

How to move your business forward in the new normal

A case for moving your business technology to the Cloud

August 2020

Agenda

The New Normal is Here

- Surviving and Thriving in Uncertain Times
- Why are Businesses making the Pivot to Cloud?
- Defining Cloud ERP
- NexTec a Strategic partner

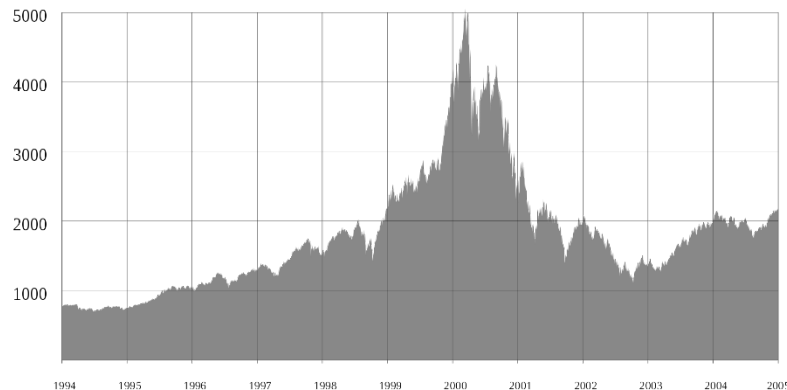
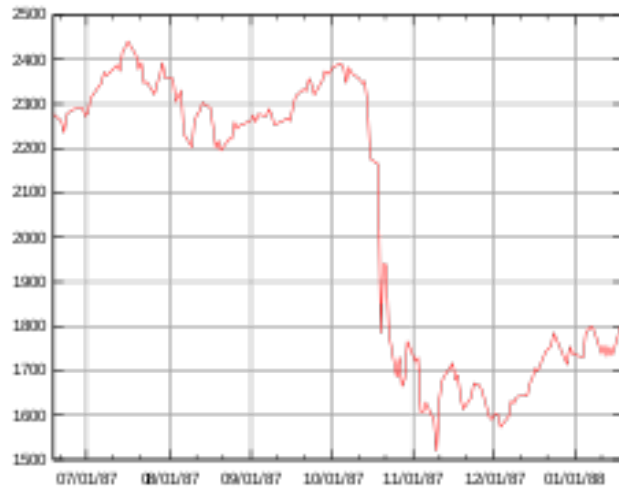
Where is your Business Today?

Current Situation

- I have no business
- “Batten Down the Hatches” and ride the storm
- Fortunate Position that they can still grow during these times

No Crisis Is Permanent

1987 – “Black Monday”
(FTSE Index)



2009 – Financial Crisis

Personal Consumption Expenditures Hold Up
% Change from year ago, Seasonally adjusted annual rate



Source: St. Louis Fed

WOLFSTREET.com

Common Issues Today

The New Normal

- Remote Workforce
- Network access 24/7
 - Any where, any time, any device
- Supply Chain disruption
- Access to accurate data for management decisions
- Keep up with new customer demands



