ACUMATICA
PROSPECTUS
2016

"YOUR GLOBAL EDI NETWORK"

Acumatica Certified Application

Customer Validated Application

16th Annual
PROS to KNOW 2016
SupplyDemandChain Executive

Acumatica
THE CLOUD ERP

B2BGATEWAY.NET
GLOBAL EDI NETWORK

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GLOBAL EDI NETWORK

A WORD FROM THE CEO

B2BGateway was founded in the United States in 1999, during the height of the original ".COM" boom. During that time organizations were growing at an extraordinarily fast rate, but they were also going out of business just as fast. At B2BGateway the growth of the organization has been directly proportional to the improvements in our infrastructure and the effectiveness of the staff. Our network has evolved over the years into a massively parallel and infinitely scalable distributed processing system.

At B2BGateway, our growth and expansion continues but always at a controlled rate. As a cutting edge, cloud based, highly technical organization, it is interesting that we also embrace old fashioned personalized customer service. We are proud to say that our customer satisfaction rating is far above any similar organization anywhere in the world.

I thank you for your time and hope to have the opportunity to prove to you what a great organization B2BGateway is.

Kevin Hoyle
CEO/Managing Director

HISTORY OF B2BGATEWAY

Shannon Systems LLC was founded in April 1999, in Boston, Massachusetts, USA as a privately held software development company providing custom developed utilities, programs and data conversion software. One of our products, "The B2BGateway", was designed to provide organizations with an easy solution to the complexities of EDI. Simply put, data would be sent to our organization over the internet, where it would be converted and sent to another organization in a different format. Eventually, people using "The B2BGateway" began to refer to the company as B2BGateway and we now do business as B2BGateway.
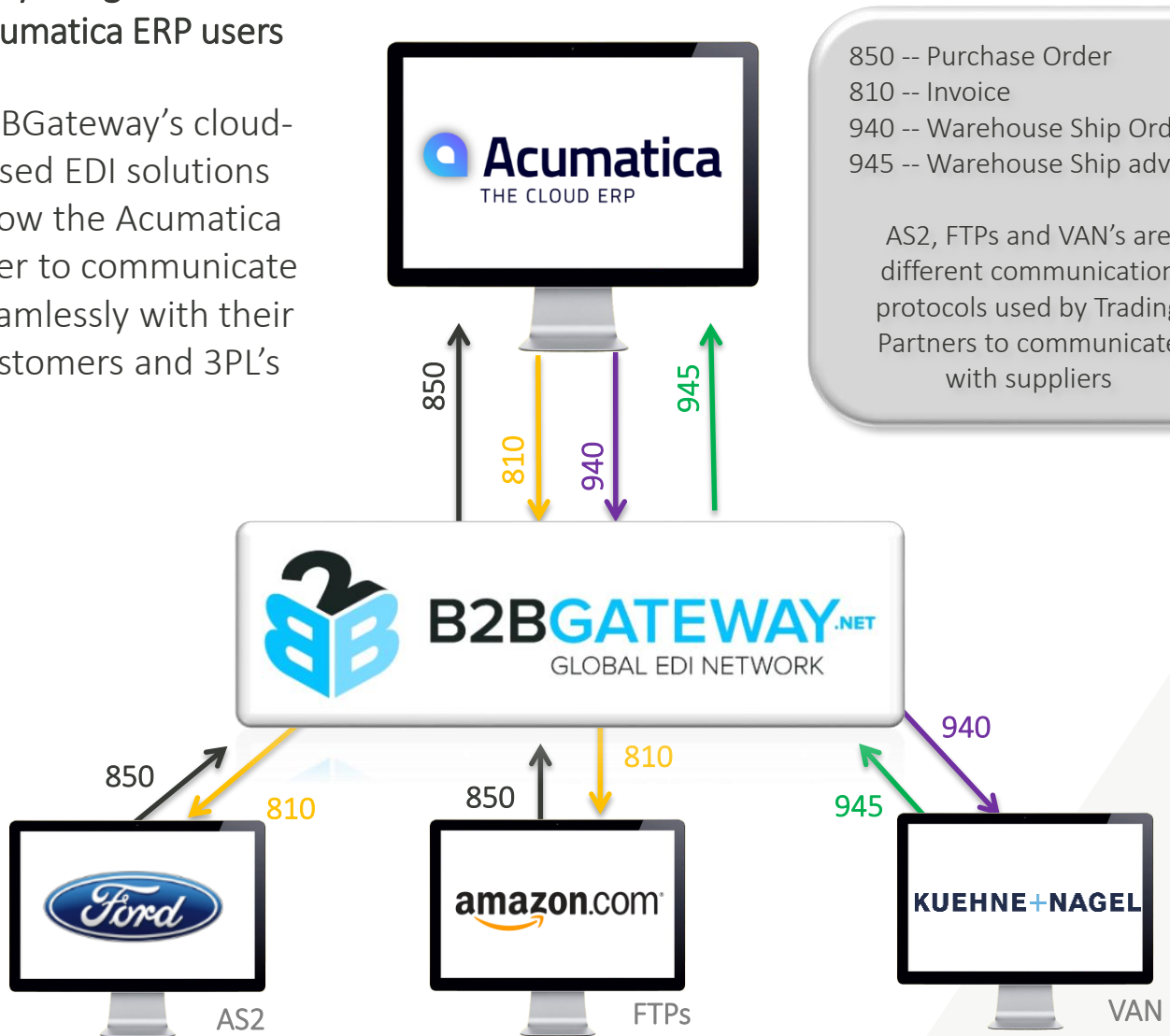
Although we didn't invent Cloud Computing, we were a very early adopter, starting services in 1999. Our data transfer network has evolved over the years to provide optimal performance and maximized up-time. We have grown from that first client trading with their first trading partner, to servicing thousands of clients around the world. At B2BGateway we service over twenty five thousand (25,000) client / trading partner relationships with data flowing around the world every minute of every day.

