



Acumatica's Native Integration with Amazon Marketplace

Scale Your Amazon Business with Natively Connected Amazon Order Management for Fulfilled-by-Amazon (FBA) and Merchant-Fulfilled Network (MFN or FBM) Transactions

Automate the synchronization of orders or invoices, inventory levels, shipment and tracking notifications from Amazon to Acumatica order management, inventory, financial, and CRM modules. Optimize your financial reporting and reconciliation process by importing Amazon fees into your accounting system and understand per unit profitability.

Key business benefits

- Connect directly to Amazon Seller Central without requiring your own Amazon SP-API keys.
- Leverage Amazon's FBA and/or MFN selling models.
- Separate line items on every sales order and show all Amazon fees.
- Compare Amazon order statements against internal sales order records and automatically reconcile from within Acumatica.
- Receive Amazon rewards as an efficient merchant. Retrieve MFN orders from Amazon and satisfy them as quickly as possible with automated fulfillment processes.

Related resources

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Streamline Selling on the World's Biggest Online Marketplace

Acumatica's native integration with Amazon enables online merchants to offer items to B2B, B2C, and D2C buyers. Manage multi-channel orders within Acumatica.

Efficiently manage products, pricing, and promotions and keep real-time inventory levels per item for a superior customer experience.

Streamline customer returns, refunds, and credits, with a complete view of users' buying history. Bi-directional connectivity eliminates duplicate data entry, automating the hand-off from your storefront to order fulfillment, shipping, and billing.

The Amazon connector imports your Fulfill-by-Amazon (FBA) orders as invoices along with Amazon Order Related Fees and Payments. The connector imports Merchant Fulfilled Network (MFN) orders as sales orders which enter your automated fulfillment process. Moreover, track inventory levels for products housed by Amazon, and reconcile your Amazon statements in an automated fashion.

Benefit from Amazon's algorithms that suggest cross-sell, up-sell, and item substitution opportunities to exceed your customers' highest expectations. Determine how orders are processed when stock reaches certain levels with business events, even allowing split orders and back orders.

Most importantly, use the Amazon Native Connector and avoid obtaining your own Amazon Developer Account and API Keys. Using our OAuth connector will save your IT department many weeks of effort to prove their compliance with Amazon Security.

"We're in this era of, you buy something online, you want it at your doorstep the next day. Because our inventory is tied to our eCommerce site, a customer can now see what's available and be able to predict when they're actually going to have it in their house and ready to use."

– Amanda Datte, CFO, Clive Coffee

> CUSTOMER STORIES

Bi-directional Communication

Transmit data bi-directionally between your Amazon front-end and Acumatica back-office software as soon as orders are placed, and your financials are updated. Gain a unified connection for order fulfillment, product availability, Amazon fees, payments, and taxes.

Reports and Dashboards

Display key metrics from Amazon sales transactions, trends, and customer activities right from configured dashboards to quickly see your business-at-a-glance and take swift action.

Order Synchronization

Sales orders are imported via the latest Amazon Selling Partner API. FBA orders automatically import to Acumatica as sales invoices and MFN orders import as sales orders.

Manage Shipment Tracking

Allow buyers to track their shipments through Amazon as soon as an order is shipped.

Protect Buyers' PII

Comply with privacy regulations using advanced encryption to keep buyers anonymous and their personally identifiable information (PII) safely protected.

Enable Split Shipments

Determine how you want to accommodate multiple shipments, split orders, and back-ordered products with flexible configuration rules within Acumatica.

Process Returns, Exchanges, and Refunds

Automate and harmonize data from Amazon for both FBA and FBM product returns, exchanges, and refunds. Return requests from Amazon create RMAs and credit memos in Acumatica for all sales returns. Returns for FBA sales update inventory levels in the Amazon Virtual Warehouse. Full and partial refunds and exchanges are fully supported for either type of sale with corresponding inventory and financial updates inside Acumatica.

Inventory Reconciliation

Connect fulfilled-by Amazon (FBA) transaction data with Acumatica to close the loop on inventory inside your physical warehouse and stock at FBA locations. Automate inventory movement via shipment transactions and transfer orders, enabling inventory tracking and transparency. Reduce manual reconciliation through automated updates with dashboards to quickly identify and resolve inventory variances.

ABOUT AMAZON



Amazon is guided by four principles: customer obsession rather than competitor focus, passion for invention, commitment to operational excellence, and long-term thinking. Amazon strives to be Earth's most customer-centric company, Earth's best employer, and Earth's safest place to work. For more information, please visit www.amazon.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](#).