Why Cloud is the future...Now

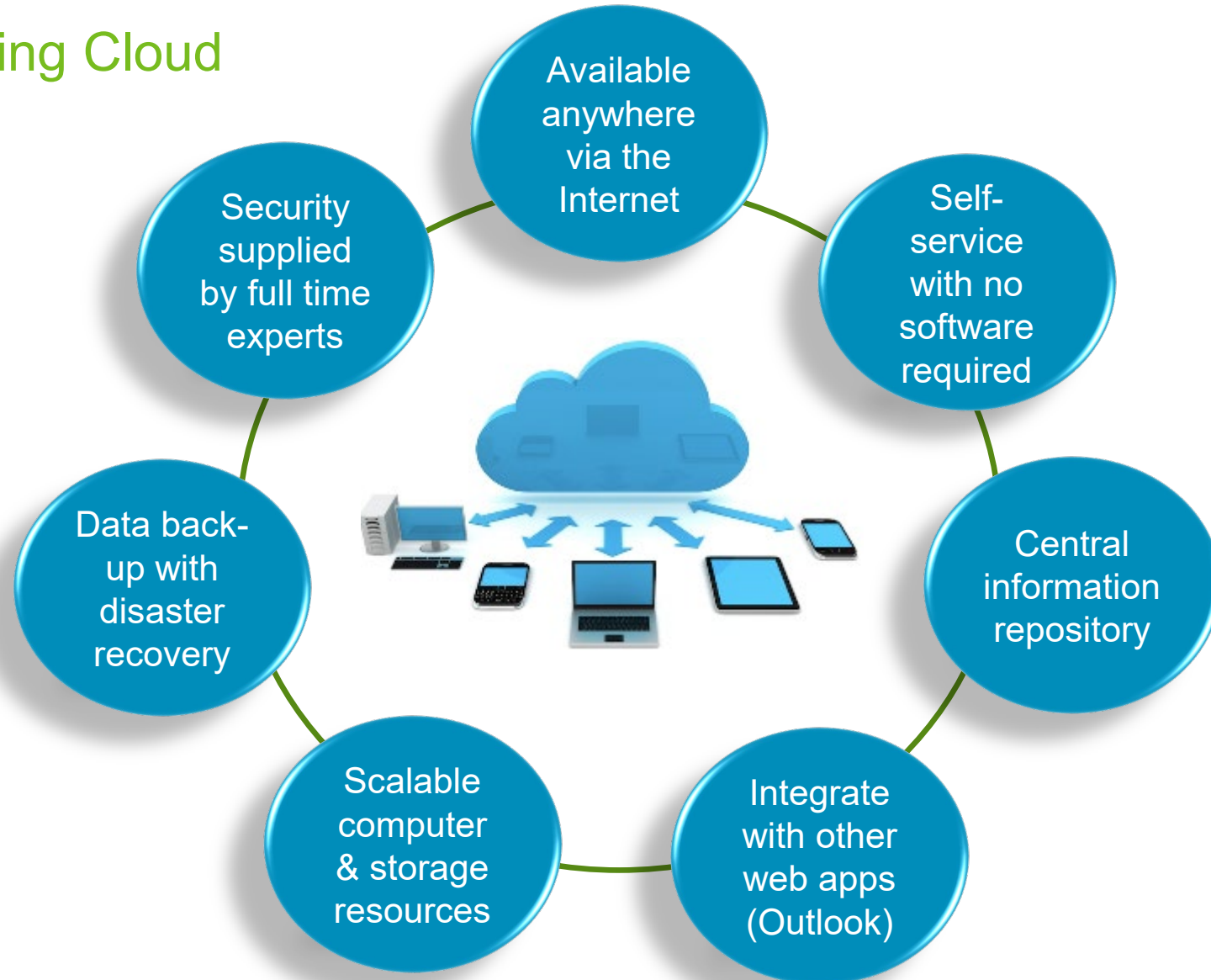
The immediate benefits



- Reduce upfront hardware and software costs
- Deploy quickly
- Scale easily for remote workforce
- Reduce hardware (IT) support services
 - Technology is in the cloud
- Predictable monthly costs
 - Preserve capital for other business initiatives
- Leverage Global IT Leaders
 - Amazon, Microsoft, IBM