B2BGateway now has offices in North America, Europe and Australia providing cloud based EDI and eCommerce to clients and trading partners in over 30 countries worldwide.

EDI SOLUTIONS & SERVICES

Fully Integrated EDI for Acumatica ERP users

B2BGateway's cloud-based EDI solutions allow the Acumatica user to communicate seamlessly with their customers and 3PL's

850 -- Purchase Order
810 -- Invoice
940 -- Warehouse Ship Order
945 -- Warehouse Ship advice

AS2, FTPs and VAN's are different communication protocols used by Trading Partners to communicate with suppliers

B2BGateway is a global EDI (Electronic Data Interchange) solutions provider. We offer both web based and fully integrated EDI solutions to cater for all market needs and wants (e.g. X12, EDIFACT, Tradacoms, Eancom, Odette, oioUBL, XML, VAN, AS2, FTP, etc.). Our Cloud/SaaS based fully integrated EDI solutions will integrate seamlessly with all Acumatica ERP Solutions. As well as our core competency of EDI, we also offer the following solutions:

- ✓ VMI (Vendor Managed Inventory)
- ✓ SBT (Scan Based Trading)
- ✓ WSS (Warehouse Support Sites)
- ✓ ASN (Advanced Shipping Notices)

- ✓ UCC / GS1-128 Container Labels
- ✓ Supplier Web Portals
- ✓ Testing & Validation Solutions

BUILT INTO THE ACUMATICA DASHBOARD

B2BGateway accesses Acumatica through their API so there are no programs to install and no computer requirements to get the system up and running. Additionally – B2BGateway has been bundled into Acumatica's dashboard as a widget. This means that you can access B2BGateway's home page and client portal right from inside Acumatica.

