica in a private cloud enables you to quickly access or migrate your data.

Others may say, “You can easily migrate your data to or from our private cloud.” But, can you do that without facing exorbitant costs or long turnarounds, and still have access to the same product? Acumatica delivers the same product in both clouds, and you can move from one to the other in as little as 24 hours.

Others may say, “We maintain regulatory compliance.” But, if regulation changed tomorrow, how fast could your vendor make the necessary updates to keep you compliant? The time it takes to implement changes like these is an indicator for whether a private cloud is truly cloud. With an Acumatica private cloud deployment, compliance updates can be made with little to no impact on your business.

ACUMATICA - BUILT FOR BUSINESSES LIKE YOURS

Maximum Productivity	Speed & Performance	Financial Predictability	Comprehensive Support	Flexibility & Choice
Acumatica keeps your users productive wherever they are, on whatever device they're using. Our mobile-friendly design and dynamic page layout makes working in Acumatica faster and more intuitive across any device.	With powerful transaction processing capabilities, Acumatica delivers the performance your business demands. No matter how many people are using the system, users can enter data, generate reports, and navigate from screen to screen rapidly.	Acumatica is priced for unlimited users, so your business is free to grow. Add new users without adding to your IT budget. Acumatica also provides the latest updates at no additional cost to you.	Sold only through business partners worldwide, you're guaranteed a local partner who meets you in person and understands your needs first hand. A local partner can best meet your needs in: service levels and support, flexibility and customization, effectiveness, and reliability.	Acumatica grows with your business. If you ever need to change where you deploy or how you pay, you can. Switch easily from SaaS to deploying Acumatica in a private cloud, or from subscribing to purchasing the license, and vice versa.

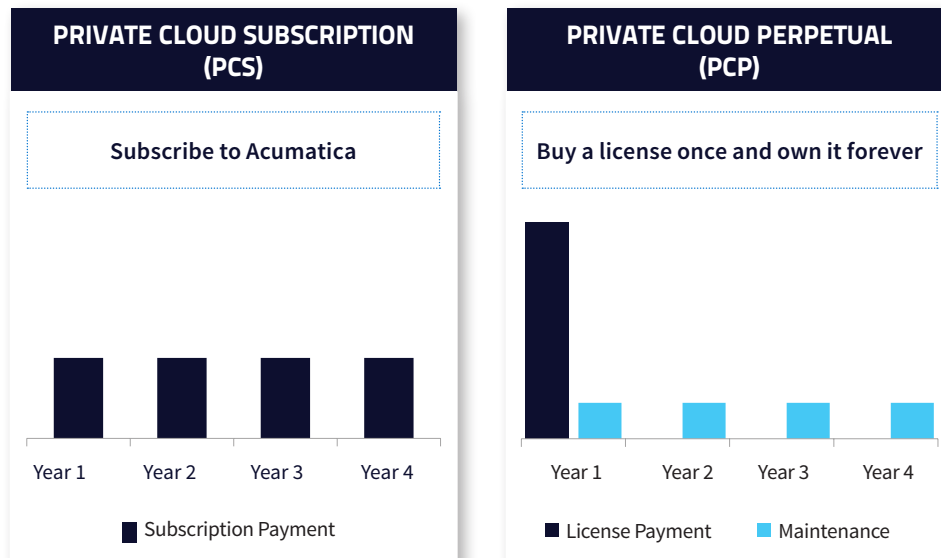
SIGNS YOUR BUSINESS MAY REQUIRE A PRIVATE CLOUD DEPLOYMENT

There are scenarios where the public cloud can't meet certain business or compliance requirements, but an on-premises deployment is not necessary. Often times, the best alternative is to choose a private cloud deployment.

<p>You need control over where your data is stored</p>	<p>Simply put, you can't choose where your data is stored in the public cloud. This is up to the discretion of the hosting provider. With a private cloud deployment, you can choose exactly where you want to host your data.</p>
<p>You have data compliance requirements</p>	<p>Even in less-regulated industries, data compliance still needs to be met. Understanding the responsibility your business has to safeguard sensitive customer and employee data in the course of doing business is essential, and can dictate how and where you host your data.</p>
<p>Your location is not suitable for the public cloud</p>	<p>Data hosting and protection laws vary tremendously across the world, and are evolving rapidly. For example, in Australia, data can only be hosted within Australia. The laws for your region can significantly impact your deployment options.</p>
<p>You have industry-specific requirements</p>	<p>Each industry has its own set of requirements that dictate whether or not a public cloud deployment is suitable. Therefore, it's important to understand the requirements for your industry. For example, Sarbanes Oxley, PCI and HIPAA compliance cannot be delivered through the public cloud.</p>

FLEXIBLE PRIVATE CLOUD LICENSING OPTIONS

Acumatica provides two convenient ways to license a private cloud deployment. At any time, you can easily switch between the two.



CUSTOMER SUCCESS STORIES

“Since Acumatica is easily customizable and integrates with third-party systems like Google Apps and Box.com, AME Corporation is able to take a best in class approach.”

Ehren Dimitry, President and CEO
AME Corporation

“We looked for a web-based solution that was flexible, that could be off- or on-premises. Acumatica is a software you can throw into the cloud, or host on-site.”

Jay Cheng, CEO
J. Goodin

“[With Acumatica] we have ultimate flexibility to make sure our ERP works the way we need it to, not stuck with what used to work.”

Charles Hutchinson, CFO
IntraCoastal Environmental

Contact Acumatica today to learn more about our private cloud deployment options, or to connect with one of our business partners in your local area.