Cloud Benefits

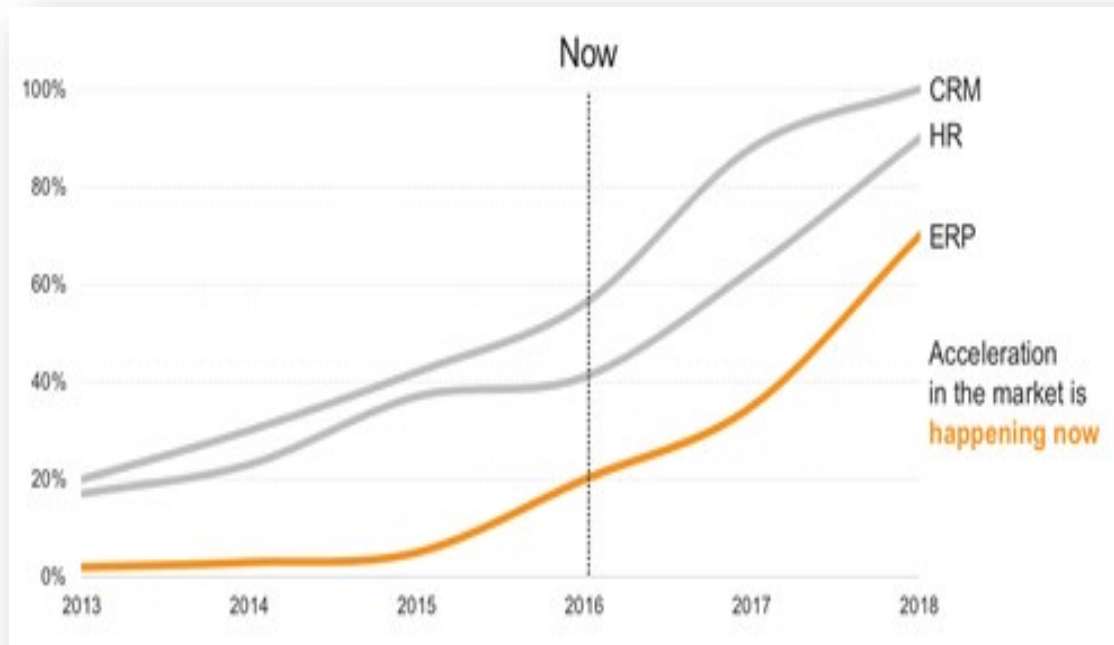
Advantages of using Cloud



Growing appetite for the Cloud

Acceleration in the market is happening now

Business applications transition to the Cloud



*Compilation of research from Forrester, Gartner and IDC

- **Over 80%** evaluating new ERP systems are considering or have stated a preference for a cloud solution
- Cloud ERP is positioned for rapid growth
- Big investments being made in Cloud applications
- Cloud providers had a very strong 2nd Quarter

Why learn about Cloud ERP?

Not just a buzzword...

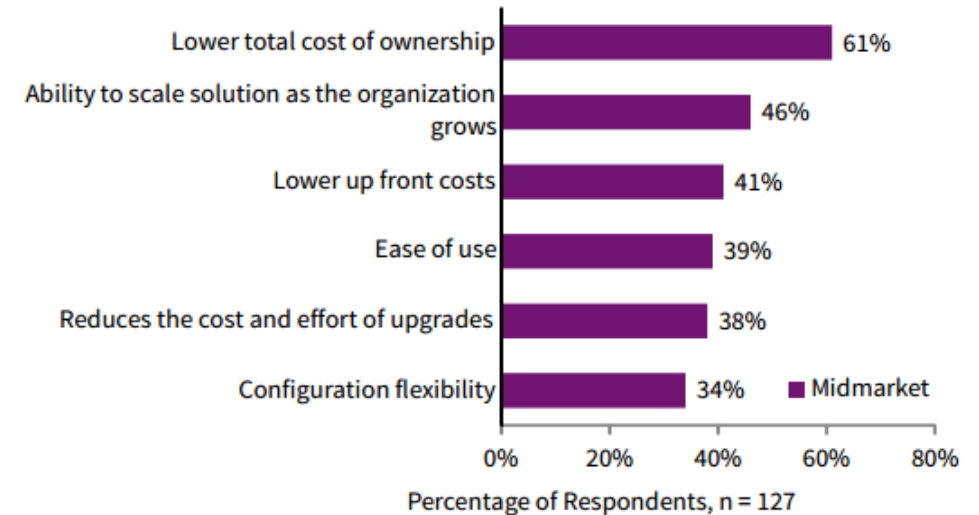
Adoption of cloud computing and services is accelerating

- Interest in cloud solutions has **increased by 60%** over the past 3 years
- On-premise has decreased by 29%

Midmarket companies with cloud

- Saw **1.9x profitability improvement** over 2 years than those with on-premise
- Choose the cloud for scalability, flexibility, usability and cost
- Best-in-class over twice as likely to have deployed their ERP in the cloud

