

## MYTH VS. REALITY

### MYTH: MY DATA ISN'T SAFE.

Reality: Acumatica's built-in security features are designed to get you to the cloud, safely. Acumatica keeps your data highly-protected using SSL encryption, role-based security policies, IP address control over logins, intruder detection and lock-out, and other robust security features.

### MYTH: I CAN'T ACCESS MY OWN DATA.

Reality: Acumatica will never hold your data hostage. With our built-in automated backup and backup access service, you can access your data whenever you like. In case of a disaster or unforeseen emergency, Acumatica can restore data quickly, even in alternate geographic zones.

### MYTH: SAAS SOLUTIONS CANNOT DELIVER THE PERFORMANCE NEEDED BY HIGH VOLUME BUSINESSES.

Reality: Acumatica is the first ERP solution born in the cloud, designed to work in any Web browser, on any device, without sacrificing performance. The Acumatica Cloud is designed to deliver and keep up with the most demanding, high volume businesses, handling thousands of transactions per hour.

### MYTH: I WON'T HAVE CONTROL OVER UPGRADES.

Reality: Acumatica lets you choose if and when to install an upgrade. You decide your own upgrade schedule. And you always have access to new Acumatica versions and features.

# ACUMATICA CLOUD

## Understand when the Acumatica Cloud is right for your business

For many small and midsize businesses, choosing Software as a Service (SaaS) provides the benefits of an enterprise-class solution without the enterprise IT budget. With the Acumatica Cloud, you can access your ERP anytime, anywhere, from a web browser on any Internet-connected device. You can pay as you go, and easily scale resources up or down based on growth or changing business needs. Designed from the ground up to be a better SaaS solution, the Acumatica Cloud delivers the benefits that matter to small and midsize businesses when it comes to using technology in the cloud.

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 SAAS BENEFITS WITHOUT THE DRAWBACKS

We mean it. The Acumatica Cloud redefines SaaS by delivering the cloud benefits customers want, without the typical drawbacks. Acumatica's technology overcomes many limitations faced by other SaaS applications.

**Other vendors say, "You cannot customize your application extensively."** Acumatica's robust platform enables sophisticated customizations, even in a SaaS environment.

**Other vendors say, "You have to tolerate sub-par performance in return for anytime, anywhere access."** The Acumatica Cloud meets the most demanding standards needed by high-volume businesses—in addition to providing anytime, anywhere access, from any device.

**Other vendors say, "You cannot control when you upgrade; we upgrade everyone at the same time to give you cost savings."** The Acumatica Cloud's multi-tenant technology creates cost savings that we pass on to you. We also give every customer a dedicated instance so you can schedule your upgrades when you are ready.

## BUILT FOR BUSINESSES LIKE YOURS

### MAXIMUM PRODUCTIVITY

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.

### SPEED & PERFORMANCE

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.

### FINANCIAL PREDICTABILITY

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.

### COMPREHENSIVE SUPPORT

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.

### FLEXIBILITY & CHOICE

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.

## 8 QUESTIONS TO ASK WHEN CHOOSING A SAAS VENDOR

- 1 Will it deliver the performance I need?**  
The Acumatica Cloud uses the latest technology and infrastructure to drive blazing-fast performance. Acumatica is purpose-built to handle thousands of transactions an hour with incredible speed and minimal hardware. Whether you are handling a small volume or thousands of transactions, Acumatica's patent-pending technology delivers the performance you need.
- 2 Will it scale?**  
As your business grows, the Acumatica Cloud grows with it. With the option to upgrade resources and run multiple application servers simultaneously, you can keep up with the demands of your business.
- 3 Is it secure?**  
The Acumatica Cloud meets the highest levels of physical and software security. Unlike many web-based applications, with Acumatica you are in full control of where your data is kept and processed, and over who has access to maintain and use your system. All data is stored separately for each customer. Acumatica uses the same encryption technology used by banks to ensure no-one can access sensitive data.
- 4 What is the system availability?**  
The Acumatica Cloud is designed to keep you up and running at all times, and we back this promise with guaranteed uptime SLAs.
- 5 What if I lose my data? How can I recover it?**  
The implications of losing your business data can be catastrophic. The Acumatica Cloud's database snapshot feature enables point-in-time recovery of your database instance. By performing regular snapshots, you can rest assured knowing your data can be restored at any time.
- 6 Is my data backed up and easy to access?**  
The Acumatica Cloud comes with a built-in automated backup feature with a seven-day retention period. Our backup access service allows you to download your data at any time and store it in a location of your choice.
- 7 Can I minimize upfront cost?**  
Save on upfront investments and use your capital to grow your business. There's no hardware or upfront software costs when you deploy through the Acumatica Cloud.
- 8 Will I save on IT?**  
With no additional IT staff required to manage your Acumatica solution, you can put those extra IT dollars back in your budget.

Contact Acumatica today to learn more about the Acumatica Cloud, or to connect with one of our business partners in your local area.



The Acumatica Cloud is powered by Amazon Web Services to provide the world's best cloud infrastructure in compliance with regulations, standards, and best practices.

## CUSTOMER SUCCESS STORIES

**"WITH ACUMATICA, WE SAVED OVER \$50,000 WORTH OF IT MAN HOURS, HARDWARE INVESTMENTS AND LICENSING COSTS, WHILE EXTENDING OUR ACCOUNTING SYSTEM TO MANAGE OUR WORKFLOW PROCESSES."**

Jeffrey Lim, IT Manager  
KFC Singapore

**"ACUMATICA PROVIDED A LOW TOTAL COST OF OWNERSHIP WITHOUT SACRIFICING FEATURES TO SUPPORT OUR FUTURE GROWTH PLANS."**

Brad Busino, Vice President  
The Simple Stores

**"ACUMATICA'S SAAS SOLUTION PROVIDED USERS WITH ACCESS TO REAL-TIME DATA ACROSS SEVEN COMPANIES IN THREE DIFFERENT LOCATIONS."**

Barbara Page, Controller  
The Quantum Group

**"ACUMATICA WAS PART OF OUR BUSINESS ALMOST FROM DAY ONE. WE KNEW IT WAS THE BEST SYSTEM TO BUILD OUR BUSINESS THEN, AND IT WOULD BE THE RIGHT CHOICE TO GROW OUR BUSINESS LATER."**

Desaree Romer, Manager of Client and Corporate Accounting  
Caystone Solutions Ltd.