

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 Item Definition

Lead Generation

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

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

Quotation Management

STEP

Pre-Quote Activities

STEP

Sales Quotes, Service Quotes, Project Quotes, Support Contract Quotes, **Electronic Signatures** with DocuSign MTO: Manufacturing Estimates, MTS: BOM and Routing Definition, Project-Centric: Project Accounting, CTO: Product Configurator, ETO: CAD/PLM BOM, Requisitions

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

Production Orders 06

STEP

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

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

STEP Material Planning

Replenishment, Blanket POs, Lot/Serial Tracking

Rough-Cut Capacity Planning, MRP Display, Inventory

Production STEP 09 Management

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

Order Fulfillment

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



PHASE 3: Account and Analyze

STEP

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,

Cash Collection

Letters, Credit Card and EFT Payments, Bank Feeds

Credit Controls, **Collections** Activities with Dunning

Reporting and Analysis

Reporting, Generic Inquiries, Business Intelligence with

STEP

14

Supporting Processes

13

STEP

Microsoft PowerBl, **Dashboards**, Sales Commissions

Assets, AP Automation with Artificial Intelligence and Machine Learning, Engineering Change Control, Field Service, Return Merchandise Authorization (RMA), More

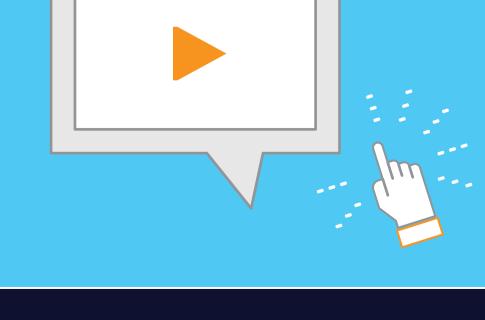
Mobile Apps, Time and Task Management, Payroll, Fixed

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

"Full supply chain visibility will enable us to target the areas where we

LEARN MORE >

Discover Why Businesses Rely on Acumatica to Perfect the Quote-to-Cash Process LAUNCH THE VIEWER >



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.

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