



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



ProjectManager

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.



Expansion for Existing Clients

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



Onboarding & Implementation

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

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.

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

Jean-Michel Lubert
Sales Consultant

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ProjectManager