The client portal is where you will manage your EDI relationships with B2BGateway, check on the progress of new trading partner setups and communicate with the rapid response team for production related issues.
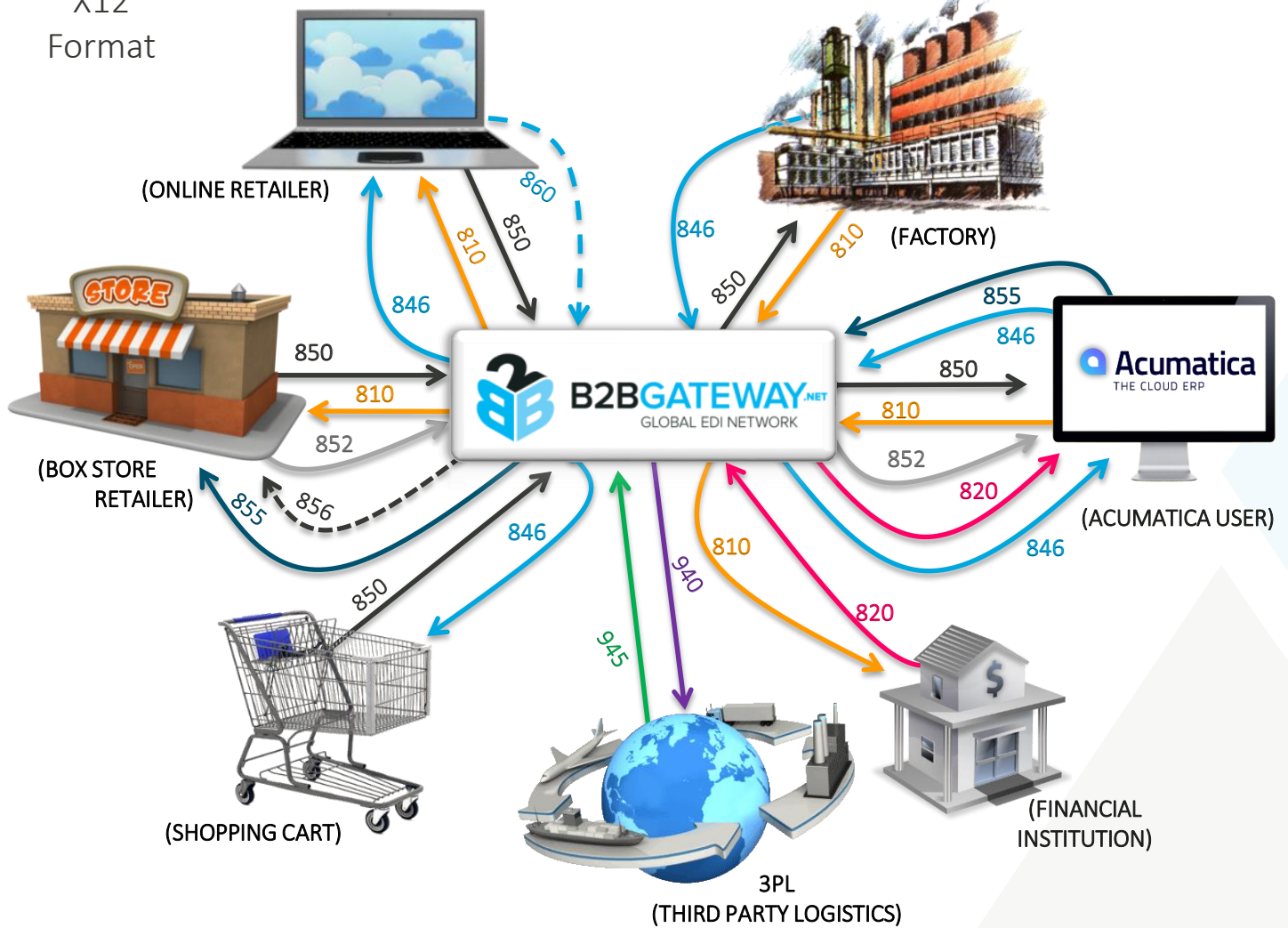
WHERE DOES EDI FIT INTO THE MARKETPLACE?

X12
Format

(ONLINE RETAILER)

860
850
810
846

(FACTORY)

846
810
850

855
846
850
810
852
820

(ACUMATICA USER)

(BOX STORE RETAILER)

850
810
852
855
856

846
850
846

(SHOPPING CART)

945
940
810
820

846

(FINANCIAL INSTITUTION)

3PL
(THIRD PARTY LOGISTICS)

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810 – Invoice *[Outbound to the Trading Partner]*

820 – Payment Remittance Advice

846 – Inventory Inquiry *[Outbound reflecting inventory levels]*

850 – Outgoing PO / Incoming SO *[Imported as Sales Order]*

852 – Product Activity Data *[Custom fields that we can populate / HTML]*

855 – Purchase Order Acknowledgement

856 – Advanced Shipping Notice *[Outbound from Invoice or WSS]*

860 – Purchase Order Change *[Inbound – Typically received as HTML]*

940 – Warehouse Ship Order *[Outbound Sales Order / Purchase Order to 3PL]*

945 – Warehouse Ship Advice *[Incoming – SO Pending fulfillment to Pending billing]*

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WHERE DOES EDI FIT INTO THE MARKETPLACE?

EDIFACT
Format

(ONLINE RETAILER)

ORDCHG

INVOIC

ORDERS

(FACTORY)

INVRPT

ORDERS

INVOIC

ORDERSP

INVRPT

ORDERS

INVOIC

SLSRPT

REMADV

(ACUMATICA USER)

INVRPT

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INVRPT

ORDERS

INVOIC

SLSRPT

(BOX STORE
RETAILER)

DESADV

ORDRSP

ORDERS

INVRPT

INVOIC

REMADV

(SHOPPING CART)

DESADV

INSDES

(FINANCIAL
INSTITUTION)

