Acumatica
The Cloud ERP

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Migrating from QuickBooks to Acumatica:

A Smarter Path for Distributors

As distributors grow and their business expands, the limitations of relying on QuickBooks become clear and more impactful—manual processes, outdated information, and disjointed data can limit growth. Migrating to Acumatica means moving from disparate and disconnected tools to a unified, cloud-based business management solution where accounting, inventory, and warehouse operations harmonize in real time.

By replacing QuickBooks and disconnected applications with one connected platform, you reduce errors, save time, and keep your teams aligned with real-time data. Acumatica offers powerful tools built for distributors that help you:

- **Operate at peak performance** with more innovative demand planning, optimized inventory levels, and streamlined procurement and fulfillment
- **Boost sales and profit margins** through faster omnichannel order processing, accurate pricing, and better customer self-service
- **Scale with confidence** by expanding into new markets or channels using global financials, multicompany support, and connected commerce integrations

This guide will help you:

1. Identify the signs that QuickBooks is holding your distribution business back.
2. Learn how to streamline inventory, order management, and warehouse operations.
3. Discover why Acumatica is the smarter choice for fast-moving, growth-focused distributors.

"We had to switch from QuickBooks to a cloud-based ERP solution, and with the pricing strategy of Acumatica, we knew that, actually, we found the right ERP solution, and so far, I can tell you that Acumatica has paid for itself."

– Taylan Sevimli, COO/CTO, Tayse Rugs

Is QuickBooks Holding You Back?

Many distributors that switched to Acumatica encountered many of the challenges below, signaling it was time to move beyond QuickBooks. If these issues sound familiar, your business may significantly benefit from a more connected and efficient solution.

Accounting

- ☐ Managing accounting and operations with disparate tools
- ☐ Struggling to prepare accurate audits due to disconnected systems
- ☐ Dealing with inaccurate financials from altered or deleted transactions
- ☐ Lacking real-time visibility into cash flow and financial performance
- ☐ Falling behind on tax compliance or reporting requirements
- ☐ Worrying about compliance risks and data security
- ☐ Struggling to identify cost and margin issues in time

Inventory Management

- ☐ Holding excess inventory and dealing with costly dead stock
- ☐ Struggling to locate and reallocate stock efficiently across locations
- ☐ Lacking visibility into turnover trends to guide replenishment
- ☐ Losing sales due to backorders, overselling, or inaccurate stock levels
- ☐ Relying on outdated inventory data to make timely decisions
- ☐ Limiting costing methods to just average and FIFO, resulting in inaccurate margins and valuations
- ☐ Forecasting inventory based on guesswork instead of real demand

Warehouse Management

- ☐ Managing warehouse tasks manually, leading to errors and delays
- ☐ Wasting time and labor with inefficient picking routes and processes
- ☐ Dealing with shipping delays and material waste from manual and limited packaging options
- ☐ Struggling to prioritize shipments based on customer or order urgency
- ☐ Handling labeling manually, increasing the risks of errors and compliance issues
- ☐ Receiving more shipment inquiries and struggling to deliver smooth customer experience

Procurement

- ☐ Spending unnecessary time manually entering receipt and label data, increasing the risk of errors
- ☐ Struggling to track partial, complete, or consolidated receipts from multiple purchase orders
- ☐ Relying on workarounds or rigid approval workflows that do not align with the business process
- ☐ Losing sales and customer trust due to manual, inefficient replenishment processes that lead to frequent stockouts
- ☐ Manually updating accounting for received goods and supplier payments
- ☐ Making inaccurate reorder decisions due to lack of real-time purchasing data
- ☐ Facing delays and errors in intercompany purchasing from disconnected systems and QuickBooks instances
- ☐ Making slow or reactive decisions due to disconnected inventory and accounting systems

Sales Management

- Processing orders manually with repetitive steps and no workflow automation
- Juggling multiple systems for online, retail, and wholesale sales channels
- Struggling to manage complex pricing and discount rules
- Re-entering sales data across disconnected accounting and shipping systems
- Facing delays and errors when manually entering intercompany orders in separate QuickBooks instances or disconnected systems