Figure 3: Midmarket Orgs Choose Cloud to Scale and Improve Flexibility



*Source: Aberdeen Group

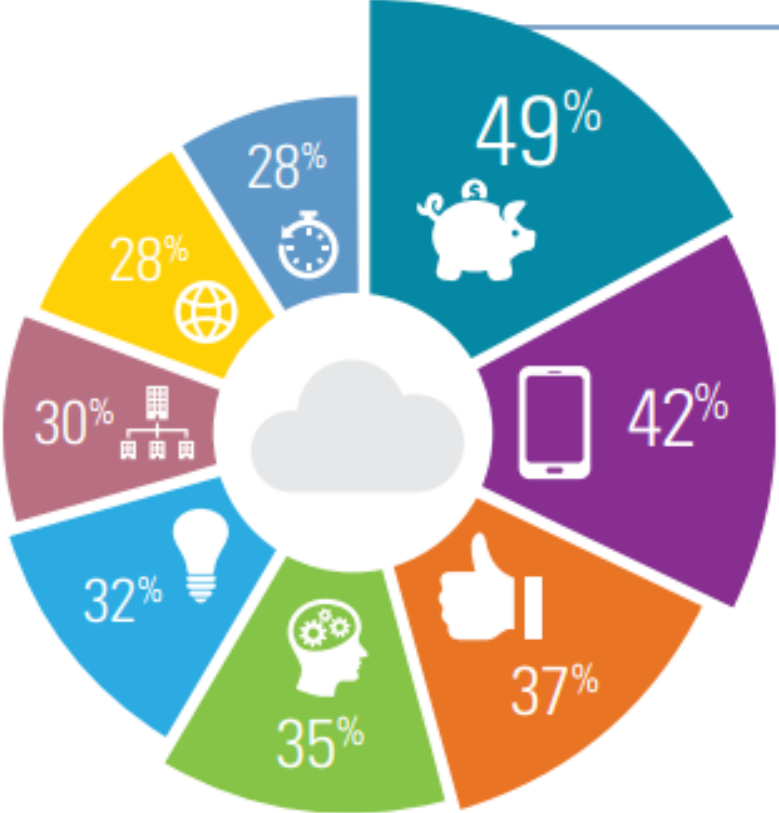
Cloud ERP impact goes well beyond IT

Making the Pivot



Source: Aberdeen Group

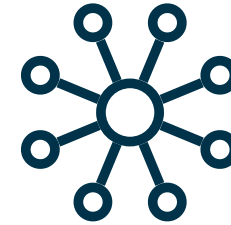
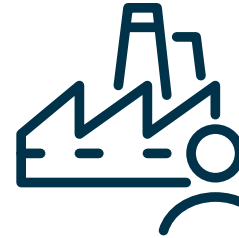
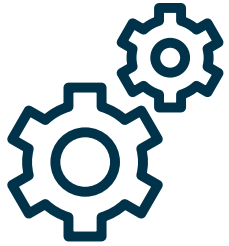
Cloud helps drive business transformation



The top ways businesses are using cloud to drive business transformation in

- Drive cost efficiencies
- Better enable mobile workforce
- Improve alignment with customers/partners
- Better leverage data to provide insight
- New product development/innovation
- Develop new business models
- Shift to a global shared services model
- Faster time to market

Sage X3, Upper Mid Market



Technology Evolution

Platform modernization using TypeScript technology

Continuous Innovation

Delivering technologies providing lightning performance & scale

Built for the Cloud

Delivery of world class cloud capabilities

Customer first experiences

Delivering great customer value & robust cloud services

Connected ecosystem

Developer Ecosystem Empowerment New ISVs & ecosystem extensions

Global expansion & compliance

Continuous global compliance and expanded global reach

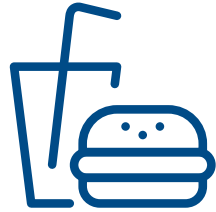
Sage X3

Industry Solutions



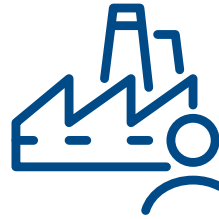
Agriculture

Fruit & vegetable
Flour mills
Winemaking
Dairy and meat
Livestock
Co-ops
Cannabis



Process Manufacturing

Food & beverage
Chemicals
Cosmetics
Nutraceuticals
Pharmaceuticals



Discrete Manufacturing

High tech
Industrial equipment
Fabricated metal
Electrical appliances
Rubber & plastics
Furniture



