MYTH VS. REALITY

MYTH: PRIVATE CLOUD IS ONLY FOR ENTERPRISES.

Reality: There are small and midsize businesses (SMBs) worldwide who choose private cloud deployments for a variety of reasons that are not based on company size, but rather business need such as compliance or data privacy reasons. Acumatica is designed and priced for SMBs, in whatever cloud you choose.

MYTH: PRIVATE CLOUD MUST BE HOSTED OFF SITE.

Reality: A private cloud can be hosted at a third-party facility or a private cloud can be on your servers and under your control.

MYTH: I CAN'T CONNECT MY CLOUD ERP TO MY OTHER SOFTWARE IN THE PUBLIC CLOUD.

Reality: With the Acumatica platform, you can easily integrate Acumatica Cloud ERP with other solutions whether they are in the public or private cloud.

Additionally, Acumatica includes several technologies that make integration straightforward, including SOAP and REST web services. Plus, Acumatica's configurable data feeds can map data, then push and pull it between multiple systems without having to perform programming.

PRIVATE CLOUD

Understand when a private cloud deployment is right for your business

Deploying business management software in the public cloud is a great option for many businesses. If you have industry- or business-specific requirements that dictate where or how your data and services should be hosted, a private cloud deployment may make more sense.

Acumatica understands that our customers have varied 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 A TRUE PRIVATE CLOUD

ERP vendors and their resellers may say their private cloud is "truly cloud", but you should be aware of these claims. If a private cloud isn't really cloud, you risk losing the benefits that motivate businesses to choose the cloud in the first place.

Others may say, "We are truly cloud." But, are you required to install software or add a plug-in? Or are you required to have a specific amount of memory and operating system on your workstation? If you can't access your software from a simple browser, it can be "hosted", but it may not be in the cloud at all. Acumatica is built for the cloud and accessible from any popular web browser, with no software required to be installed on your PC or mobile device.

Others may say, "You can access your data whenever you want." But, does it take hours to access your updated data? Or how easy is it to move the complete set of data to another location or hosting provider? Deploying Acumatica in a private cloud enables you to quickly access all your data or migrate your data.

Others may say, "You can easily migrate your data to or from our private cloud." But, can you do that without facing exorbitant costs, and still have access to the same product? Acumatica delivers the same product in both public and private clouds, and you can move from one to the other in as little as 24 hours.

Others may say, "We maintain compliance to standards." But, when standards are updated, how fast could that vendor make the necessary updates to keep you compliant? The time it takes to implement changes like these is an indicator for whether a private cloud is truly cloud. Acumatica Cloud ERP complies to the industry standards designed for SaaS such as SOC1, ISO27001 and PCI compliance. With an Acumatica private cloud deployment, compliance updates can be made with little to no impact on your business.

ACUMATICA - DESIGNED FOR BUSINESSES LIKE YOURS

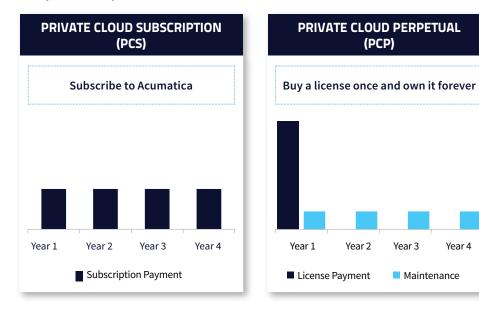| Maximum Productivity	Speed & Performance	Financial Predictability	Comprehensive Support	Flexibility & Choice
Acumatica keeps your users productive wherever they are, on whatever device they're using. Our mobile-friendly design and dynamic page layout makes working in Acumatica faster and more intuitive across any device.	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.	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.	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.	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.

SIGNS YOUR BUSINESS MAY REQUIRE A PRIVATE CLOUD DEPLOYMENT

There are scenarios where the public cloud can't meet certain business or compliance requirements and a private cloud is the best alternative.

You need control over where your data is stored	Simply put, you can't choose where your data is stored in the public cloud. This is up to the discretion of the hosting provider. With a private cloud deployment, you can choose exactly where you want to host your data.
You have data compliance requirements	Understanding the responsibility your business has to safeguard sensitive customer and employee data in the course of doing business is essential, and can dictate how and where you host your data. You want the safeguards of industry standard compliance that were designed into Acumatica.
Your location is not suitable for the public cloud	Data hosting and protection laws vary tremendously across the world, and are evolving rapidly. For example, in Australia, data can only be hosted within Australia. The laws for your region can significantly impact your deployment options.
You have industry-specific requirements	Each industry has its own set of requirements that dictate whether or not a public cloud deployment is suitable. Therefore, it's important to understand the requirements for your industry.

FLEXIBLE PRIVATE CLOUD LICENSING OPTIONS

Acumatica provides two convenient ways to license a private cloud deployment. At any time, you can easily switch between the two.

PRIVATE CLOUD SUBSCRIPTION (PCS)

Subscribe to Acumatica

- Subscription Payment

PRIVATE CLOUD PERPETUAL (PCP)

Buy a license once and own it forever

- License Payment
- Maintenance

CUSTOMER SUCCESS STORIES

"Since Acumatica is easily customizable and integrates with third-party systems like Google Apps and Box.com, AME Corporation is able to take a best in class approach."

Ehren Dimitry, President and CEO
AME Corporation

"We looked for a web-based solution that was flexible, that could be off- or on-premises. Acumatica is a software you can throw into the cloud, or host on-site."

Jay Cheng, CEO
J. Goodin

"With Acumatica, we have ultimate flexibility to make sure our ERP works the way we need it to, not stuck with what used to work."

Charles Hutchinson, CFO
IntraCoastal Environmental

Contact Acumatica today to learn more about our private cloud deployment options, or to connect with one of our business partners in your local area.