



Partnering to Deliver Complete
Project Visibility and **Stronger**
Client Outcomes



Overview

D&A is a value-added reseller (VAR) focused on engineering and construction firms using Acumatica. To better support project-driven clients, D&A partnered with ProjectManager, a cloud-based project and portfolio management tool with a native Acumatica integration. The result: clients gain visibility and control over their projects, while D&A is able to close more deals, increase deal amounts, and deliver long-term value.

Why ProjectManager

Most organizations need both an ERP and a project management software to cover everything. ProjectManager integrates directly into Acumatica, eliminating double entry, data silos and reporting headaches.

ProjectManager enables:



Visual Planning with Gantt & Dashboards

Plan, track, and present timelines, tasks, and dependencies with the clarity project teams need.



Resource Allocation & Workload Views

Manage team availability and assignments across field and office roles—critical for engineering and construction firms.



Real-Time Project Visibility Inside Acumatica

Executives and finance leaders can see project status, progress, and variances—without leaving Acumatica.



Bi-Directional Sync Between Systems

Projects, tasks, customers, resources, and actuals flow automatically between Acumatica and ProjectManager, keeping both systems aligned and accurate.



Live Tracking of Cost, Time & Scope

Teams stay on top of key project metrics from one integrated solution—ensuring accountability and control at every level.

“The team is amazing - fast, collaborative, and aligned with how we work. It makes all the difference.”

Jean-Michel Lubert
Sales Consultant

How ProjectManager Supports D&A's Sales Motion

D&A has integrated ProjectManager into three key phases of the client journey:



Sales & Discovery

Including ProjectManager in demos helps D&A stand out when clients ask for visual planning or resource management features.



Onboarding & Implementation

The ProjectManager team works closely with D&A to ensure implementation is smooth and aligned with client needs.



Expansion for Existing Clients

For Acumatica clients who grow into more complex project needs, ProjectManager is a natural, integrated add-on.

“They're not just pushing a product. The ProjectManager team makes sure our clients feel confident and supported across both platforms.”

Jean-Michel Lubert

Sales Consultant

Outcome

D&A has already closed new business by including ProjectManager early in the sales process—and helped existing clients grow into more advanced project management. As a reseller, D&A also benefits from commissions on ProjectManager licenses, adding value to both the client relationship and their bottom line.



ProjectManager fits naturally into our Acumatica sales process. When clients see Gantt charts and resource planning, it clicks.

Jean-Michel Lubert

Sales Consultant



ProjectManager