



HAPPENINGS

ASWi Customer Newsletter

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Happenings Purpose

The purpose of a newsletter is an opportunity for the ASWi team to provide you and the rest of our clients with information on all the new ASWi and Acumatica related things (or “happenings”) that you may not otherwise be aware of.

Please feel free to share this newsletter with any/ all of your team. Please let me know if anyone on your team who would like to be added to the mailing list for the next issue and removed.

Happy Salesperson Day!

“What makes a good salesperson? Let me be clear that it’s not the person who can talk someone into anything. It’s not the hustler who is a smooth talker. The best salespeople are the ones who put themselves in their customer’s shoes and provide a solution that makes the customer happy.”
Mark Cuban

Everyone on the ASWi sales team has invested decades into learning about technology, about the industries of our customers, about adult learning theory, about our customers and vendors and about solutioning.

Just as importantly, we rely heavily on our Superordinate shared values of Love, Serve, Care and our Superordinate mission of providing substantial value that sustainable, scalable, and systemic.

We believe this puts us in the best position to put ourselves in your shoes and to make you happy. Thank you for giving us the opportunity to do so!.

Calendar of Events

Date	Event/Activity	Notes
12/14	LeaseQuery CPE Summit ASC 842 Considerations	Online. Register Here
1/16 - 17	NSSF SHOT Week Supplier Showcase	Visit ASWi’s FirearmsERP team at their booth.
1/17 - 20	NSSF SHOT Show	Caesars Forum & Venetian Expo, Las Vegas, NV. Register Here
1/17 - 19	World of Concrete	Las Vegas Convention Center. Register Here.
1/29 - 2/3	Acumatica Summit 2023	Wynns Las Vegas. Visit Summit website here .
1/31 - 2/2	NAHB International Builders’ Show	Las Vegas Convention Center. Register Here.
2/26 - 3/1	ASD Market Week	Las Vegas Convention Center. Register Here.
3/14 - 18	CONEXPO-CON/AGG	Las Vegas Convention Center. Register Here.
3/20 - 23	PROMAT	McCormick Place, Chicago, IL. Register Here.
5/10 - 12	AICPA CFO Conference	Salt Lake City, UT. Register Here.
6/14 - 15	Retail Innovation Conference	McCormick Place, Chicago, IL. Register Here.
6/21 - 23	CICPAC Annual Conference	Chicago, IL Register Here
7/15 - 19	CFMA Annual Conference	Aurora, CO Register Here
7/30 - 8/1	RetailNOW 2023	Orlando, FL More Info
9/11 - 13	Pack Expo International 2023	Las Vegas More Info



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Movies of Note

Date	Movie
12/9	Acumatica Customer Success Story - Smartnumbers
12/9	Acumatica Customer Success Story - BLD Brands
12/9	Acumatica Customer Success Story - Design Studio
12/9	Acumatica Customer Success Story - xByte Technologies
12/9	Acumatica Customer Success Story - EOS Group
12/9	Acumatica Customer Success Story - Ergoresearch
12/7	Acumatica Customer Success Story - ProPharma Distribution
12/9	Acumatica Customer Success Story - Dakota Red
12/6	Acumatica Customer Success Story - Cave Direct
12/6	Acumatica Customer Success Story - Mous
12/7	Acumatica Customer Success Story - OFS International
12/6	Acumatica Customer Success Story - Incubeta
12/9	Acumatica Customer Success Story - Bob Davis
12/6	ShipHawk's integration to Acumatica Cloud ERP
12/9	Acumatica Customer Success Story - SuperPrem Industries
12/8	Accessing Historical Dynamics GP data within Acumatica Cloud ERP

Acumatica Webinars

Date	Time	Webinar
12/13	1:00 pm CT	Expedite the Engineering to Manufacturing Hand-off with Connected Product Lifecycle Management
12/15	12:00 pm CT	Automated Inventory and Order Management with Acumatica Distribution Edition
12/20	12:00 pm CT	Building a Solid Foundation for your Construction Business
12/21	12:00 pm CT	Smart Supply Chain Strategies for SMBs
12/27	12:00 pm CT	Power Work Forward with Exceptional Usability in Acumatica Cloud ERP
12/28	12:00 pm CT	Retail Tools to Strengthen Customer Experiences

Acumatica Blog

Date	Article
12/6	Acumatica Summit 2023: 2 Things to Know Before Choosing Your Training Sessions

Acumatica Community Discussions of Note

Thread
Import Scenario for Equipment
Charge Back Process
Employee Payroll Advance
Unapplying Debit Adjustments
Prepayment Journal Entry

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Acumatica Summit 2023 | What the Cool Kids Will Be Wearing

16 ASWi Customers, Prospective Customers and staff have registered for the Acumatica Summit 2023 customer conference (so far).

