



The Cloud as a Foundation for Innovation

Putting New Technology to Work for Your Business



The Cloud ERP

Your Moderator



Kathy Visser-May, CMO, Acumatica

Today's Panelists



Laurie McCabe, Partner, SMB Group



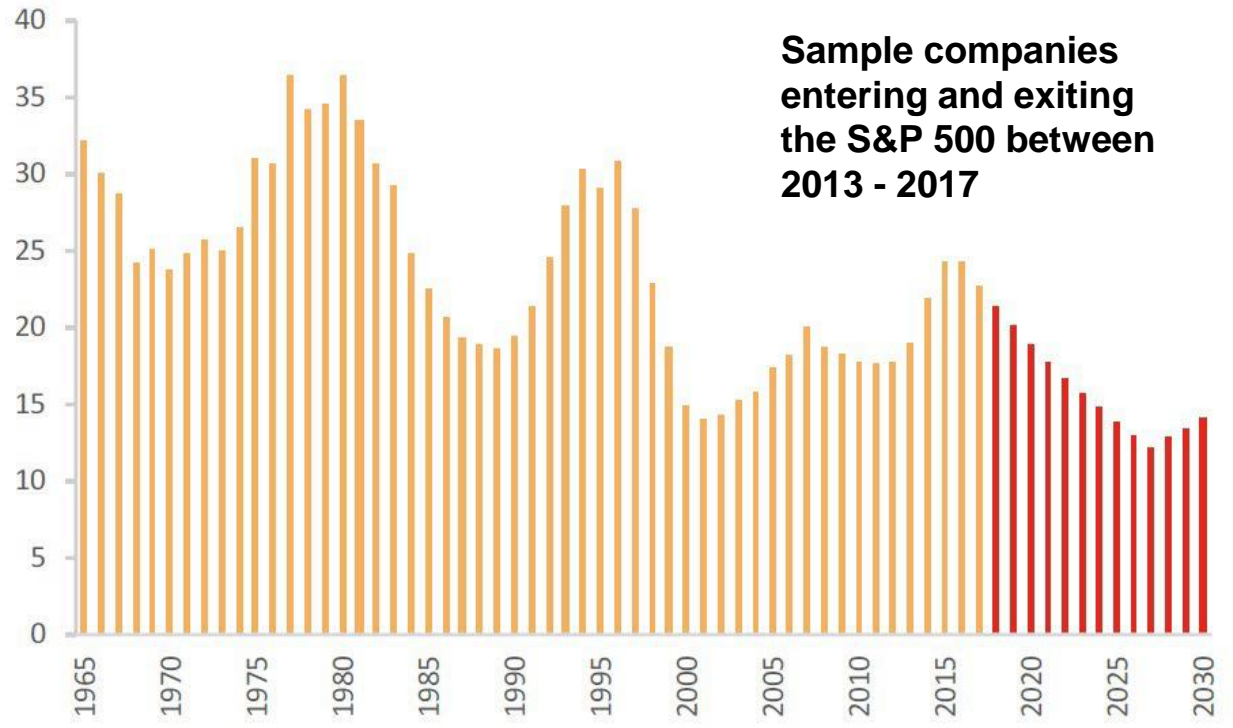
Kerry Mann, Founder and President,
Mantralogix

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Thriving in Turbulent Times

Chart 1: Average Company Lifespan on S&P 500 Index
Years, rolling 7-year average



Data: Innosight analysis based on public S&P 500 data sources. See endnote on methodology. www.innosight.com

