

A Guide to the Cost of

Implementing MYOB Acumatica

A Complete Guide for MYOB Acumatica Customer's.

Leverage Technologies, 2021



If you want to know what it costs to implement and support MYOB Acumatica, this guide is for you.

MYOB Acumatica Investment & Cost Considerations.

MYOB Acumatica is a cloud ERP solution. The items to consider when costing your project include:

Cloud Software Licenses

- Number of named users?
- MYOB Acumatica Edition (standard, plus, enterprise or construction)?
- User types (full, sales, warehouse, projects, field service, finance, manufacturing etc.)?
- Sandbox requirements?
- 3rd party integrated solutions?
- API / technical requirements?

Support

- Post go-live support requirements and Service Level Agreement

Implementation

- Fixed price or do and charge estimate?
- Internal (customer) resource requirements?
- Project complexity?
- Project timeline?

11 Factors that Influence MYOB Acumatica Pricing & Implementation Budget.



Number of Users/User Types/MYOB Acumatica Edition

This is one of the easier calculations when working out MYOB Acumatica project costs. The number of named users which require access to MYOB Acumatica is multiplied by the user types (based on the functionality that the user needs to access). The best way to calculate user licenses is to use a spreadsheet that lists all users, their roles and the user functional requirements. List the user's license requirements and allocate the appropriate MYOB Acumatica license type.



Location/s

A higher number of locations (for example offices or warehouses in each state) will influence implementation costs. With an increased number of locations comes an increase in complexity, additional training requirements and additional reporting.



Modules to be Implemented

MYOB Acumatica is not a "modular" system by design – you essentially get access to all the core system functionality (depending on your user license and authorisations). However, the implementation of additional modules will have a big influence on implementation pricing. For example, will the business require CRM, field service, payroll or manufacturing in Phase 1?



Number of Companies /ABN's

MYOB Acumatica manages multi-company, consolidation and inter-company very well (within a single tenant). Even though multi-company is standard MYOB Acumatica functionality, the setup of this functionality and the associated user training and reporting takes time to configure. The greater the number of companies, the greater the complexity"



Functional Requirements

More complex functional requirements will require additional time to configure. As an example, if your business requires EDI, 3PL integration or complex inter-company reporting, these functions will require longer to configure.



Industry Sector

Certain industry sectors have unique requirements. For example, traceability for the food and beverage industry or EDI for selling to large Australian Retailers. These requirements will add to the days required when implementing MYOB Acumatica.



Reporting Requirements

Yes, MYOB Acumatica offers excellent out of the box reporting and analytics. It pays to review your analytics and reporting requirements to make sure that the correct budget has been allocated to reporting. Unique reporting requirements will need to have budget allocated to them.



Internal Resource Availability

Your MYOB Acumatica implementation partner will allocate project managers, consultants and support staff to your implementation. Not to be overlooked is the requirement for internal resources from your business to be allocated to the implementation project. Internal resources will be required for scoping, data conversion, user acceptance testing and project management.



Legislative Requirements

Does your business have any legislative requirements that might influence implementation timetables and costs? For example, specific data or credit card gateway requirements? All requirements should be carefully specified and costed.



Integration/Development Requirements

Does your business have any requirements for integration to third party solutions or for bespoke development? These sub-projects will require careful project management, resource allocation and user acceptance testing – adding to project complexity, scope, budget and timeframe.



Data Conversion Expectations

Has a substantial impact on project budget and can vary greatly from one project to another. Make sure that data conversion requirements are carefully scoped and planned. Allocate internal resource to assist with data conversion.



Typical MYOB Acumatica
Implementation Project Costs:

Project Size	Complexity	Industry Sector / functional requirements	Implementation Estimate
Small	Low	Finance Only	\$15,000
Medium	Medium	Finance Only	\$20,000
High	High <small>with 3rd party integration</small>	Finance Only	\$30,000
Small	Low	Finance + Distribution	\$25,000
Medium	Medium <small>incl. e-commerce integration</small>	Finance + Distribution	\$40,000
Large	High <small>with 3rd party integration (EDI / 3PL / e-commerce)</small>	Finance + Distribution	\$80,000
Small	Low <small>mfg works order, BOM, MRP</small>	Finance + Distribution + 'Simple' Mfg	\$50,000
Medium	Medium <small>mfg works order, BOM, MRP</small>	Finance + Distribution + 'Standard' Mfg	\$70,000
Large	High	Finance + Distribution + 'Standard' Mfg	\$100,000

The 2021 MYOB Acumatica
Price Matrix.