Distribution

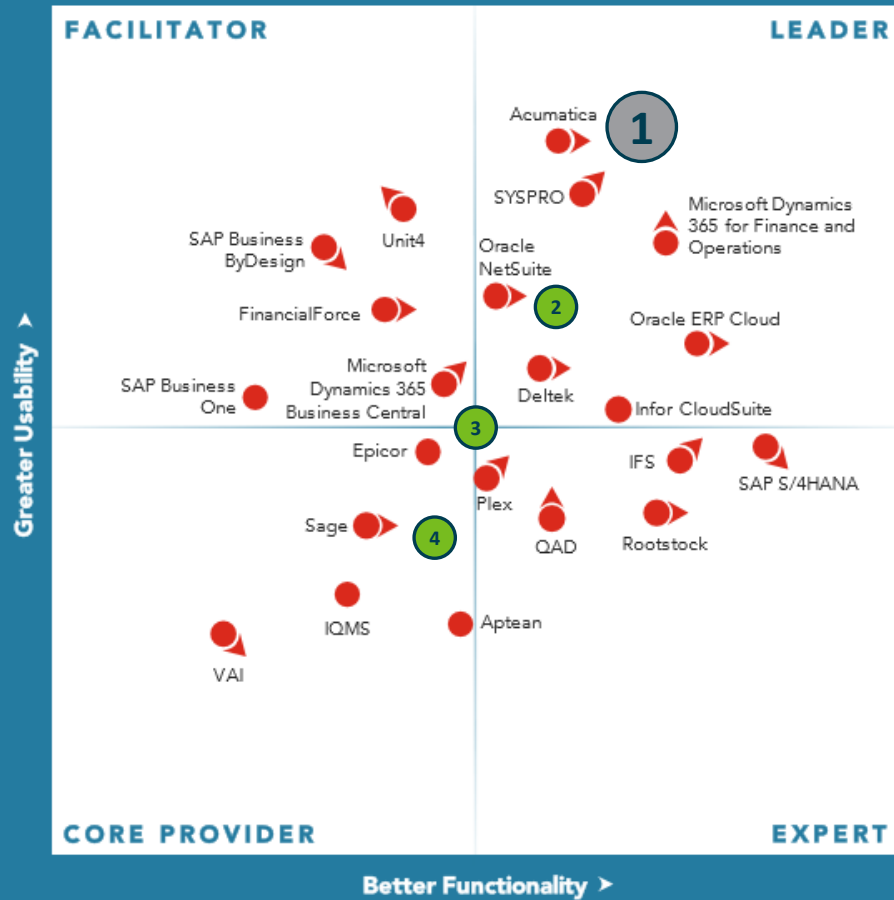
Wholesale trade
Warehousing & logistics



Product Services

Consulting services
Engineering services
Equipment rental
Maintenance & repair
Construction

Multi-mode manufacturing | Regional or international operations | Complex business processes | High-growth



Acumatica ranked highest in usability

“The focus on usability and customer value should continue to serve the vendor well in future editions of the Value Matrix.”

ISVs

Product-centric solutions

Service-centric solutions

Productivity tools

Business Intelligence tools



Future-proof platform

ACUMATICA CLOUD ERP

General Business Editions

Industry Editions

Small Business • **Advanced** • **Enterprise**

Distribution • **Commerce** • **Manufacturing** • **Construction** • **Field Service**

Financials • Inventory Control • Order Mgmt • CRM • Project Accounting • Time & Expense

Warehouse Mgmt • BigCommerce and Shopify Integration • MRP, Production Scheduling, Estimating • Project Mgmt, Industry Integrations • Field Service, Equipment, Route Mgmt

ACUMATICA CLOUD XRP PLATFORM

Document Management • Localization • User & Security Management • Multi-tenant • Mobile Framework • ORM • Workflow and APIs • Customization Framework • Cross-browser support • Analytics

