



Acumatica and TopBuilder Integration

Amplify your bidding processes and accelerate growth with Acumatica Construction Edition and TopBuilder CRM. TopBuilder's cloud-based synchronization with Acumatica Construction Edition makes it easy for management and sales teams to mitigate risks and prioritize profitable bids.

- Complete bid management features
- Real-time sync between both platforms
- Automated lead collection and response notifications

Key business benefits

- Mitigate risk and prioritize bids with powerful bid management.
- Empower sales teams with advanced quoting, forecasting, and proposal features.
- Job and customer data syncs seamlessly between both platforms in real-time.
- Give sales and field teams complete visibility.
- Increase communication and profitability throughout your entire sales process.

Related resources

- 6 Ways Contractors Grow with Acumatica > [LEARN MORE](#)
- IDC Spotlight: Tester Construction Group > [LEARN MORE](#)
- Schedule a Personalized Demo > [LEARN MORE](#)

Accelerate Growth with the Acumatica and TopBuilder CRM Integration

The Acumatica Construction Edition and TopBuilder integration allow construction companies to take advantage of the job, financial, and customer history that lives within Acumatica to score, prioritize, and manage bids their bids. Industry-leading pre-construction software takes this information and gives organizations the leverage to win more projects and grow their business.

Improved bidding and financial information between the sales team and the office means more profitable jobs.

TopBuilder's cloud-based synchronization with Acumatica Construction Edition makes it easy for management and sales teams to mitigate risks and prioritize profitable bids.

Both workgroups can easily see project and financial information for every client in real-time that tells them if that customer has any outstanding jobs, a high outstanding balance, or poor credit. This empowers the entire team to make better decisions, prepare comprehensive forecasts, deliver effective quotes, and increase profitability.

Bid Opportunity Name	Description	Status	Job Type	Estimate Id	Est. Amount	Total Bids	Bids Due	Division/Territory	Industry	Assigned To	Created	Note
Multi-Purpose Mid-rise construction	100 retail stores with 2,000 sqft units. High end retail and luxury goods. Big job, need to show Bids one.	New Bidding Opportunity	New Construction		\$5,000,000.00	9	5/16/2019 5:00 PM	Electrical Division	Retail	Don	4/11/2019	City approval received for move forward
Bid/Lead Name	Account/Customer	Bid Due Date	Bid Submitted	Status	Bid Score	Division/Territories	Bid Amount	Primary Estimator				
Multi-purpose Mid-rise - Demarco	Demarco Construction	5/16/2019 12:00 PM	4/18/2019	Bid Submitted	45	Electrical	\$4,999,000.00	Joe T				
Multi-purpose Mid-rise - A. Belle	A. Belle Construction	9/29/2019 12:00 PM	7/18/2019	Bid Submitted	45	Product Sales	\$4,999,000.00	Don L.				
Multi-purpose Mid-rise - Duckworth	Duckworth Inc.	7/25/2019 5:00 PM	6/05/2019	Job Awarded (ERP Updated)	45	Electrical	\$4,999,000.00	Brooke E.				
Multi-purpose Mid-rise - Moody	Moody Construction	7/25/2019 5:00 PM	6/22/2019	Job Awarded (ERP Updated)	45	Electrical	\$5,000,000.00	Ashley L.				
Multi-purpose Mid-rise - Bond Corp.	123 Bond Corp.	9/29/2019 5:00 PM		Preparing Bid	45	Electrical	\$5,000,000.00	Joe T.				

"Acumatica's job costing abilities and controls, along with the ability to provide flexibility of modules to us as we grew, were huge selling aspects for us."

—Jay Feinman, CFO, Tester Construction Group

> CUSTOMER STORIES

Integration Overview



Accounts Contacts	<	Acumatica Customers Contacts Credit Certification Rules
Leads (Jobs) Job Invoice History	<	Acumatica Projects Project Balances Project Invoice History
Customers Lead (Newly Awarded Jobs) Contacts	>	Project Project Contacts Customer & Customer Contacts (If a New Customer)
Leads (Jobs) Sales Orders Purchase Orders Quote Items	>	Sales Orders Purchase Orders Revenue Budget Cost Budget
Quote Items	<	Stock Items Non-Stock Items Pricing
Accounts	<	Vendor Details
Cost Codes	<	Cost Codes
Project Tasks	<	Project Tasks

For more information please contact,

Michelle Tran
 Acumatica, Inc.
 Email: Michelle.Tran@acumatica.com
 3075 112th Ave NE, Suite 200, Bellevue, WA, 98004-8003
<https://www.acumatica.com>



ABOUT ACUMATICA

Acumatica Cloud ERP is a comprehensive business management solution that was born in the cloud and built for more connected, collaborative ways of working. Designed explicitly to enable small and mid-market companies to thrive in today's digital economy, Acumatica's flexible solution, customer-friendly business practices, and industry-specific functionality help growing businesses adapt to fast-moving markets and take control of their future.

For more information on Acumatica, visit www.acumatica.com or follow us on [LinkedIn](#).