As stated earlier, MYOB Acumatica is available in four "editions". Standard, Plus, Enterprise or Construction. As an example of MYOB Acumatica pricing, let's assume that your business requires MYOB Acumatica – Enterprise Edition (all the great functions and features of MYOB Acumatica for larger, rapidly growing businesses). The example below shows a 14 user MYOB Acumatica cloud site (8 full users, 2 sales users, 2 warehouse users and 2 finance users). This is a typical MYOB Acumatica wholesale / distribution user count and configuration.

The 2021 MYOB Acumatica
Price Matrix - Enterprise Edition:

as at April 2021.

License Description	Price Per Month	Number of Users	Total Monthly Cloud
Full Access User	\$198	8	\$1,584
Sales User	\$94	2	\$188
Warehouse User	\$110	2	\$220
Project User	\$156	0	\$0
Field Service User	\$156	0	\$0
Finance User	\$156	2	\$312
Executive User	\$94	0	\$0
Employee User Bundle - 300	\$198	0	\$0
Manufacturing User	\$125	0	\$0
Total - Per Month			\$2,304

MYOB Acumatica cloud fees are paid monthly in advance on a debit order. Prices exclude GST.

Choosing the right MYOB Acumatica Implementation Partner can help you get *a better understanding of Project Costs.*

When selecting MYOB Acumatica as your ERP solution of choice, you must also make choices about your MYOB

Acumatica implementation and support partner.

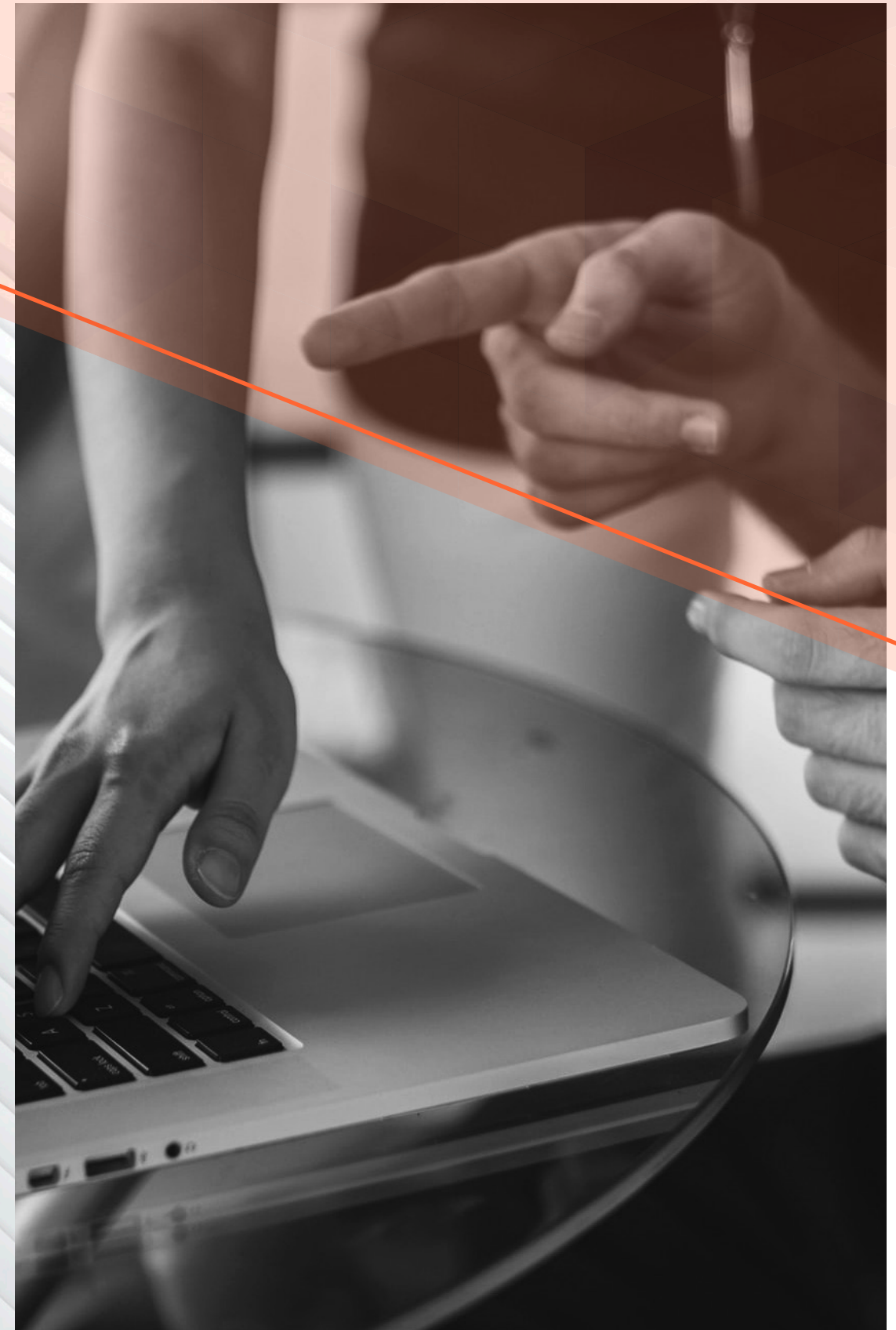
Choosing the right implementation partner for your business will depend on several factors:

- Implementation partner experience with similar implementations and a proven track record of implementing MYOB Acumatica in your industry.
- Does the implementation partner offer fixed price implementations of MYOB Acumatica?
- Has your implementation partner carefully costed and scoped your requirements?
- Does your MYOB Acumatica implementation partner have the right level of resource available to complete your implementation on time?
- Is there a good cultural fit between your implementation team and the proposed partner implementation team?

- Has a thorough purchasing process been followed?

The purchasing process should include multiple stages of evaluation:

- Discovery
- Demonstration
- Proposal
- Resource evaluation
- Requirements analysis
- Service level agreement



01

Appoint an Internal Project Manager

A good internal project manager (potentially a part time or part time / outsourced position) will help control budget, timeline, communication and scope.

02

Phase your Implementation and Requirements

A phased approach can help with system adoption, change management and budget allocation.

03

Manage Data Requirements Carefully

Data can be a big ticket item. Appoint internal (and external resources) to carefully scope, manage and reconcile data. This can greatly reduce the required data conversion budget for your project.

04

Set Realistic Goals

Setting realistic goals is about managing multiple criteria – budget, go live date, internal resource and functional requirements.

05

Be Careful with Development and Integration Budgets

These can be an area of great risk to project budget and timeline.

10 Tips to help you reduce the cost to implement MYOB Acumatica.

Looking to keep the cost to implement MYOB Acumatica within budget?

06

Ensure Sufficient Internal Resources and Internal Muscle to Implement an ERP Solution

Internal resources and “internal muscle” are critical to project success. Most small to medium sized businesses do not have the luxury of allocating large project teams to their implementations of MYOB Acumatica. Resources are typically shared between departments and super users are completing their day to day jobs and tasks whilst implementing MYOB Acumatica. Allocate additional resources during the implementation so that the right amount of time can be allocated to the ERP project to help with an on-budget delivery.

07

Do a Detailed Requirements Analysis Prior to Signing

This will avoid any mid-project budget surprises. The requirements analysis should detail your business requirements, project resources, project budget and timeline.

08

Analyse Reporting and Business Intelligence Requirements

MYOB Acumatica has lots of built in / standard reporting options but, it still pays to carefully review your reporting requirements. If you have non-standard reporting requirements, appoint an internal technical resource to learn the MYOB dashboard, business intelligence and report writing tools so that you can manage the report / dashboard creation and changes internally.

09

Choose an Experienced MYOB Acumatica Implementation Partner

When it comes to implementing MYOB Acumatica (or any other ERP solution) – experience matters. Choose an implementation partner that has experience in your industry with customers of a similar size to your business.

10

Interview your Implementation Partner Consultants/Team to ensure a good fit with your Business

You will be working with your MYOB Acumatica implementation partner for many years – ensure a good “fit” to help streamline relationship, commercials and project delivery.

Consider a Pre-contract Requirements Analysis.

Once you've decided that MYOB Acumatica is the best fit for your business, the next step is to start planning for the implementation project. A pre-contract signing requirements analysis prepares you to implement with confidence.

Before a project is fully planned and costed, before any contracts are signed—a requirements analysis sets you up for success. It ensures you receive a more accurate proposal and reduces your risk during the implementation.

A pre-sales requirements analysis typically requires:

- Refining your lists of requirements and outputs
- Deciding on timelines and key milestones
- Obtaining and evaluating project proposals
- Choosing and engaging an implementation partner

A rigorous ERP software selection process is just the first step towards implementing new systems across your business. There's a difference between software and your business systems.

MYOB Acumatica is an innovative and robust ERP solution that needs to be implemented well to unleash its full potential. Implementation tailors the technology to match the systems that drive your success - your specific processes, workflows, structures and reporting practices.

The Requirements Analysis should provide you with.

The Requirements Analysis should provide you with the following:

- A final proposal that outlines your required investment
- A breakdown of the time required to implement, by task
- A project plan
- A high-level project scope
- Functional analysis of requirements and solutions
- Gap analysis
- Technical and integration requirements
- Development requirements
- Personnel and project teams involved
(Customer and MYOB Acumatica Partner)
- Project timelines
- Project risks
- Desired outcomes

**Make sure you choose
the right MYOB Acumatica
implementation partner.**

Contact the friendly team at Leverage Technologies. Our team of MYOB Acumatica experts would love the opportunity to help you with your MYOB Acumatica product selection, implementation and support.

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