December 23, 2022

⟫ ASWi **HAPPENINGS**

ASWi Customer Newsletter

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. Pease let me know if anyone on your team who would like to be added to the mailing list for the next issue and removed.

Wishing everyone a very safe and happy holiday season!

Thank you for entrusting ASWi to be your Acumatica Cloud ERP solution provider, for your partnership in 2022 and for your partnership in 2023.

I hope you have a very happy and prosperous New Year!

ASWi Customer Spotlight: **Atlas Surveying**

ASWi is very humbled and proud to be able to serve our customers as an ERP solution provider and a trusted business advisor.

This week, I would like to spotlight and introduce **Atlas Surveying**, who are one of our newer customers, to the rest of the ASWi ecosystem, so that you will see that you are in great company with some of the most innovative organizations in the country.

Overview	Atlas Surveying is a 130 person land surveying firm that was started in the garage of President Billy Gray in 2004 with 1 truck & 2 employees.
Locations	Savannah/Hilton Head, Charleston, Charlotte, Greenville/Spartanburg
Website	https://www.atlassurveying.com/

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Acumatica Summit 2023 | Women in Tech Luncheon

Every year at the Acumatica Summit, Women in Technology (and any other attendees who want to participate) gather to discuss equity in the workplace.

Just as Acumatica continues to grow this community, at Summit 2023 they will have some exciting new additions planned for the Women in Tech Luncheon. This year, on popular demand, they've not only expanded the program for the Women in Tech Luncheon, Acumatica have also added a reception/knowledge and networking session -- an extended opportunity for women in tech to network, converse, and mentor one another.

Session Details:
Women in Technology Luncheon:
How to Be Heard, Be Seen, and Be Relevant
12:00 PM-1:30 PM

Women in Tech Networking Workshop & Reception
6:30 PM-7:30 PM

Spots are filling up quickly, so secure your seat NOW and join 300+

attendees on January 30 for the WiT Luncheon and Networking

Workshop! Register Now

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ISV Product Spotlight | Mekorma Auto TIN Matching

Taxpayer Identification Number (TIN) matching is a process that compares the TINs provided by payees on their tax forms (such as Form 1099) to the TINs on file with the IRS. This helps ensure the information received from your vendors is accurate for reporting purposes. There are several advantages to doing TIN matching prior to submitting Form 1099, including improved efficiency, fraud prevention, and reduced risk of penalties.

Many AP departments don't realize that, while vendors are responsible to provide an accurate TIN, it does not always happen. Your business IS responsible for penalties issued by the IRS due to incorrect filings. By TIN matching prior to submitting Form 1099, you can streamline the tax reporting process and avoid these potential fines.

Mekorma offers a way to automate this process in Acumatica.

Please let Keith Wood (keithw@aswius.com) in our office know if you are interested in more information.

Acumatica Cloud ERP 2022 R2 | SmartSheet Integration

The community-supported SmartSheet integration is now compatible with the 2022 R1 and 2022 R2 releases of Acumatica Cloud ERP.

You can follow the GitHub link to access the project: https://github.com/Acumatica/Acumatica-Smartsheet.

Smartsheet is a modern SaaS visual project scheduling tool for tasks and resources that's integrated with Acumatica Project Accounting to make any project professional's job easier. Field supervisors and project managers can use Smartsheet to reschedule tasks and resources quickly and easily. Scheduled changes are sent back to Acumatica to update Project Accounting. Users who perform back-office business processes such as project costing, purchasing, and expense processing can do so in Acumatica.

Note: Smartsheet account is required to use this integration. For pricing on Smartsheet, you can visit Smartsheet Pricing.

Please let Keith Wood (keithw@aswius.com) in our office know if you are interested in more information.

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Business 101: Back of the Envelope > Statistical Morass

If you've never read "Blink" by Malcolm Gladwell, or if it's been a while since you have, I highly encourage you to do so now.

It's a very interesting and easy to digest book with some intriguing "use cases" where intuition and snap judgements were more accurate and insightful than months of paralysis from analysis.

He "does the math" in showing why seemingly snap judgements are often based on a deep wealth of experience and knowledge that our minds process surprisingly fast and accurately.

When speaking with folks about their businesses' transaction volumes, they often say they "have no idea" what it is. Yet, if I then ask "is it closer to 100 invoices a month or a 1,000 invoices a month?", I will almost always receive a response of such detail "We process about 452 invoices a month" that it often surprises the person who said it. To me, this is an example of what Mr. Gladwell is writing about in "Blink".

The next time you are evaluating a major decision, whether it is regarding an investment (such as adding a module to your existing Acumatica Cloud ERP instance), a hiring, a change to your strategies or business plans, etc., I would invite you to do a "back of envelope" analysis regarding the decision.

Often times, it will be a more accurate information source than waiting for volumes of supporting materials and spreadsheets to be accumulated, and almost always faster.

Dad Jokes of the Day | Christmas Edition

Q: What do snowmen call their offspring?
A: Chill-dren

Q: Where does Santa store his suit?
A: In his Claus-et

Q: Did you hear about the angry snowman?
A: He had a meltdown.

Q: Where to Santa's reindeer stop for coffee?
A: Star-bucks.

Q: What is every elf's favorite type of music?
A: Wrap.

Q: Why does Santa always enter through the chimney?
A: Because it soots him.

Q: Why does Santa use a GPS?
A: He doesn't' want to be a lost Claus.

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Movies of Note

Date	Movie
12/19	AUGforums.com - Real Talk: Kurt Keating, Acumatica System Administrator for MiiR
12/19	Acumatica Success Story: Phoenix Renovation & Restoration
12/21	DataSelf Analytics: Customizing Analytics for your ERP app
12/18	Why WordPress is no longer relevant in 2023

Acumatica Webinars

Date	Time	Webinar
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
1/4	1:00 pm CT	Automated Inventory and Order Management with Acumatica Distribution Edition
1/10	1:00 pm CT	Power Work Forward with Exceptional Usability in Acumatica Cloud ERP
1/11	1:00 pm CT	How R&I Industries Streamlines Fabricated Metal Operations with Acumatica Manufacturing Edition
1/12	1:00 pm CT	Field Service Management Essentials

Acumatica Blog

Date	Article
12/20	Expanded Sessions, Deeper Insights: How Acumatica Summit 2023 Breakout Sessions Will Level-Up Your Business
12/21	Boot HR Performance with Cloud ERP

Acumatica Community Discussions of Note

Thread
Approval Maps for PO Variances
Stripe Integration with Acumatica under Customers and Projects
Dunning Letter Report (AR661000) showing all invoices not according to dunning level
Video of Taking a Physical Inventory in Acumatica Cloud ERP
Create a Task that recurs quarterly

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Calendar of Events

Date	Event/Activity	Notes
1/16 - 17	NSSF SHOT Week Supplier Showcase	Visit ASWi's FirearmsERP team at our booth 51510.
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