



Acumatica Pricing Guide

WHAT SETS YOUR PRICE, WHAT OUR ESTIMATE
CONTAINS, AND HOW TO GET A REAL NUMBER



Crestwood Associates

For finance and operations leaders
evaluating Acumatica Cloud ERP · Edition 2026.1

What actually sets your Acumatica price

Acumatica publishes no price list, so every number quoted online is somebody's estimate of somebody else's deal. What a quote is built from is public, and three of the four inputs are things you already know about your own business.

The four inputs

Input	What sets it	What moves it later
Tier	Company size, in employees	Headcount growth, or an acquisition
Transaction volume	Your highest monthly count of a single document type	Sales growth, seasonality, a new channel
Edition	Your industry and the functionality that comes with it	Entering a new line of business
Add-on modules	Everything outside the base edition	Second stage scope, almost always

The four tiers, and the caps that actually apply

Tier	Company size	Users included	User cap	Starting monthly limit
Essentials	Smaller organizations	5	10	1,000 a month
Select	Up to 50 employees	10	30	From 3,000 a month
Prime	Up to 200 employees	10	100	From 3,000 a month
Enterprise	Any size	35	No cap	From 7,500 a month

Quoted from the Acumatica Licensing Guide, April 2026. Two figures there contradict what is widely republished. Named users cap at 10, 30 and 100 below Enterprise, so users are not unlimited above Essentials. And Acumatica publishes no employee count for Essentials, so the "under 20 employees" line on several partner sites is an interpretation rather than a limit.

INPUT 01

Typical annual license range by tier, from Crestwood's own book. One range per tier, so a reader can place themselves against the table above before they ask anyone for anything.

Your busiest document sets your limit, not your total

A monthly transaction limit is the number of documents your license lets you create in a month. It is the input most buyers size wrong, and it moves independently of your tier.



A distributor's shipment count is almost always its highest document type.

Acumatica counts eight document types and charges against the single highest of them rather than the total: sales orders, shipments, AR invoices, customer payments, purchase orders, purchase receipts, AP bills and AP payments.

Limits run 1,000, 1,500, 2,000, 3,000, 4,000, 5,000, 7,500, 10,000, 15,000, 20,000 and up. Pull the peak month rather than the average: the limit has to clear your busiest month, not your typical one.

Same headcount, different limit

	Distributor, 45 people	Services firm, 45 people
Busiest document	Shipments	AR invoices
Peak month	4,200	900
Monthly limit that applies	5,000	1,000

Two companies of the same size, five limit steps apart. Headcount sets the tier, the busiest document sets the limit, and sizing from headcount alone lands a quote wrong in both directions.

THE TWO ANSWERS THAT GET YOU A REAL NUMBER

Roughly how many people work there, and which document you process most in your busiest month. Those two set your tier and your limit. Everything after that is scope, and scope is what the estimate on the next page is for.

What a Crestwood estimate contains

An estimate is only worth having if it survives the project. Here is what goes into ours, and what we put in writing before you sign.

What we price	What you get in writing
License	Your tier and your monthly transaction limit, both named, with the next limit up priced in the same document.
Edition and modules	Every capability itemized as a priced line or a written exclusion. There is no third category, so nothing arrives as a surprise later.
Implementation	Scope by module, with the data readiness check completed first. That check is what makes the 90-day Rapid Start fixed.
Your team's hours	Estimated by role before you sign. Your people's time is a real cost and it belongs in your budget.
Integrations	Named individually as fixed scope or time and materials, never as a category.
Year two onward	Support and the cost of moving up a transaction limit, both priced up front.

INPUT 02 • 03

Implementation ranges by project type (Rapid Start fixed fee, standard, complex) and typical client-side hours by role. No competitor publishes the hours figure.

CONFIRM 01 • 02

Two rows above state a commitment nobody has confirmed. Are client-side hours estimated by role before signature, and are integrations named individually in the SOW?

Why the number holds



Readiness decides the date

Data is verified, extracted, mapped and reconciled before anyone commits to a go-live.



One hand to shake

The consultants who configure your system are the ones who support it.



Two platforms, one firm

If your requirements point at Business Central rather than Acumatica, you hear it from us.

The questions buyers ask us most

These come up in almost every evaluation. The answers do not change depending on who is asking.

The question	Our answer
How much is Acumatica per month?	Licensing is an annual subscription rather than a monthly one, and the annual figure moves with your tier, your transaction limit and your edition. The four inputs on page 2 are what set it.
Is there a free version?	No. There is a trial and there are guided evaluations, and both end in a subscription quote.
Which transaction limit is this built on, and which month?	Your peak month, named in the estimate, with the next limit up priced in the same document.
Which modules in the demo are in the base edition?	Itemized. Everything you saw appears as a priced line or a written exclusion.
What happens to the fee if data readiness fails the first pass?	Readiness is checked before the fee is committed. That check is what makes the fixed fee fixed.
Are the people who configure the system the people who support it?	Yes. One hand to shake from the first conversation through go-live and every year after it.

THREE THINGS TO CHECK IN ANY PARTNER'S QUOTE

Which month the transaction limit was sized on, and what the next limit up costs. Whether every module in the demo appears as a priced line or a written exclusion. And whether your own team's hours are estimated anywhere at all, because those hours are real budget and they are usually left out.

What our clients measured

4 days

Period close, down from over three weeks. R.A.S. Logistics

3 days

Cut from month-end close. Wet & Forget

100+ hrs

Manual work eliminated. Summit Brands

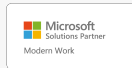


A real number, built with you, in one conversation.

An ERP expert builds the estimate with you, so you can ask as much as you want while it is being put together. You get a written estimate covering license and implementation, itemized, with any module your edition does not include named as its own line rather than absorbed.

Bring the two answers from page 3. Roughly how many people work there, and which document you process most in your busiest month. We work out the rest together. The estimate is yours to keep, and nothing is scheduled from it unless you ask.

Get a live estimate from a Crestwood expert



Gold Certified Acumatica VAR.

Microsoft Solutions Partner for Business Applications and Modern Work.

Crestwood Associates

Certified across the Acumatica Manufacturing, Distribution, Construction and Retail editions. SOC 2 Type 2, current. In business since 1998. crestwood.com