How are they going to be able to spot each other within the 3,000+ attendees?

Like last year, we will give all our Summit attendees a fluorescent yellow tag with the business cards of the ASWi team members that will be at Summit.

We will also be providing fluorescent yellow storage bands to the 16 Summit attendees that can be attached to their backpacks.

We are hoping this will make it easier for ASWi's customers and prospective customers to see each other at Summit.

To help in that endeavor, at the breakfast and lunch sessions, as well as the morning keynotes, our Summit attendees will also be able to look for the fluorescent yellow ASWi flag.

All this fluorescent yellow may be a little "cheesy" but it is meant to let us have a little fun, and to be able to more easily enjoy and facilitate the Acumatica Summit experience with each other.



Acumatica Cloud ERP | Module Spotlight - Global Financials

By default, Acumatica Cloud ERP enables companies within separate tenants to have different base currencies. Also by default, related companies the same tenant are able to share customers, vendors and/or items, as well as do intercompany transactions, centralize approvals, and have real-time reporting across the companies.

The Acumatica Global Financials add-on enables related companies or company groups to have separate base currencies in the same tenant.

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Acumatica Cloud ERP | Capability Spotlight - External Data Storage

By default, Acumatica Cloud ERP stores the files attached to documents in the Acumatica Cloud ERP instance's database (usually Microsoft SQL Server). This solution includes automated backups, versioning, file synchronization and integrated security, which makes it a nice option for Acumatica subscribers who do not a lot of file attachments.


For subscribers with a lot of large file attachments, Acumatica Cloud ERP can alternatively store the files outside of the database. This can be either in a local folder on the server that is hosting an Acumatica Cloud ERP PCS instance, or in a public cloud using a storage service, such as Azure Blob Storage or Amazon Simple Storage Service (Amazon S3).

Here is a link to a short but informative movie by Doug Johnson from Acumatica discussion this standard capability of Acumatica Cloud ERP: <https://www.youtube.com/watch?v=cE22UNDoeSo>

Acumatica Cloud ERP | Capability Spotlight - External Data Storage

Are you so excited (about Acumatica Cloud ERP) and you just can't hide it? Get a \$30 gift card by spreading the word.

TrustRadius is a research team that is asking Acumatica Cloud ERP subscribers to answer the following question a scale of 1 to 10:



How likely are you to recommend Acumatica to a friend or colleague?

Click a rating then sign in to review Acumatica.

Not likely

1

2

3

4

5

6

7

8

9

10

Very likely

They also request that you provide a review that explains your rating.

In exchange for publishing your review, TrustRadius will email you a \$30 gift card, just in time for the Holidays.

If you're interested, you can go to <https://www.trustradius.com/welcome/acumatica?o=gc30> to provide your rating and review.

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ASWi Customer SpaceManager Closets Featured on Acumatica Website

<https://www.acumatica.com/blog/architectural-products-manufacturers/>

Though its name suggests otherwise, [SpaceManager Closets](#) is more than a custom closet organizer system manufacturer. Closet organization was the manufacturing company's first foray into home organizational systems over 20 years ago, but SpaceManager Closets expanded to include custom designed and manufactured home office cabinets, pantry closets, garage cabinets, wall beds/murphy beds, entertainment systems, and much more.

SpaceManager Closets is passionate about making life more "efficient and enjoyable by providing intelligent closet storage solutions that put things in their proper place." And the team is laser-focused on providing quality products and exceptional customer service.

To manage its financial and accounting needs, the SpaceManager Closets' team relied on QuickBooks Online, but though it did the job, it was limited in its scope. The company also utilized a CRM application called Job Nimbus, which had a mobile app that helped their field staff—but not much else.

