

Comparing Acumatica vs Sage

Take a closer look at how Acumatica compares with Sage:

Functionality	Acumatica	Sage
True cloud (built for cloud)	+	-
True mobility (supports all devices with no special apps)	+	o
Full function ERP*	+	o
Full relational database export	+	+
Upgrade on your schedule	+	+
Flexible licensing options (subscription and perpetual)	+	o
Multiple deployment options (cloud, on premise, hybrid)	+	o
Scale as you grow	+	+
Lower Total Cost of Ownership (TCO)	+	-

* varies by Sage product

Sage is a traditional (legacy) ERP provider for small- to mid-sized companies. Sage 100, Sage 300, and Sage 500 each have its own feature set and each is targeted for a specific market segment.

However, there are commonalities between these Sage products and Acumatica:

- Feature rich ERP
- Support for multiple verticals/industries
- Strong third-party software extension (ISVs)
- Large reselling partner channel (VARs)

Acumatica has rich ERP functionality, is highly customizable, and enjoys strong third-party software support. However, while the Sage product line still relies on old client-server technology, Acumatica was designed from the start to be accessible through the cloud using current technology. This means Acumatica can offer more features and functions than Sage and at a lower long-term price.

Significant differentiators between Acumatica and Sage

True cloud: “True cloud” means all functionality is accessible through the internet using a standard browser without the need for any software installation on the user’s device and no additional software licensing required. The bulk of the Sage product line uses older software development practices and platform architecture. These products were built for on premises deployments and retrofitted for the cloud. Moreover, these products suffer from being unable to match the level of speed, functionality, and ease of use offered by a true-cloud platform. Acumatica was designed to leverage the capabilities of cloud computing and can run equally on premises or in the cloud. You can even switch between the deployment models as well.

True mobility: Out-of-the-box, the entire Acumatica suite can be accessed on the device of your choice. Acumatica is built to resize every page and every screen to whatever device you are using. Every screen has the same information and flow, whether it is on a PC, tablet, or phone. Sage online products support browser access on multiple devices, but the web pages do not automatically resize to accommodate mobile devices.

TCO: Acumatica charges by computing resources used, not by user. Sage charges per user. These costs increase as your company grows.

Full function ERP: The Sage product line being compared here is scaled to various business sizes and needs, so not every product offers the same ERP functionality. However, because the bulk of the Sage product line was built on older client-server technology from the 1990s, not all of their products offer full functionality when deployed in the cloud as their on premise counterparts. Acumatica offers a fully integrated financial and ERP solution that can scale with your business in the cloud or on premises.

Flexible licensing options: Every company is different, and some prefer a depreciable capital expense versus an ongoing operating expense. Both products are available through subscription licensing. Sage allows licensing based on user count, using either concurrent or named user licenses depending on the specific product. Acumatica also offers perpetual licensing and charges based on the resources needed – not by user – so your business is not penalized for growth.

Multiple deployment options (cloud, on premises, hybrid): Both products support deployments on premises, in the cloud, or a hybrid. Note that Sage products are not true cloud, however, which affects their speed and functionality.



Contact us to learn more!

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