Technology is Key to Business Growth



Agree/strongly agree that digital technology is reshaping our industry

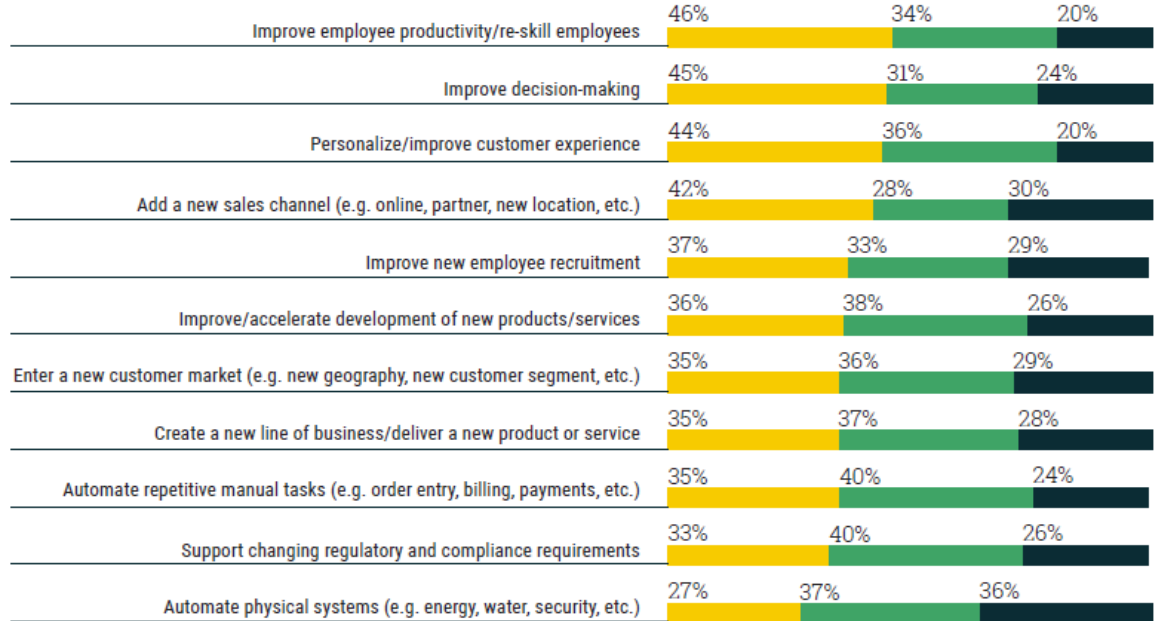


Agree/strongly agree that digital technology is reshaping our company's business model



Agree/strongly agree that using new technology effectively is key to our company's survival and growth

SMB Investments and Plans for Using Technology to Help Achieve Business Goals



■ Current Goal
 ■ Long-term (12-24 months) Goal
 ■ Not a Goal

Percentage of Respondents

Source: SMB Group 2017 SMB Routes to Market Study

Top Challenges to Using New Technology

Top SMB Challenges to Using New Technology Solutions*



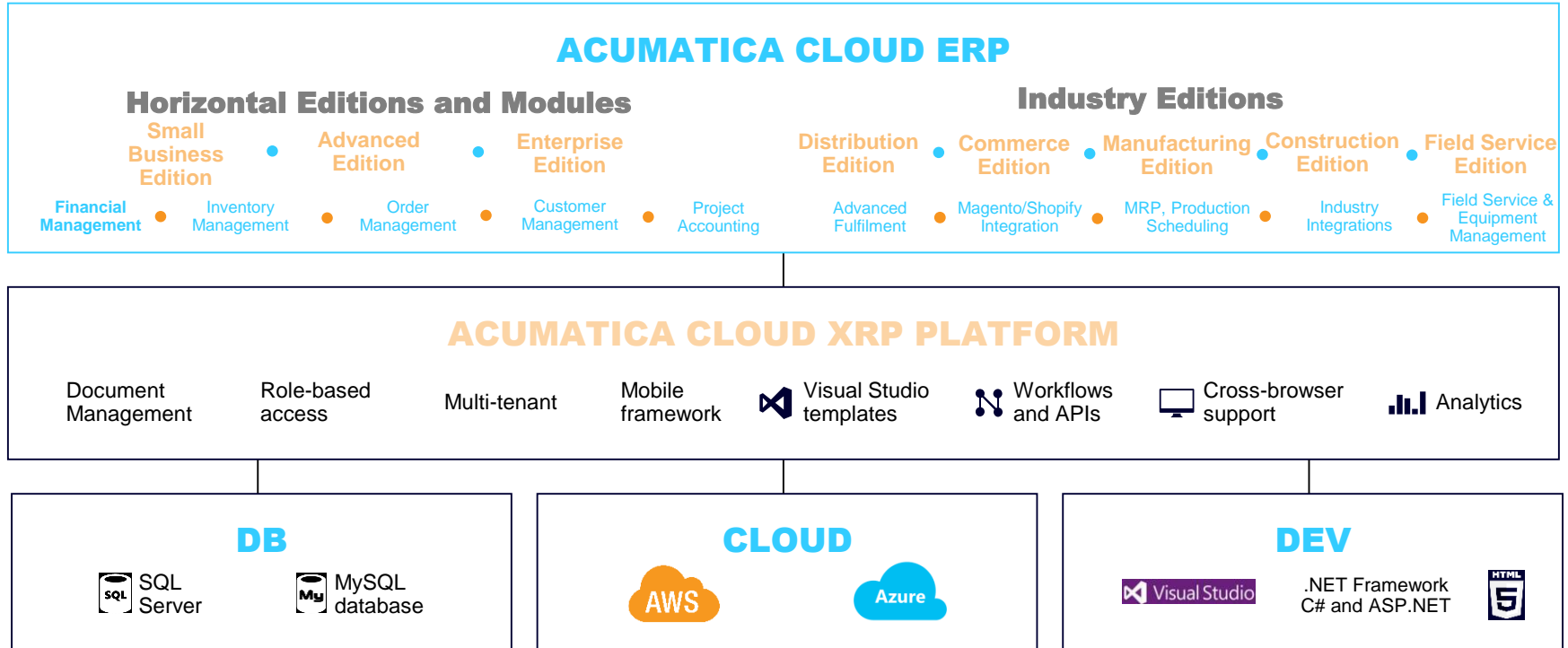
Percentage of Respondents

*Respondents were asked to provide their top three challenges.