Employees using the multiple applications were required to use spreadsheets and manual data entry was also an unfortunate necessity. President and CEO Francis Nwabudike knew they needed a new solution that could manage all of their purchasing, inventory, manufacturing, field service, financial management, and customer needs in one place. And he wanted it to be cloud based.

So, he decided to go shopping, searching for a user-friendly, nimble, and scalable cloud ERP solution that could manage their unique needs. Oracle NetSuite, Microsoft Dynamics 365, and Acumatica made Nwabudike's final list, but only one made the cut.

"When I discovered Acumatica, I was quite surprised that anything like that existed," Nwabudike says. "I was amazed that it could do all the things that it could do."

After implementing Acumatica with the help of Acumatica partner ASWi, SpaceStorage Closets is able to:

- Use Acumatica's low code/no code capabilities to make changes within the ERP without relying on a developer.
- Save money and encourage growth with Acumatica's unique pricing model.
- Provide the company's field teams with an easy-to-use and native mobile app.
- Take advantage of Acumatica's many third-party applications to extend Acumatica's capabilities.

Within the first year of using Acumatica Manufacturing Management, Nwabudike says they've resolved almost 95% of their inventory challenges. They've also utilized Acumatica's real-time data, helping shop-floor employees do their jobs properly and the leadership team to make smarter, more strategic business decisions, such as buying materials in bulk, ensuring they have what they need on hand while simultaneously saving costs.

Says Nwabudike, "It's literally the lifeblood of the system at this point. There's nothing we do that doesn't include Acumatica."

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Business 101: 5 Ways to Overcome Confirmation Bias

by B. Luippold, S. Perreault, J. Wainberg - Journal of Accountancy

Confirmation bias - one of the five commonly occurring judgment biases - has the potential to trip business leaders up during our daily and strategic decision-making. Critical information used in our decision-making is often highly filtered, dated and/or too ambiguous to allow us to definitively identify the right decision to make.

As a result, our initial hypothesis may not actually represent the true cause of a problem or an opportunity, which can result in a flawed decision. Unfortunately, the deeper we get into investigating a particular hypothesis, the more difficult it becomes to consider other potential hypotheses. This is because, once a potential explanation has been identified, it is human nature to seek evidence that supports the explanation and ignore evidence that disconfirms the explanation.

This is the behavior psychologists refer to as “confirmation bias”. As such, if we generate an early hypothesis, we risk overlooking important contradictory evidence and this could result in a flawed evaluation of the data.

Here’s what can we do to overcome confirmation bias:

1. **Don’t Jump to Conclusions.**

Treat your initial data-gathering stage as a fact-finding mission without trying to understand the specific causes of any identified fluctuations. That is, resist the temptation to immediately generate potential solutions or answers and, instead, wait until you have a more complete information set to review before considering reasons why the data may differ from your expectations.

2. **Brainstorming: The Rule of Three.**

If possible, identify 3 potential causes or actions to take for each problem or opportunity. Why is 3 the magic number? Research has shown that those who develop 3 options are more likely to correctly identify misstatements and errors when analyzing a decision than those who develop just 1 option. Research shows that those who develop 3 hypotheses are actually more efficient and just as effective as those who develop more than 3 hypotheses.

3. **Flag it.**

When identifying potential causes or actions to take, take note of the specific information that caused the 3 options that you are evaluating to be created in the first place. Present that data to a colleague, peer, or trusted business advisor to see whether they come up with similar conclusions. If not, they have assisted you in expanding your decision-making options set, thereby improving your chances of identifying the best decision to make. If their conclusions are similar to yours, the colleague has provided you with a validation point.

4. **Prove Yourself Wrong.**

Once we have created our initial set of hypotheses, human nature will push us to seek out evidence that confirms these explanations/actions, ignoring the fact that the evidence could also indicate a different explanation. Unfortunately, it is also common to subconsciously ignore contradictory evidence and both actions lead to a potential confirmation bias that may cause faulty judgments. So instead of searching for confirmatory evidence, try to disconfirm your initial suspicions by actively seeking out and considering contradictory information. Such an approach is likely to lead to stronger and more definitive conclusions.

5. **Circle Back**

After making your decision, don’t forget to “circle back” and consider new hypotheses when examining new information as it appears.