3PL
(THIRD PARTY LOGISTICS)
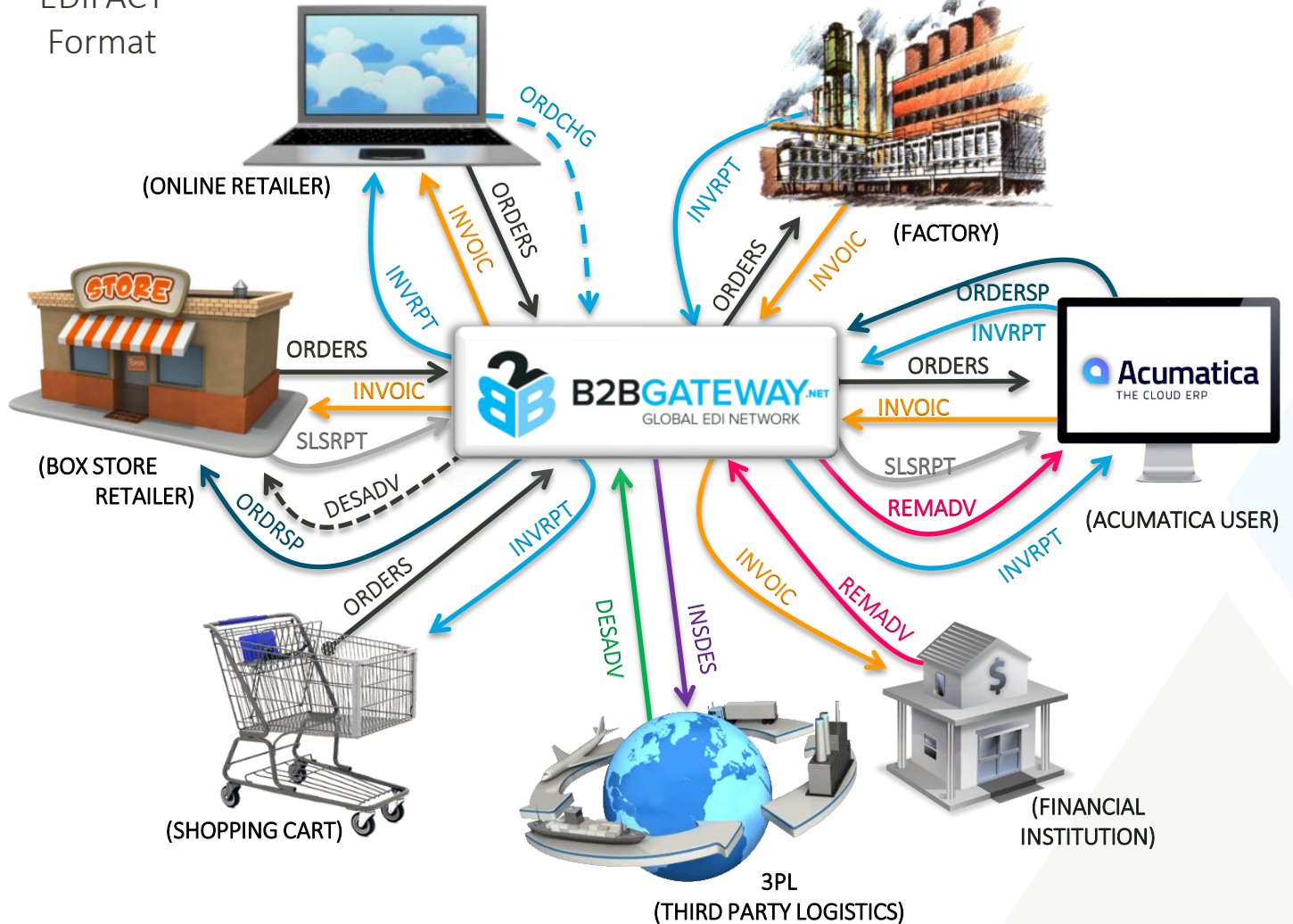
INVOIC – Invoice *[Outbound to the Trading Partner]*

REMADV – Payment Remittance Advice

INVRPT – Inventory Inquiry *[Outbound reflecting inventory levels]*

ORDERS – Outgoing PO / Incoming SO *[Imported as Sales Order]*

SLSRPT – Product Activity Data *[Custom fields that we can populate / HTML]*

ORDRSP – Purchase Order Acknowledgement

DESADV – Advanced Shipping Notice *[Outbound from Invoice or WSS]*

ORDCHG – Purchase Order Change *[Inbound – Typically received as HTML]*

INSDES – Warehouse Ship Order *[Outbound Sales Order / Purchase Order to 3PL]*

DESADV – Warehouse Ship Advice *[Incoming – SO Pending fulfillment to Pending billing]*

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POPULAR GLOBAL EDI STANDARDS

ANSI X12
- Developed by American National Standards Institute (ANSI) in 1979
- Most Popular EDI Transaction Set in North America
- Transaction Sets given numeric values, e.g. PO = 850, Invoice = 810 etc.
- Multiple standards or versions within X12, 4010, 4030, 5010 etc.

