Range of Functionality

The key objectives of the Better B2B Connector within the Acumatica ERP system include the following.

1. **B2B Operations:**

   Simplifies the B2B process by efficiently handling users, roles, and business locations.

2. **Quote Management:**

   Provides powerful capabilities for managing quotes, enabling users to create, oversee, and track B2B quotes seamlessly with Acumatica.

3. **Invoice and Payment Management:**

   Facilitates the management of invoices and payments through seamless integration with Acumatica, ensuring a smooth processing experience for B2B transactions.

4. **Salespersons:**

   Allows the allocation of dedicated sales representatives to B2B customers, improving customer relationship management by facilitating personalized interaction**.**

5. **Flexible Payment Option:**

   Offers versatility by accommodating various payment options, enabling B2B customers to select their preferred methods during the checkout process.

6. **Order Management:**

   Simplifies the B2B Order Management in Acumatica, facilitating the efficient processing, tracking and overall management of business-to-business orders.

© 2025 Kensium LLC