DB



SQL Server



MySQL database

CLOUD



DEV



Visual Studio

.NET Framework
C# and ASP.NET



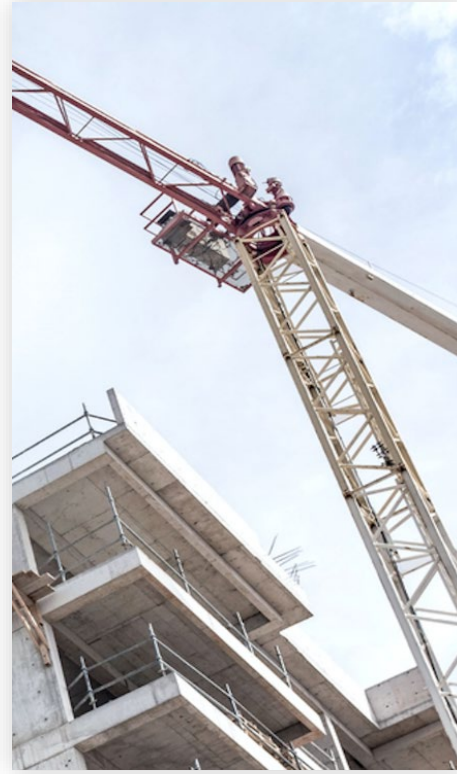
HTML5



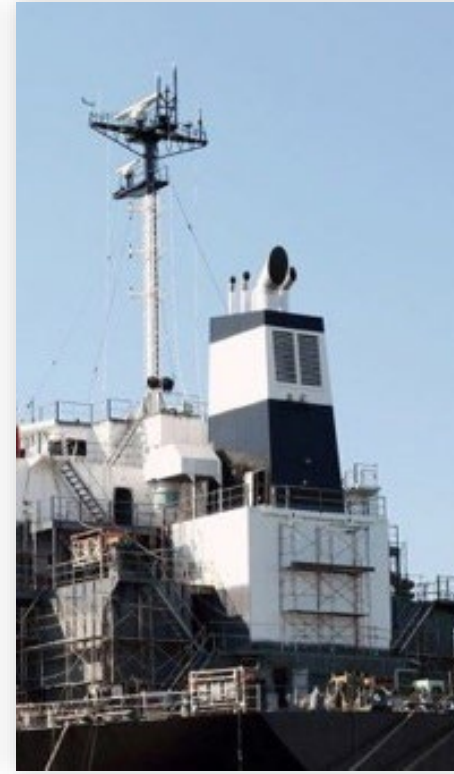
**Field Service
Edition**



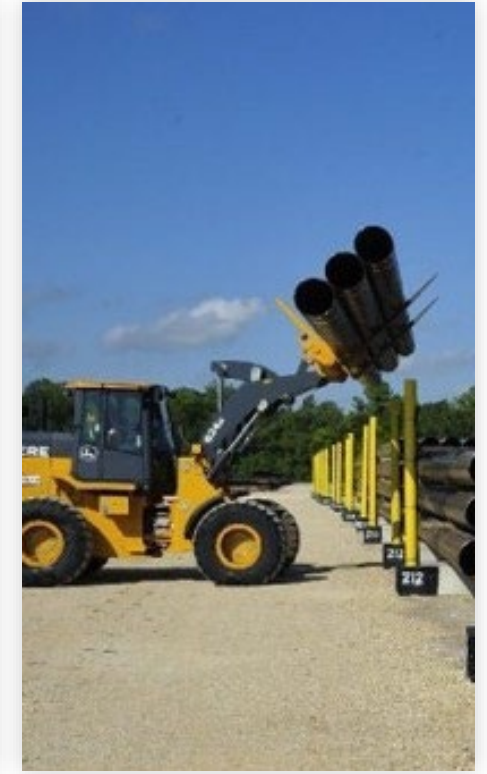
**Commerce
Edition**



**Construction
Edition**



**Distribution
Edition**

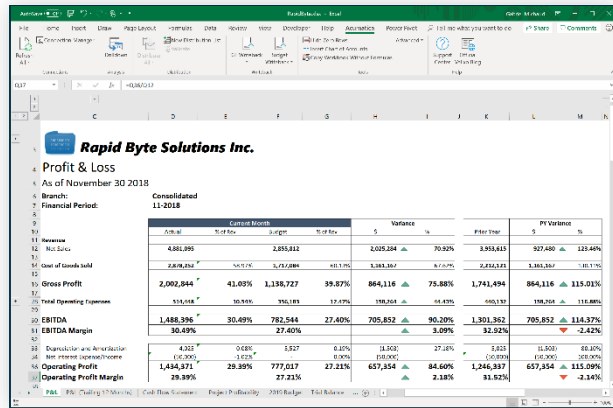


**Manufacturing
Edition**

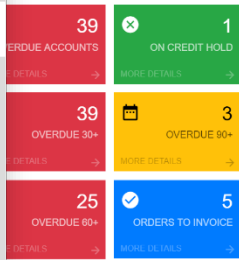
Acumatica industry editions

BI/analytics

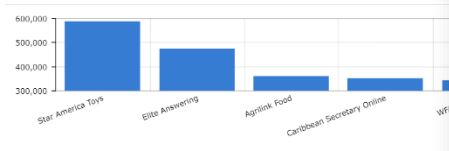
250+ standard reports; no-code custom reports; Power BI; Tableau; ISV solutions



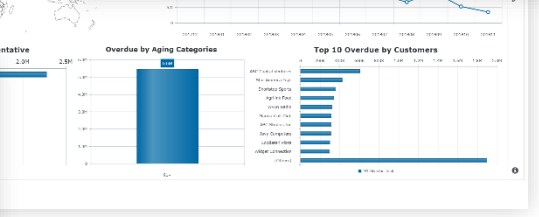
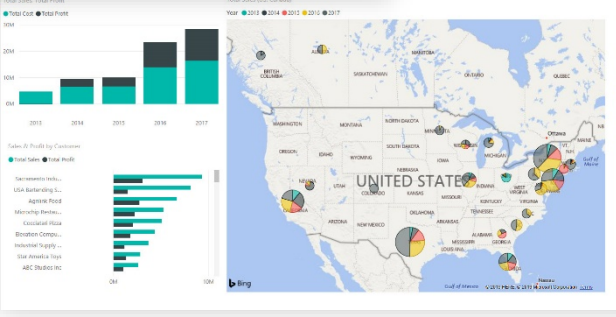
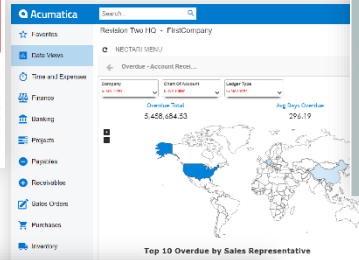
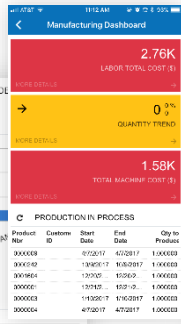
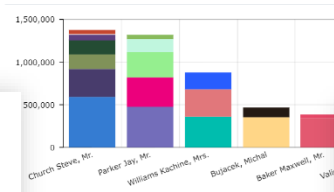
Knoxville Store - AR Clerk



C TOP 5 OVERDUE BALANCES



C AR BY SALESPERSON



Acumatica Cloud ERP Advantages

- ✓ Built from start for Cloud and Mobile
- ✓ Unlimited users – some offerings
- ✓ Only pay for computing power and data storage you need
- ✓ Can scale up or down when you need it seasonally
- ✓ Flexible deployment options
- ✓ SaaS, private cloud or on-premise
- ✓ Data access to copy or move the data at any time
- ✓ Integration with 3rd party systems
- ✓ Easily switch between mobile device and browsers

About NexTec

An award-winning business technology consultancy

ERP, CRM, BI, Cloud solutions to small and mid-sized businesses

Over 600 customers nationwide across multiple platforms

Industries:

- Discrete Manufacturing
- Distribution / supply chain management
- Professional services
- Field Services
- Construction
- Food & Beverage
- Cannabis
- Life Sciences