Real-Time Reporting

- Spending too much time compiling reports manually from QuickBooks and disconnected systems
- Working with basic reports that are not tailored for distribution
- Delaying decisions by manually generating key performance indicators like order-fill rates and shipping performance
- Missing revenue opportunities due to limited visibility into purchase history for cross-selling and upselling analysis

Commerce and Point-of-Sale

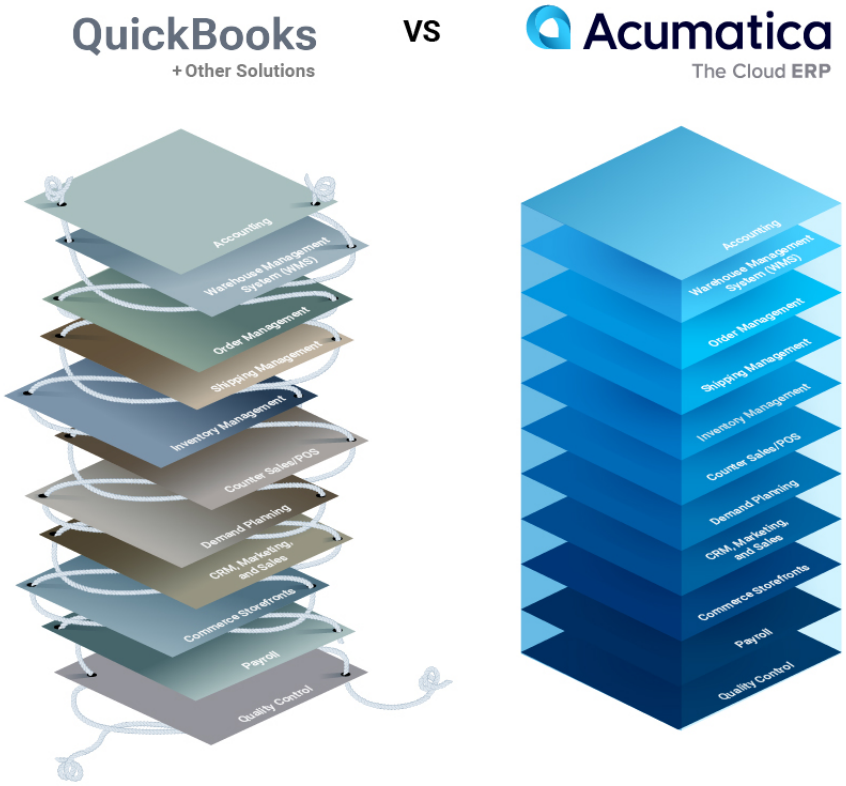
- Paying extra fees due to inaccurate manual entries and mismatched reconciliation between your commerce platform and QuickBooks
- Dealing with time-consuming stock updates caused by disconnected systems
- Missing customer self-service options that boost convenience and speed

"I mean, all of that was done manually, pulling numbers out of QuickBooks at the time and looking at invoices. There was a lot of man hours that went into that. Now we are able to somewhat change across the board on the accounting side. I'm able to get a lot more information very quickly compared to what could be a week previously."

– Mark Bubb, Owner / COO,
Killer Merch and Jeffree Star Cosmetics

Why Leading Distributors Are Moving on from QuickBooks

The above challenges can be solved by consolidating your accounting and other disparate systems with Acumatica. Moving to an all-in-one system simplifies your work, saves time, and boosts your company's productivity.



Acumatica unifies your finance, inventory, and warehouse operations—making it easier to collaborate across teams, access real-time data instantly, and optimize your supply chain to stay competitive in a fast-moving market.

"Almost all the processes where a human had to intervene are gone. Now, those employees work on different, higher-level, value-added tasks. It's really changed how we use our people because Acumatica and the integrations are doing the work."