EDIFACT
- Developed by the United Nations (UN) in 1986
- Most Popular EDI Transaction Set outside of North America. Predominantly used in Europe and Far East
- Transaction Sets given names, e.g. PO = ORDERS, Invoice = INVOIC, etc.
- Multiple standards within EDIFACT. Most popular current standard is D96A

TRADACOMS
- Developed by the United Kingdom Retail Sector in 1982.
- Had been most popular EDI Transaction Set in UK but is now being over taken by EDIFACT
- Still used today by UK retailers but is slowly being phased out and replaced by EDIFACT subset Eancom

PEPPOL
- Established by EU in 2012 after testing Pilot Projects since 2008
- Standard is to be used to send e-Invoices to EU government and public sector bodies
- Network of Approved PEPPOL providers has been established
- B2BGateway helped Iris Government to run Irish PEPPOL project and meet the EU requirements

OIOUBL
- Developed in 2010 and predominantly used in Danish and Scandinavian markets
- Subset of UBL 2.0 (Universal Business Language)
- Still in its infancy

Odette
- Developed by European Automotive Manufacturers in 1984
- Widely used throughout the Automotive sector
- Established Communication Protocol OFTP
- Transaction sets are based on EDIFACT messaging

TECHNICAL ARCHITECTURE

The B2BGateway architectural environment has constantly evolved as technological advances have become available. The hardware infrastructure has grown from a single server (back in 1999) to multiple servers and eventually to an infinitely scalable queuing structure within a suite of servers. Utilising the newer technologies of virtualised computing environments within a server infrastructure and Storage Area Networks (SANs), we have been able to exponentially increase our computing power while reducing the power demand and physical footprint of the primary data centre.

B2BGateway has a scheduled 1 hour of maintenance each week during non-peak processing to allow for standard maintenance, modifications and enhancements to both hardware and software infrastructure. As a result B2BGateway has maintained a 99.96% uptime over the past several years.

The primary server farm for B2BGateway is located in a suburb of Boston, MA USA. Although the B2BGateway Tier 1 computing facility has built in tolerance and fail over capabilities, we have a secondary redundant failover facility located in Rhode Island, USA and a third level failover facility located in Shannon, Ireland.

BOSTON | USA

RHODE ISLAND | USA

SHANNON | IRELAND

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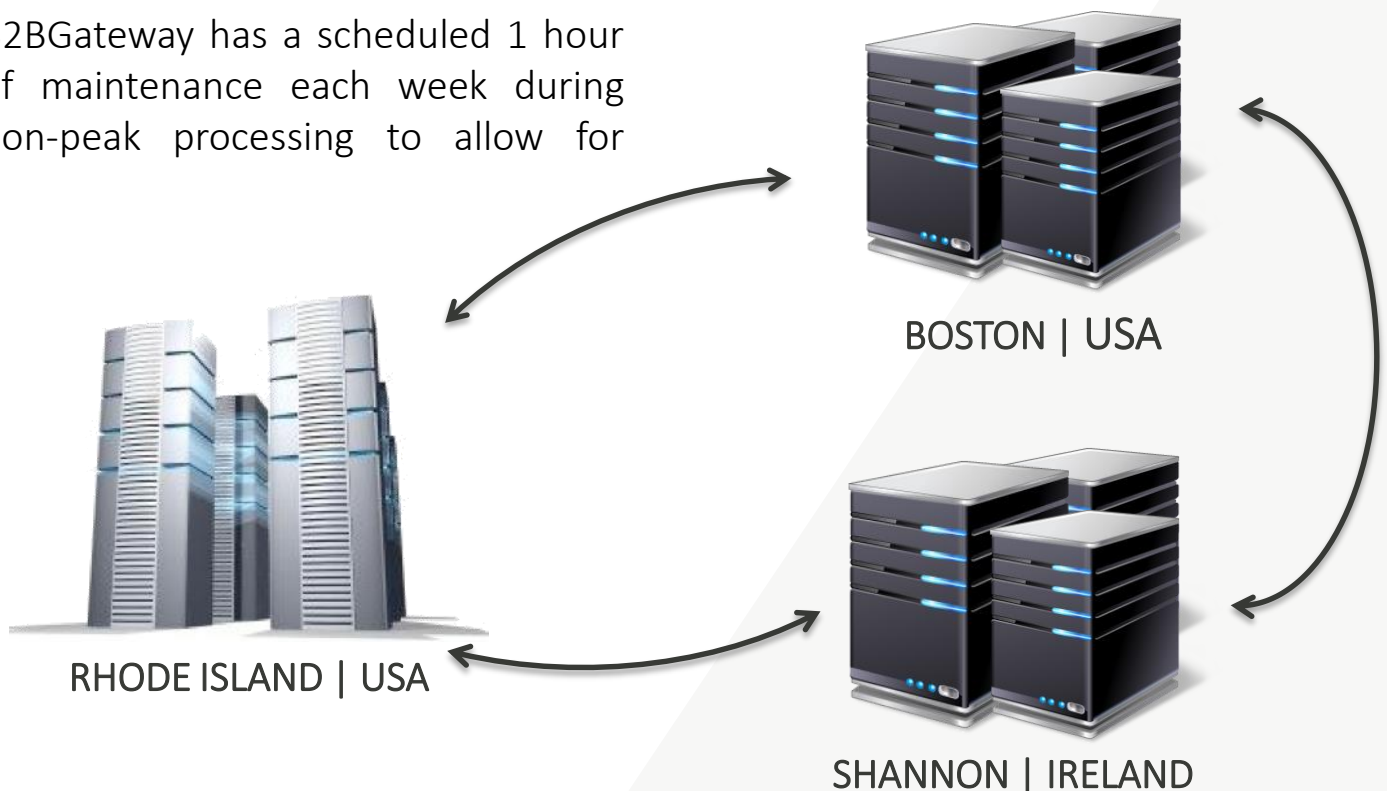
CLIENT SUPPORT

