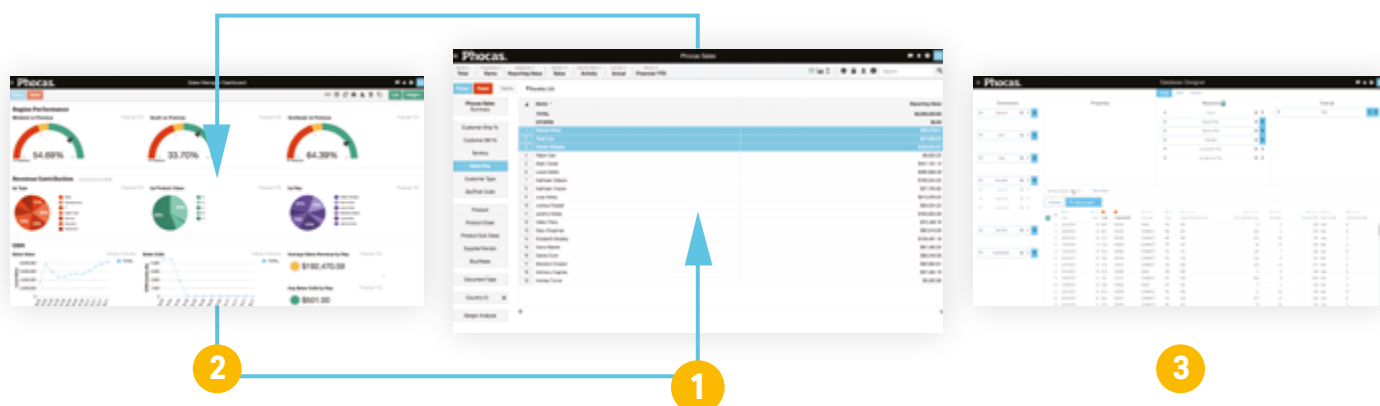# Phocas. + Acumatica

Business intelligence from Phocas for Acumatica, is an easy to use, simple and effective way to get fingertip access to the data that really makes your business tick.

For those businesses that are using Excel spreadsheets or static reports it's much easier to bring useful data to life with charts and graphs to help you understand what you need to do in the moment to drive your business forward.

Wouldn't you like to know what's really happening across your business today? Oftentimes people share the frustration of drowning in data but being left starving for information. Phocas eliminates those challenges by giving you a quick to implement, engaging solution that adds value immediately. Whether it be growing sales, optimizing your stock, streamlining your purchasing, or delving into the financial heartbeat of your business.

Must-have 3-layer data analytics for manufacturing, distribution and retail

Visualization

- Dashboards give the full picture
- Customer scorecards enrich conversations
- Improve individual or team performance with live tracking
- Chart or graph findings and share

Toggle between these layers to move between the overview and the underlying detail at a transaction level

Analysis

Where the magic happens!

- Follow your train of thought
- Designed to fit your industry
- Designed for typical role-based KPIs
- One version of the truth, companywide
- Share datasets, views, reports and findings with others based on your access rules
- No set drill paths and canned reports – slice and dice to suit you
- **You can't break it!**

Database Designer

- Other data sources are brought in easily yourself or have Phocas help you out
- Customize to perfectly match your needs
- Drag and drop functionality

Prebuilt analytic views for core Acumatica modules:

Sales – are your sales going up or down? see it all on sales dashboards or do ad hoc analysis.

Purchasing – are you buying the right products to meet customer demand?

Financial Statements – analyze your financial data — from a consolidated P&L to detailed account information across companies and locations

Inventory – are your stock turns optimized? where is your slow-moving stock?

A/R – don't miss out on payments owed by knowing at a glance what you are expecting to receive

A/P – never again miss a fast-pay discount and negotiate better payment terms with data

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In 2019, BARC's The BI Survey 19 compared Phocas to 35 other BI vendors, including QlikView, Tableau, Microsoft Power BI and Looker.

Individual results from each survey topic have been extracted from **BARC's *The BI Survey 19*** report and are based out of ten in each category. For more information please visit *bi-survey.com*.

Survey category - KPI	Phocas.	QlikView	Tableau	MS Power BI	Looker
Customer satisfaction – combines the 'Product satisfaction', 'Vendor support' and 'Implementer support' KPIs	9.3	5.3	4.5	6.6	7.2
Project success – based on the implementation satisfaction level and the frequency of projects completed on time and on budget	10	6.6	6.0	6.8	7.6
Business benefits – based on the achievement level of a variety of business benefits	9.8	7.2	5.3	5.7	8.1
Recommendation – based on how many users would recommend the product to others	10	5.8	5.0	7.3	9.0

> "We've used Phocas for a number of years and it is an excellent tool. We can analyze the specifics of our customer sales and perform an in-depth analysis based on product brand and type. Our team can ask all sorts of questions and Phocas will deliver the answers quickly and easily."
>
> **Andy Taylor**, IT manager, Baylis & Harding PLC

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DSD
BUSINESS SYSTEMS

Phocas.
Got data. Get results.