– Kirk Davis, Director of Operations, DiamondBack Truck Covers

Acumatica VS QuickBooks

Below is a side-by-side comparison of key features. We will dive deeper into each function to help you explore how Acumatica best fits your distribution business.

QuickBooks	vs	Acumatica The Cloud ERP
Basic Accounting:	Accounting	**Advanced Accounting:**
Accounts Payable, Accounts Receivable, General Ledger		Accounts Payable, Accounts Receivable, General Ledger
Native Payroll (Desktop Enterprise); Add-On in QuickBooks Online		Native Payroll
Limited Revenue Recognition Features		Advanced Deferred and Recurring Revenue Management
		Multi-Company, Intercompany Accounting, Multi-Currency
		GAAP and IFRS Compliant
		Fixed Asset Depreciation
		Configurable and Dimensional GL Accounts
		AI-Enabled GL Anomaly Detection / AP Document Recognition
Multi-Warehouse / Multi-Location Management	Warehouse Management	Multi-Warehouse / Multi-Location Management
Barcode Label Design and Scanning		Barcode Label Design and Scanning
Single Order Picking		Single Order, Wave, and Batch Picking
Limited Small Parcel Shipping / Carrier Integration		Full-Featured Small Parcel, LTL, and TL Shipping / Freight Rate Shopping
		Embedded Warehouse Management System (WMS)
		Paperless, Prioritized Picking Queues
		Physical Inventory Automation with Cycle Counting
		Customer Shipment Notifications
Item Lot or Serial Tracking (without Attributes)	Inventory Management	Item Lot and Serial Tracking (with Attributes)
Inventory Kitting		Inventory Kitting with Disassembly
Average and FIFO Costing		Standard, Average, Specific (Actual), and FIFO
		Matrix Item Creation and Product Families via Item Attributes
		Item ABC Classification and Dead Stock Detection
		Inventory Turnover Calculations
		Connected Quality Management with QC Testing
		Intelligent Inventory Forecasting: DRP, Demand-Based Planning
Multiple Sales Order Creation Methods	Sales Orders	Multiple Sales Order Creation Methods including CRM Opportunities
Basic Item and Customer Pricing		Configurable Item and Customer Pricing with Volume Discounts
Optional Inventory Stock Allocation / Reservation		Native Inventory Stock Allocation / Reservation
Basic Back-Order Management		Advanced Back-Order Management
		Blanket Sales Orders with Releases
		Automated Returns and Exchanges
		Automated Suggestions for Up-Sell, Cross-Sell, and Substitutions
		Margin Calculation (for orders and line items during order entry)
		Customizable Pricing and Discount Policies

QuickBooks	vs	Acumatica The Cloud ERP
Manual and Automated Purchase Order Creation Manual Purchase Order Approvals Blanket Purchase Orders Basic Demand Forecasting	Procurement	Manual and Automated Purchase Order Creation Automated Purchase Order Approvals Blanket Purchase Orders Statistical Replenishment and Time-Phased Demand Forecasts Purchase Order Requisitions with Vendor Bidding Intercompany Purchasing with Multi-Currencies Landed Cost Management
Basic Reporting Basic Financial-Focused Dashboards Limited Inquiries and Inquiry Customization	Reporting	Real-time Financial Reports, Consolidated Reporting Role-based Dashboards for Warehouse Managers, Shipping, and Receiving Comprehensive Inquiries with Advanced Customization AI-Powered Anomaly Detection Multi-Company and Multi-Branch Reporting Native Business Intelligence and Pivot Tables
Third-Party Commerce and Marketplace Connections Retail Application with POS Hardware Limited Omnichannel Features	Commerce and Point-of-Sale	Native Commerce and Marketplace Connections Retail Application with POS Hardware Omnichannel Orders, Returns, and Exchanges Native Customer Relationship Management (CRM)
Mobile Device Access (QuickBooks Online only) Physical Inventory Cycle Counts through Mobile Scanner Integration Basic Paperless Picking with Mobile Scanners (Desktop Enterprise Inventory App Only)	Mobile App	Mobile Device Access with Specialized CRM and WMS Apps Physical Inventory Cycle Counts with Dedicated Mobile App Robust Paperless Picking with Mobile Scanners
Not Open API/Swagger Compliant Data Accessible in Read-only Format for 12 Months after Cancellation (QuickBooks Online Only) Limited User Access	API, Data, and User Access	Easy Connections with Other Software Own and Access Your Data, Now and Always—in Full, Usable Formats Unlimited User Access
Some Training is Free; Most Requires a Subscription	Training	Online Training That Is Free and Comprehensive