A key success factor of B2BGateway has been our ability to assign a dedicated Support Engineer to each fully-integrated EDI client and our unsurpassed 24/7 back up support service. With offices located strategically across the globe, we can cover most time zones live. We also have multi-lingual support staff with direct line and email access. We have thousands of clients around the globe.

These clients can be found in all vertical markets from banking to automotive to wholesale distribution. Our clients reflect a wide range of corporate sizes from the multinational corporation to the small startup company. Each of our client's unique business needs are taken into consideration when setting up their system. Below is an organizational example of B2BGateway's dedicated 24/7 client support:

```
                    ┌─────────────┐
                    │  Acumatica  │
                    │ THE CLOUD ERP│
                    │   Client    │
                    └──────┬──────┘
            ┌──────────────┴──────────────┐
    ┌───────┴────────┐            ┌────────┴────────┐
    │   Dedicated    │            │    SE & RRT     │
    │ Account Setup  │            │   Teams with    │
    │  Project Mgr.  │            │  24/7 Backup    │
    └───────┬────────┘            └────────┬────────┘
   ┌────────┼─────────┐                    │
┌──┴───┐ ┌──┴────┐ ┌──┴──────┐      ┌──────┴──────┐
│Setup │ │ Setup │ │Infrastr.│      │Maintenance  │
│Account│ │Program│ │Program  │      │Programming  │
│Engin. │ │ Team  │ │ Team    │      │ Team        │
└───────┘ └───────┘ └─────────┘      └─────────────┘
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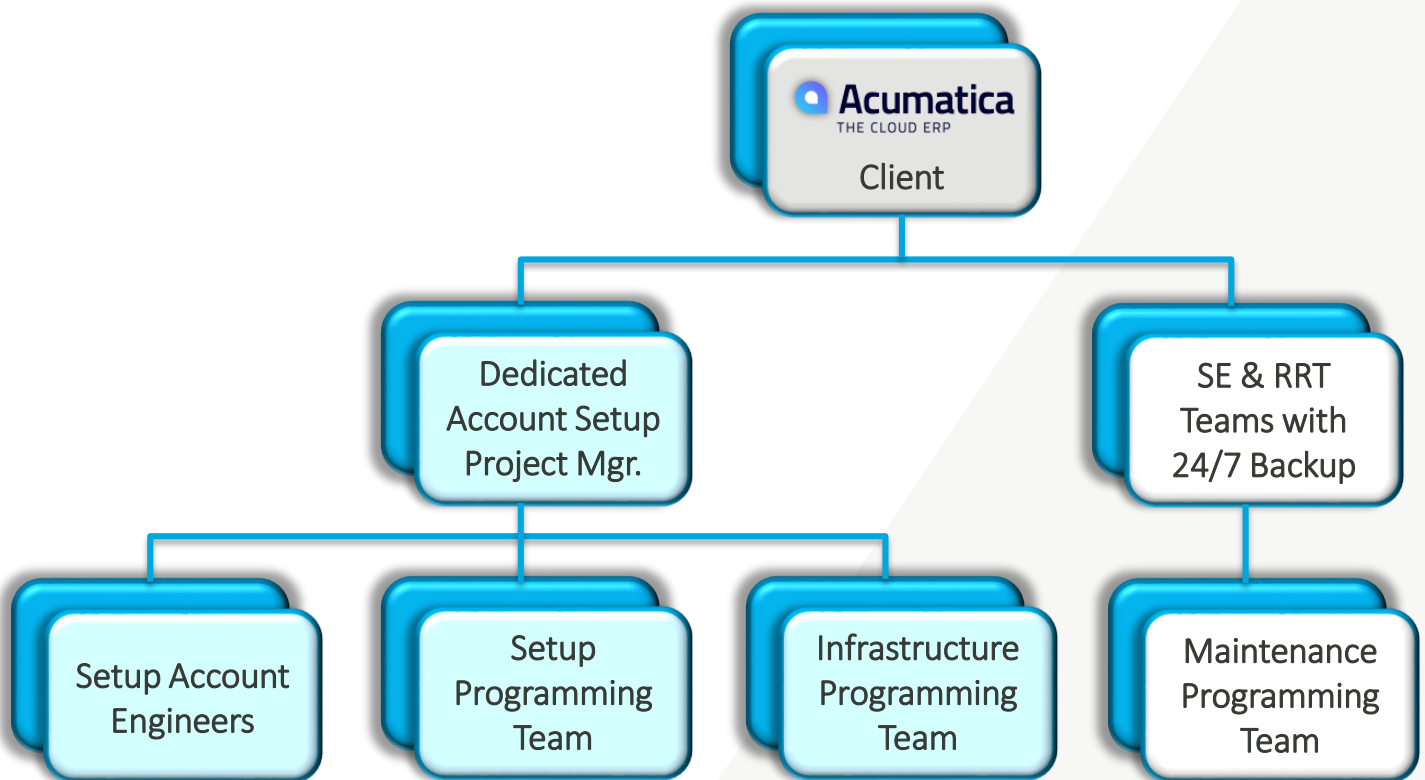
TRADING PARTNERS

B2BGateway has long established Trading Partner relationships with these organizations and many, _many_ more across the globe:

B2BGateway currently supports over 25,000 EDI relationships and presently works with hundreds of trading partners. See our full list of Trading Partners across all verticals at www.b2bgateway.net/trading-partners/ New trading partner relationships are added daily.

B2BGateway can map data to all the above Trading Partners formats and supports thousands more worldwide. A full list of our current trading partner relationships can be viewed on our website www.b2bgateway.net/trading-partners/

B2BGateway works with all major retailers, wholesale distributors, manufacturers and third party logistics providers (3PL's) in North America, Europe, Australia and the Far East in order to make EDI simple and cost effective for the end user.

CLIENT TESTIMONIALS

"This has been huge for us. Taking the manual cash application process out not only saved us a lot of time and energy, it also eliminates any manual errors. Steve and his team were able to write scripts to work around Acumatica's limitations and they have done really well so far. Overall, we are HUGE Fans of the cash application program."

Paul Sunny,
MerchSource, LLC

"Since we're a small (but growing) e-commerce company, we rely on third parties to provide EDI services. We initially went with another Acumatica-savvy EDI provider and the experience has been very frustrating: slow, unresponsive, and slow (yes that slow). In desperation we contacted B2BGateway and I wish we had done so a long time ago. EDI is a laborious process by its nature but B2BGateway has made it much easier for us to see what's happening during the setup process. They are also much faster than our other provider. I expect that within the year we will consolidate all of our EDI operations with B2BGateway and we plan on keeping them busy next year as well".