Strongly agree that they have a well-defined digital transformation strategy

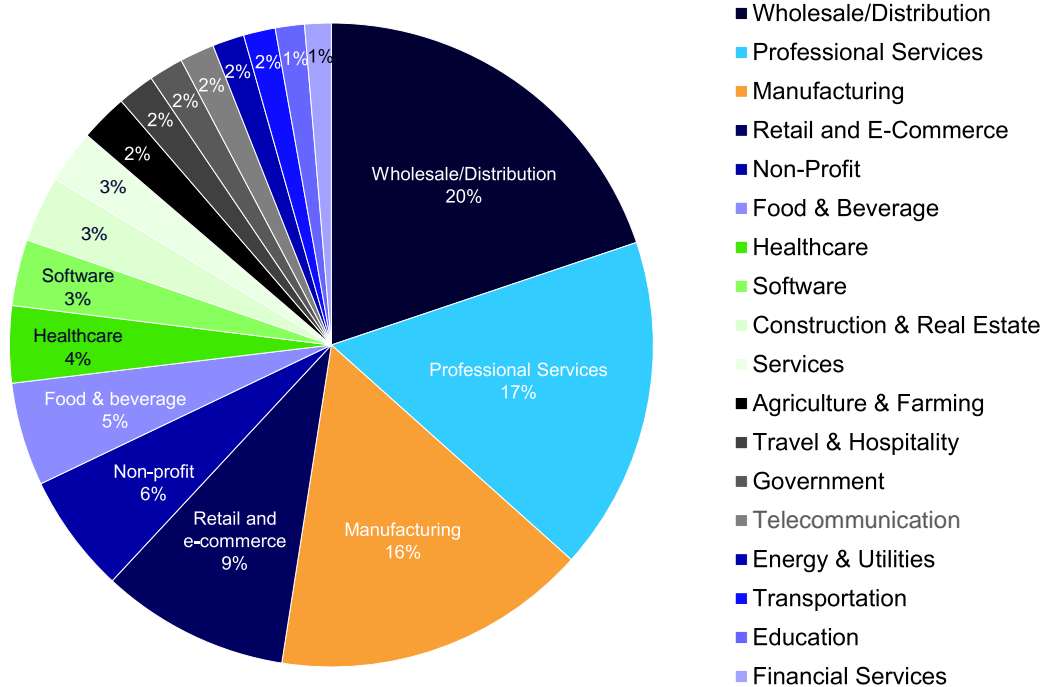
Technology Foundation



Acumatica AI/ML

<p>Platform </p> <p>Natural language search OCR/image recognition and capture</p>	<p>Financial Management</p> <p>Bank reconciliation Anomaly detection & smart suggest in GL Invoice categorization and processing</p>	<p>Distribution Management</p> <p>Inventory replenishment Supplier track record/capacity planning</p>	<p>Customer Management</p> <p>Opportunity heat map Company profiler Customer retention/LTV Social profile matching</p>
<p>Construction </p> <p>Project forecasting Supplier and subcontractor performance Estimation analysis</p>	<p>Automation of Mundane Tasks </p> <p>Expense submission, auditing, and approval Time tracking</p>	<p>Field Service Management</p> <p>Route optimization and logistics</p>	<p>Commerce </p> <p>Recommendations and FBT Fraud detection</p>

Acumatica customers by industry

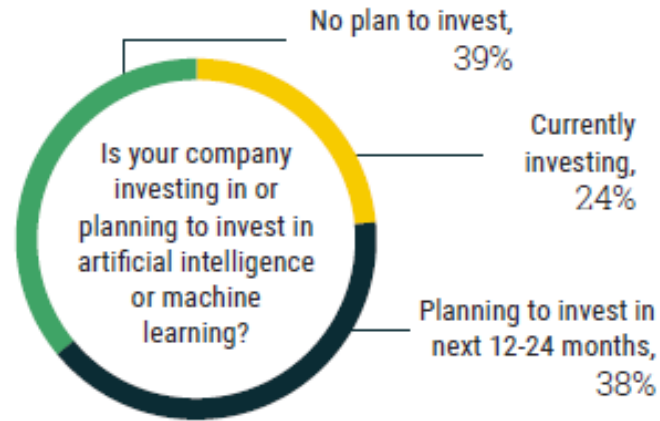


Customer Perspective

SMB Investments in and Plans for AI and ML

“

Acumatica allows us to build in functionality that best fits our needs.
– Thomas Finney,
IT Director, Shoebacca



Source: SMB Group 2017 Digital Transformation Study

Summary

1) The creation-destruction cycle for businesses is heating up



2) Technology adoption is key to business success now and in the future



3) An adaptable cloud platform helps your business stay competitive



Download the full eBook now:

<http://lp.acumatica.com/smb-new-technology-ebook>



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Q&A

Thank You