Cave Direct | Acumatica Customer

Comparing QuickBooks and Acumatica:

Key Features

Ready to move faster and sell smarter? Explore the key features distributors love after leaving QuickBooks—and see how they improved efficiency, increased margins, and scaled with confidence.

Accounting

QuickBooks covers basic accounting, but growing distributors need more. Basic accounting software lacks the flexibility and depth to support complex financial needs. Acumatica delivers a complete financial management solution—built to scale with your operations. From advanced revenue recognition and payroll to multi-entity and multi-currency support, you get the tools to stay compliant, gain visibility, and make confident decisions as your business grows.

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Basic Accounting:	Accounting	**Advanced Accounting:**
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Native Payroll (Desktop Enterprise); Add-On in QuickBooks Online		Native Payroll
Limited Revenue Recognition Features		Advanced Deferred and Recurring Revenue Management
		Multi-Company, Intercompany Accounting, Multi-Currency
		GAAP and IFRS Compliant
		Fixed Asset Depreciation
		Configurable and Dimensional GL Accounts
		AI-Enabled GL Anomaly Detection / AP Document Recognition

Warehouse Management

QuickBooks may offer basic tools for managing inventory across locations, but it falls short when warehouse operations become more complex. With limited picking options and shipping integrations, teams often rely on manual workarounds. Acumatica takes warehouse management further—with an embedded WMS, automated cycle counting, advanced picking methods, and full-featured shipping capabilities. Whether you are managing multiple sites, coordinating large shipments, or optimizing fulfillment speed, Acumatica equips your team to move faster and more accurately at every step.

QuickBooks	vs	Acumatica The Cloud ERP
Multi-Warehouse / Multi-Location Management	Warehouse Management	Multi-Warehouse / Multi-Location Management
Barcode Label Design and Scanning		Barcode Label Design and Scanning
Single Order Picking		Single Order, Wave, and Batch Picking
Limited Small Parcel Shipping / Carrier Integration		Full-Featured Small Parcel, LTL, and TL Shipping / Freight Rate Shopping
		Embedded Warehouse Management System (WMS)
		Paperless, Prioritized Picking Queues
		Physical Inventory Automation with Cycle Counting
		Customer Shipment Notifications

Inventory Management

QuickBooks covers the essentials, such as kitting and basic lot or serial tracking, but lacks the depth needed for modern inventory control. Acumatica delivers intelligent inventory management with detailed tracking, built-in quality control, distribution requirements planning (DRP), and dynamic forecasting tools. Gain complete visibility into inventory movement, proactively manage dead stock, and plan more accurately using demand-based forecasting and replenishment tools—all within a unified system.

QuickBooks	vs	Acumatica The Cloud ERP
Item Lot or Serial Tracking (without Attributes)	Inventory Management	Item Lot and Serial Tracking (with Attributes)
Inventory Kitting		Inventory Kitting with Disassembly
Average and FIFO Costing		Standard, Average, Specific (Actual), and FIFO
		Matrix Item Creation and Product Families via Item Attributes
		Item ABC Classification and Dead Stock Detection
		Inventory Turnover Calculations
		Connected Quality Management with QC Testing
		Intelligent Inventory Forecasting: DRP, Demand-Based Planning

"My main concern is always inventory management, making sure that the items that we show we have here in the warehouse are showing up in Acumatica. There's a lot of talk back and forth between the operations team and the sales team around what stock we have, what stock do we not have. With Acumatica, MiiR has given the sales team the confidence that the information in Acumatica is accurate, so they spend less time worrying about inventory levels and spend more time reaching out to customers"

– Joshua Stinger, VP of Operations, MiiR

Sales Orders

With QuickBooks, sales order management is limited to basic workflows and pricing rules, which can slow fulfillment and reduce visibility. Acumatica goes further with advanced pricing models, margin visibility during order entry, and automation that accelerates every step—from upsell suggestions to backorder fulfillment. With native CRM integration , your teams can manage customer relationships and sales pipelines from quotes to cash, all in one place.

