

ASWi 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.



Wishing everyone a very safe and Happy New Year!

A very heartfelt Happy New Year and Happy Holidays to you, your loved ones and everyone in your organization from the entire team at ASWi.

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 and the entire ASWi team are very honored and thankful that you have allowed us to be your trusted opportunity and for giving us the opportunity to Love, Serve, Care for you, your team, and your business.

I know 2022 has presented many challenges on a lot of fronts, with some of those challenges being very serious. Unfortunately, I have no doubt that 2023 will bring even more challenges, some expected and some surprising.

Having said that, 2022 also brought many new opportunities and benefits and I also have no doubt that 2023 will also bring many new opportunities and benefits.

As an FYI, below are just a few of the ways that we will look to continue to earn your trust and to continue to serve you as your Acumatica Cloud ERP solution providers in 2023:

We are continuing to invest in additional experienced professional service consultants to advise and assist you in ways to continue to adopt and leverage your Acumatica Cloud ERP subscription.

We are creating a Customer Success Manager role to provide you and your team a single point of contact at ASWi to facilitate any/all questions regarding your Acumatica Cloud ERP subscription and the assistance that ASWi can provide you.

We will look to have Strategic Business Planning/IT Roadmap meetings with you and our other customers either annually or at another cadence (semi-annually, quarterly, monthly) that will enable you to ensure that your IT roadmap has a 1:1 relationship with your 2023 business plan and that the IT roadmap continues to evolve and adapt as your strategic plans evolve.

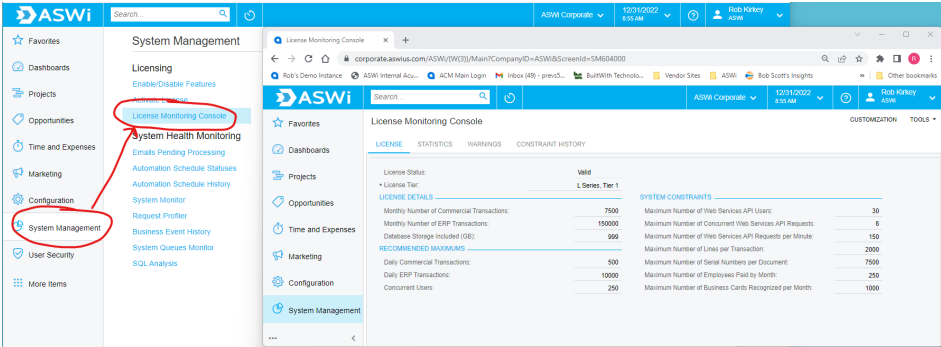
In addition to the ASWi Customer Appreciation event on January 29th at TopGolf Las Vegas, we are looking for other ways to bring our customers together in 2023 so that you can network with our other clients and share Acumatica Cloud ERP expertise with each other.

Be blessed, be happy, and please contact me if there is anything the team at ASWi can do to help you enable you to reach your 2023 goals and to take advantages of the opportunities that 2023 presents to you and your team.

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Acumatica Cloud ERP | License Monitoring Console



Acumatica provides a License Monitoring Console form that is designed to provide one central location for viewing all license information, and to make it simple for customers to know their license usage.

By using this real-time usage data, Acumatica Cloud ERP subscribers can determine if they need to consider increasing, or even possibly decreasing, their license needs. The console provides license information, which includes the licensed number of monthly CTV (Commercial Transaction Volume) and ETV (ERP Transaction Volume); the recommended maximums for daily CTV, ETV, and number of users, if applicable; and system constraints for number of inventory items, business accounts, and other factors. For Acumatica Cloud ERP SaaS subscribers, there is also information regarding data storage sizing.

You can see detailed statistics of system resource use by month and by day, you can also view any warnings that have appeared if your Acumatica Cloud ERP instance has exceeded the limits for resources specified in your Acumatica Cloud ERP license subscription.

If your Acumatica Cloud ERP instance is licensed utilizing transaction tiers, it will continue to operate even if the maximum CTV or ETV for your Acumatica Cloud ERP license subscription has been exceeded. It will display that information and warning on the License Monitoring Console form.

If there are three such violations in any training 12-month period, the subscriber will be required to upgrade to a license tier that will accommodate its transaction volumes.

The monthly Commercial Transaction Volume (CTV) is equal to the single highest volume of transactions among these transaction types: Sales Orders (of any order type), Shipments, AR Invoices, Customer Payments, Purchase Orders, Purchase Receipts, AP Bills, and AP Payments.

The monthly ERP Transaction Volume (ETV) is equal to the total number of times an Acumatica object is created or modified (essentially the same as clicking **Save** on any Acumatica form).