Jim Kane, CTO,
Acumen Brands

"For more than six years, Kuehne+Nagel's Contract Logistics division has worked with B2BGateway, electronically integrating various business clients into the company's warehouse management system.

When I call, I know that I will be greeted with a friendly 'Hello, B2BGateway;' my emails are answered promptly with either an answer or a timeline for when I can expect an answer. In solving problems, no matter the origin, the team goes the distance to work with all parties to resolve them as quickly as possible – and always with a positive attitude."

Vincent Cercone
Manager Customer Integration
I.T. Business Solutions
Kuehne+Nagel, Inc.

SPECIALIZED SOLUTIONS

B2BGateway successfully developed and implemented a web-based electronic order / invoicing portal for suppliers of Tesco in Ireland and the UK. The portal allows suppliers to receive orders from Tesco and return corresponding invoices in the required EDI-compliant format. The portal greatly reduces errors and accelerates the payment process from Tesco to their suppliers.

B2BGateway created a custom order portal for Sterling Rope. This portal allows the Sterling Rope customers to login and place orders for the thousands of items offered by this vendor. In addition, Sterling Rope has the ability to manage their price levels per customer, ensuring the accuracy of prices displayed when placing the order. Those same prices pass directly into Sterling Rope's internal accounting software, preventing the potential for hand-keyed errors.

B2BGateway is currently working with the Dublin Institute of Technology in developing an EDI module for students currently undertaking DIT's 3rd level Degree Course in Logistics and Supply Chain Management. B2BGateway will develop special software solutions to show students how EDI is applied in Supply Chain Management Solutions across the globe.

This is a small sampling of our specialized solutions offered to various clients around the world.

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B2BGATEWAY FACT SHEET

- B2BGateway was founded in April 1999 in Boston, MA and now has offices in Boston & Rhode Island, USA; Shannon, Ireland and Sydney, Australia.

- B2BGateway offers Cloud / SaaS based fully-integrated and Web Based EDI solutions to thousands of clients and partners in over 30 countries worldwide.

- B2BGateway supports non-standard data transfer.

- B2BGateway processes over $30-billion in transactions every month.

- B2BGateway is a GS1 Accredited Solution Provider

- In addition to our core competency of EDI, B2BGateway also offers Vendor Managed Inventory (VMI), Scan Based Trading (SBT), Supplier Portals and Trading Partner Testing & Validation solutions.

- B2BGateway is fully adept in all recognised worldwide standards (UN / EDIFACT, ANSI X12, Tradacoms, Eancom, Odette, oioUBL, etc.) and all communication protocols (VAN, AS2, FTP, FTPs, etc.)

- B2BGateway's clients include Avery Dennison, Buffalo Technology, Cartridge World, GE, Incase Designs, Kuehne+Nagel, Palo Alto Networks, Slendertone and Van Vliet to name but a few.

- B2BGateway has multiple solutions to fit any organization needs or wants. We can also customise solutions to suit any particular project.