QuickBooks	vs	Acumatica The Cloud ERP
Multiple Sales Order Creation Methods	Sales Orders	Multiple Sales Order Creation Methods including CRM Opportunities
Basic Item and Customer Pricing		Configurable Item and Customer Pricing with Volume Discounts
Optional Inventory Stock Allocation / Reservation		Native Inventory Stock Allocation / Reservation
Basic Back-Order Management		Advanced Back-Order Management
		Blanket Sales Orders with Releases
		Automated Returns and Exchanges
		Automated Suggestions for Up-Sell, Cross-Sell, and Substitutions
		Margin Calculation (for orders and line items during order entry)
		Customizable Pricing and Discount Policies

Procurement

QuickBooks' basic purchase orders and forecasting functionality can't keep pace with today's complex supply chains. Acumatica enables smarter procurement decisions with built-in vendor bidding, automated approval workflows, and statistical replenishment planning. Whether managing landed costs or coordinating multi-company purchases, Acumatica helps you lower costs, reduce lead times, and maintain inventory levels more effectively.

QuickBooks	vs	Acumatica The Cloud ERP
Manual and Automated Purchase Order Creation	Procurement	Manual and Automated Purchase Order Creation
Manual Purchase Order Approvals		Automated Purchase Order Approvals
Blanket Purchase Orders		Blanket Purchase Orders
Basic Demand Forecasting		Statistical Replenishment and Time-Phased Demand Forecasts
		Purchase Order Requisitions with Vendor Bidding
		Intercompany Purchasing with Multi-Currencies
		Landed Cost Management

"We're in this era of, you buy something online, you want it at your doorstep the next day. Because our inventory is tied to our eCommerce site, a customer can now see what's available and be able to predict when they're actually going to have it in their house and ready to use."

– Amanda Datte, CFO, Clive Coffee

Reporting

QuickBooks provides limited insights with basic reports and dashboards. Acumatica empowers your teams with real-time data, customizable dashboards, and native business intelligence—so you can make decisions faster. From anomaly detection to multi-branch reporting and drill-down inquiries, Acumatica delivers the visibility and control needed to drive performance across your business.

QuickBooks	vs	Acumatica The Cloud ERP
Basic Reporting	Reporting	Real-time Financial Reports, Consolidated Reporting
Basic Financial-Focused Dashboards		Role-based Dashboards for Warehouse Managers, Shipping, and Receiving
Limited Inquiries and Inquiry Customization		Comprehensive Inquiries with Advanced Customization
		AI-Powered Anomaly Detection
		Multi-Company and Multi-Branch Reporting
		Native Business Intelligence and Pivot Tables

Commerce and Point-of-Sale

QuickBooks requires third-party tools to connect to online marketplaces and POS systems, often creating disconnects across channels. Acumatica offers native connections to major marketplaces and commerce platforms, along with POS capabilities—so you can manage omnichannel orders, returns, and customer data in one system. With CRM and commerce fully in sync, you gain a complete view of your customers and deliver seamless experiences across every channel.