ESTABLISHED IN
1994

12 countries supported

50 USA states supported



95%
annual client retention rate

25 years helping mid-sized business with **ERP, CRM and BI software**

13 years

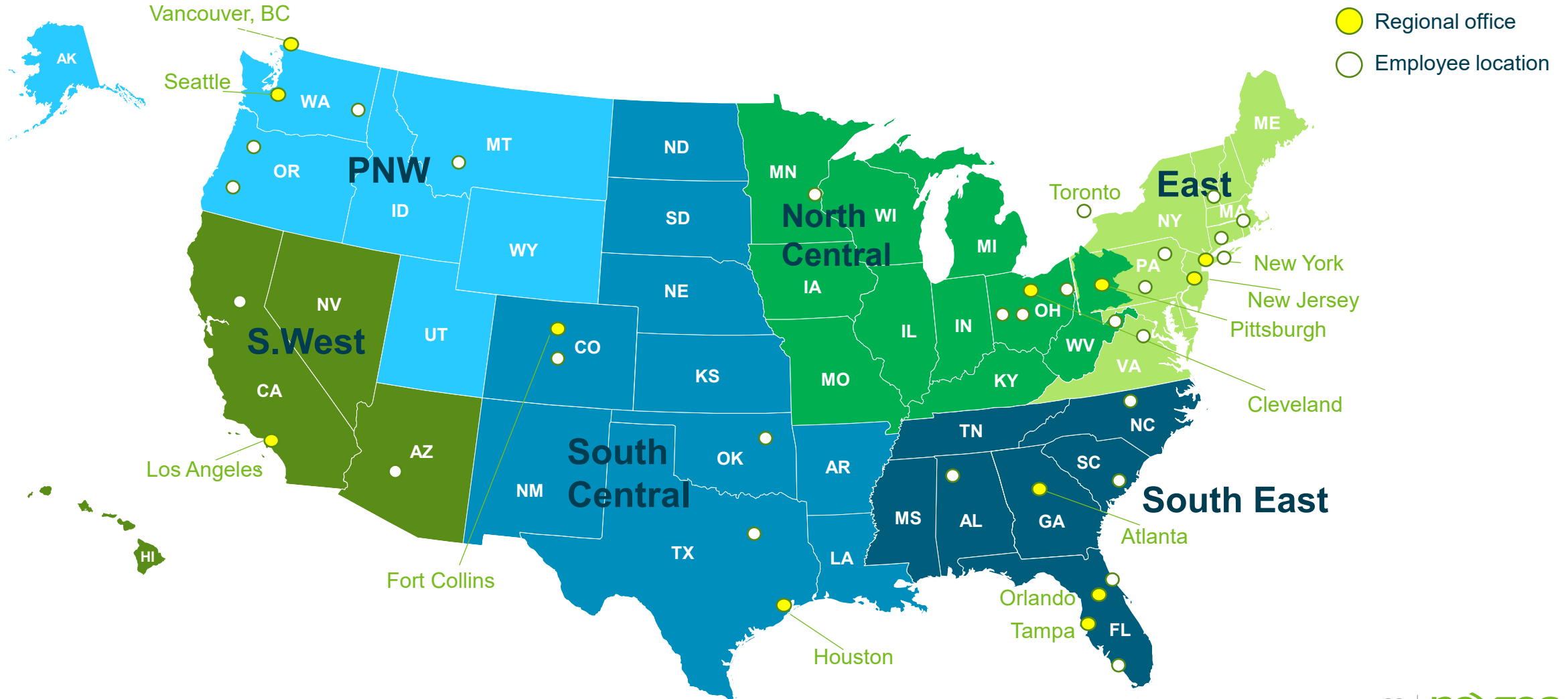
Accounting Today's
Top 100 Resellers

50% of clients **chose NexTec** after working with another provider

600+ Acumatica, Microsoft, Sage and Salesforce **customers**

NexTec national presence

Consultants across the US & Canada, supported by regional offices



Why companies choose NexTec

25 years in ERP, CRM and BI consulting

1

Consultative approach

2

Solution focus vs software

3

Partnership philosophy

- Understand your needs
- GAP analysis
- Create a clear concise plan to achieve goals

4

Proven flexible methodologies

5

Best tools, industry best practices and experience

6

Leading Partner

- ACU President's Club 2019
- Acumatica Advisory Board
- Sage Worldwide #1 Partner FY18 & FY19

We are here to assist you with
your Cloud strategy.

Questions?

Thank you.

Chris Milan

VP of Sales

NexTec Group

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