- B2BGateway's trading partners include Ford, John Deere, Wal-Mart, Boots, Tesco, Home Depot, John Lewis, Target, Apple, Toyota and many, many more.

- B2BGateway is the provider of choice for multiple ERP/MRP/WMS software packages around the world.

- B2BGateway's staff is comprised of 90% technical people who all have a 4 year college degree or higher with over 10% of the company possessing advanced degrees.

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POPULAR EDI TERMS & DEFINITIONS

ANSI ASC X12
The official designation of the US national standards body for the development and maintenance of Electronic Data Interchange (EDI).

ASN
Advanced Shipping Notice. (EDI 856)

AS2
Secure, encrypted data transmission protocol.

COMPLIANCE & VALIDATION
A process for ensuring that all EDI transmissions comply with standards and protocols.

DATA MAPPING
The restructuring of data from one format to another.

EDIFACT
A recognized EDI standard different from X12 mainly used in Europe and Asia.

FLAT FILE
A file that contains alphanumeric and/or numeric data but not control characters.

FILE TRANSFER PROTOCOL (FTP)
Internet protocol for transferring files.

PROTOCOL
Set of rules determining format and transmission of data.

TRADING PARTNER
Organization/vendor with whom you will trade/exchange documentation.

GS1/UCC-128 LABELS
Bar Code Labels located on the outside of shipping cartons for ease of scanning.

VALUE ADDED NETWORK (VAN)
A hosted service used for the transmission of data.

810 – Invoice

850 – Purchase Order

856 – Advance Shipping Notice

204 – Motor Carrier Shipping Information

210 – Motor Carrier Freight Invoice

211 – Electronic Bill of Lading

214 – Transportation Carrier Shipment Status

753 – Request for Routing Instructions

754 – Routing Instructions

844 – Product Transfer Account Adjustment

845 – Price Authorization Acknowledgement

849 – Respond to Product Transfer Account Adj.

852 – Product Activity Data

940 – Warehouse Shipping Order

943 – Stock Transfer Shipment Advice

944 – Stock Transfer Receipt Advice

945 – Warehouse Ship Advice

997 – Functional Acknowledgement

TOP 5 ADVANTAGES OF EDI

Greater Accuracy by removing need to re-key data

Integration with supply chain tools such as ERP, WMS, 3PL

Greater Speed through electronic communication

Faster Payment from your Trading Partners

Environmentally Friendly - reduce reliance on paper

B2BGateway offers cloud-based, fully-integrated EDI and automated supply chain solutions to Acumatica users. Our solutions, which remove the need to re-key data, are widely used in Wholesale Distribution, Retail, Manufacturing, Third Party Logistics (3PL), Automotive and Government industries. We also to provide connections to eCommerce platforms such as Magento, Volusion, 3dcart and Shopify. For ease of access, B2BGateway's EDI solution is built directly into the users Acumatica dashboard.

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FACEBOOK
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TWITTER
Is tweeting more your thing? We do that too! Follow us on twitter using your mobile phone to receive tweets.

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LINKEDIN
We're on the professional networking sites too! You can always find us contributing to a riveting EDI discussion.

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