QuickBooks	vs	Acumatica The Cloud ERP
Third-Party Commerce and Marketplace Connections	Commerce and Point-of-Sale	Native Commerce and Marketplace Connections
Retail Application with POS Hardware		Retail Application with POS Hardware
Limited Omnichannel Features		Omnichannel Orders, Returns, and Exchanges
		Native Customer Relationship Management (CRM)

"Now, I'll simply build a page and a dashboard screen and show team members how to get there and how to refresh the report, so they don't have to ask me again. We personalize Acumatica to our needs almost daily; it's the real hammer and anvil in our cubicles. We use the dashboard to show items like shipments per day, dollar value per day, and on the sales side, we have monthly sales totals, totals by salesperson, invoice amount by order. For shippers – who's doing the most volume there, and what our top selling items are. In addition, we've broken out our brand partners in Asia so we can see how brand partners perform against others."

– BlueFin Collectibles

Mobile App

Keep your teams connected with 24/7 access to data through Acumatica's cloud platform and mobile apps for iOS and Android. Specialized CRM and warehouse management apps enable staff to perform physical inventory counts, scan barcodes for paperless picking, manage orders and shipments, and track inventory levels in real time. The app also supports time entry, expense capture, and electronic signatures—all from a customizable mobile workspace with widgets, favorites, and KPIs tailored to each user.

QuickBooks	vs	Acumatica The Cloud ERP
Mobile Device Access (QuickBooks Online only)	Mobile App	Mobile Device Access with Specialized CRM and WMS Apps
Physical Inventory Cycle Counts through Mobile Scanner Integration		Physical Inventory Cycle Counts with Dedicated Mobile App
Basic Paperless Picking with Mobile Scanners (Desktop Enterprise Inventory App Only)		Robust Paperless Picking with Mobile Scanners

API, Data, and User Access

Acumatica's open cloud platform integrates seamlessly with hundreds of third-party applications, giving distributors the flexibility to extend the system and retain preferred tools within their existing software stack. You own your data and can access it in a usable, relational format. With cloud-based access and unlimited users, your entire team can collaborate freely, while consumption-based pricing ensures you only pay for the computing resources you use.

QuickBooks	vs	Acumatica The Cloud ERP
Not Open API/Swagger Compliant	API, Data, and User Access	Easy Connections with Other Software
Data Accessible in Read-only Format for 12 Months after Cancellation (QuickBooks Online Only)		Own and Access Your Data, Now and Always—in Full, Usable Formats
Limited User Access		Unlimited User Access

Eagle Fence Distributing | Acumatica Customer

Training and Support

Acumatica Open University provides free, on-demand training so distribution teams can learn at their own pace. A strong community of customers, resellers, and employees shares knowledge and real-world insights to support continued growth. Local expert partners guide you through implementation and beyond, while 24/7 access to Acumatica's support team ensures your operations stay on track at every stage.

QuickBooks	vs	Acumatica The Cloud ERP
Some Training is Free; Most Requires a Subscription	Training	Online Training That Is Free and Comprehensive

Killer Merch | Acumatica Customer

"We were probably losing $500,000 a year because we weren't really connecting it. We would just make journal entries of cash coming in and not associating it every day. Now, every single sales order that comes in from the e-commerce site is automatically uploaded and in Acumatica so we're able to see that sale."

– Edward Cohen, CEO, Boca Terry

Boca Terry | Acumatica Customer

Summary

QuickBooks may have supported your early growth, but modern distribution requires more. Acumatica offers a single, scalable solution that connects your accounting, inventory, warehouse, sales, and commerce operations—reducing inefficiencies and giving you more control of your business.

By consolidating fragmented tools into one unified platform purpose-built for distributors, you can improve visibility, speed up decision-making, and boost sales through better inventory forecasting, cross-sell and upsell recommendations, and more innovative order management. When you are ready to break down silos and build a stronger foundation for growth, Acumatica is ready to grow with you.

Don't let your systems hold you back. Learn more online or schedule a product tour with one of our distribution experts today.

Acumatica
The Cloud ERP

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Acumatica Cloud ERP is a comprehensive business management solution that was born in the cloud and built for more connected, collaborative ways of working. Designed explicitly to enable small and mid-market companies to thrive in today's digital economy, Acumatica's flexible solution, customer-friendly business practices, and industry-specific functionality help growing businesses adapt to fast-moving markets and take control of their future.

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