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ISV Product Spotlight | Quality Management Suite



The eWorkplace Apps Quality Management Suite for Acumatica is now certified for Acumatica Cloud ERP 2022.

It also includes the following new features:

- Standard AQL (Acceptance Quality Limit) functionality
- Partial production Quality Control (in-process QC and finished good QC)
- General inquiries for enriching the product
- NC (Nonconformance) and CAPA (Corrective Action/Preventative Action) enhancements.

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

Acumatica Cloud ERP SaaS | What Acumatica Manages

Acumatica manages the work involved in setting up and provisioning an Acumatica Cloud ERP instance, as well as configuring the initial environment for you to access it.

Acumatica SaaS currently uses Microsoft SQL Server. Other database options exist for private cloud deployments.

Once they make the Acumatica Cloud ERP environment accessible by the subscriber, Acumatica automates common administrative tasks, such as performing backups, software updates, and continuous monitoring and tuning, including multi-homed internet and power backup.

Acumatica includes a range of benefits that come standard with the SaaS subscription. These benefits are provided by Acumatica using Amazon Web Services (AWS), are backed by Acumatica's SLA, and surpass the benefits available from most external private hosting providers. This includes disaster recovery, backup service, 24/7 access, high availability, monitoring, software updates, and application maintenance.

The Always Current Program is a free option for all SaaS customers to automatically get monthly updates and semi-annual upgrades for the latest Acumatica Cloud ERP releases as they are made available.

Prior to the free automated upgrade, customers work with their Acumatica Partner to procure a free sandbox for testing and training.

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4 Key Elements of a Strategic Plan

by PlanView.

A strategic plan that enables the realization of organizational change and transformation must include four key elements.

1. Clear Prioritization Across Silos

Silos can be priorities within your organization or partnering organizations. If you are dependent on them and they are not available, your initiatives will suffer. To enable real and successful strategic execution, you need to tie their strategic plans to a roadmap that crosses your entire enterprise, from the top down (including nominated executive sponsorship) linking to each individual's specific activities and goals.

2. Big Picture, Pragmatic View

A strategic roadmap can turn static strategic desires into illustrations of what the organization needs to specifically do to deliver it.

3. Enabling Top-Down Agile Execution

To be most effective, the strategic plan should not be determinative, but will empower the organization to create plans to implement it, and will allow for learning. This will ensure that the way the strategy is delivered will take strongest advantage of resources, and will be implemented in the best way possible (budget, efficiency, operations). An iterative process is ideal.

4. Quickly Understand the Impact of Disruptions

New regulations, competitor surprises, supply chain upsets, etc. are interruptions that chip away at productivity and encourage detours from the roadmap. And it's our natural tendency to do those things first that we know we can resolve immediately.

Instead, we should focus on gauging what impact these disruptions have "on the ground" and to the overall strategic roadmap. Then quickly act accordingly.

Dad Jokes | New Year's Edition

A New Year's resolution is something that goes in one year and out the other.

Q: What is corn's favorite holiday?

A: New Ear's Day.

My new year's resolution is 4k.

Q: What do you say to someone you saw last week?

A: We haven't seen each other for a year!

They say that New York City has the best New Year's celebration but I think that they drop the ball every year

Q: What happened to the man who shoplifted a calendar on New Year's Eve?

A: He got 12 months.



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Movies of Note

Date	Movie
12/30	The Future of eCommerce - Brent Bellm, BigCommerce CEO
12/30	Xemelgo 2022

Acumatica Webinars

Date	Time	Webinar
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
1/14	1:00 pm CT	Why Acumatica Cloud ERP Outshines Oracle Netsuite
1/18	1:00 pm CT	Tips and Tricks: Distribution Edition
1/19	1:00 pm CT	Building a Solid Foundation for Your Construction Business
1/24	1:00 pm CT	Modernize Manufacturing Operations with a Comprehensive, Multi-Modal System
1/26	1:00 pm CT	Retail Tools to Strengthen Customer Experiences

Acumatica Blog

Date	Article
12/28	Year in Review: Acumatica’s Top Milestones of 2022

Acumatica Community Discussions of Note

Thread
How to edit the My Orders generic inquiry on the Customer Portal
Add a “Duplicate” tag to multiple printouts of a report
How to add more Aging Periods columns
How to access Ship Date on a Sales Order
How to Change the report name when exporting to .PDF or Excel



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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 .
9/11 - 14	FABTECH 2023	Chicago, IL More Info .
9/18 - 20	PROCORE Groundbreak	Chicago, IL More Info .
10/31 - 11/3	SEMA 2023	Las Vegas, NV