



ACUMATICA GOLD PARTNER



An Nhien Cafe, an S4 customer, runs on Acumatica.

— ERP SOLUTION FOR F&B CHAINS

Strengthen the core. Grow sustainably.

Acumatica, a US ERP localized for Vietnam: the technology backbone for mid-size and large F&B chains, including franchise networks. Unify finance, standardize operations and control margins down to every location.

Leader

Nucleus Research 2026 SMB ERP Value Matrix

#1 Highest Rated

G2 Spring 2026, Top 20 ERP Systems

Top Rated 2026

TrustRadius

Gold Partner

S4 Consulting, Acumatica partner

— THE F&B CHAIN CHALLENGE

Six pressures as a chain **scales**

Once a chain outgrows POS software and spreadsheets, these pressures arrive together and hit margins directly.

01 Food cost leaks at scale Small differences in portions, waste and voids multiply across stores. CONSEQUENCE Margins fall without a clear cause.	02 Fragmented data Sales sit in POS and delivery apps, cash in banks and e-wallets, stock in Excel. CONSEQUENCE Month-end reconciliation, slow decisions.	03 Tighter compliance Cash-register e-invoices under Decree 70/2025 and accounting under Circular 99. CONSEQUENCE Tax risk if systems fall behind.
04 Multi-entity consolidation Central kitchen, operating and brand companies trade with each other. CONSEQUENCE Consolidated reporting takes weeks.	05 Growth without losing standards New stores and franchises must keep one recipe and process standard. CONSEQUENCE Inconsistent brand experience.	06 Audit and funding readiness Investors and auditors expect transparent data, full audit trails and fast closes. CONSEQUENCE Company valuation suffers.

One integrated solution, **not separate modules**

01 Streamlined IT One cloud platform replaces scattered software, cutting infrastructure, maintenance and reconciliation hours.	02 Real-time management POS, inventory, kitchen, banking and e-invoicing connect to Acumatica: food cost, stock and P&L as they happen.	03 Ready for AI agents The AI Assistant answers questions on ERP data; the Acumatica MCP Server lets agents such as Claude and ChatGPT query within permissions.
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SOLUTION CAPABILITIES

Four capability layers on one platform

Every capability below belongs to one solution, running on one Acumatica platform and one data model. Chains roll out in phases without buying and stitching software together.

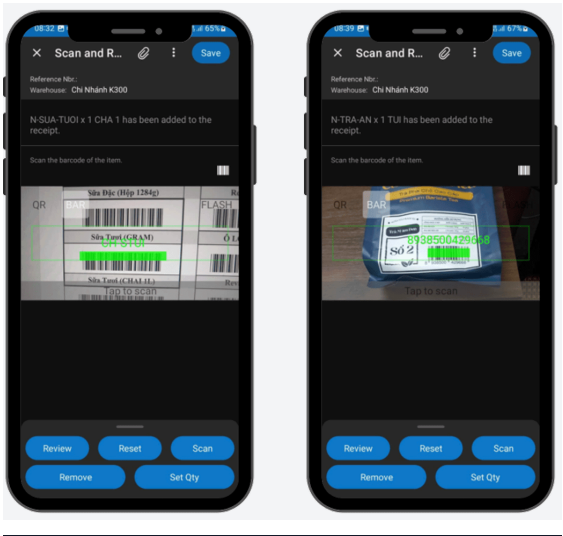
01	02	03	04
Chain operations	Finance & management	Vietnam compliance	Data & AI
Recipes and food cost	Per-location P&L	Circular 99 and VAS reporting	Leadership dashboards
POS-driven stock deduction	Multi-entity consolidated finance	E-invoicing and banking	AI Assistant in Acumatica
Mobile warehouse and kitchen (WMS)	Budgeting and cost control	VN Payroll for every workforce group	Operational alerts via Zalo
Central kitchen and MRP	Franchise accounting: royalties, fees, reconciliation	Bilingual Vietnamese - English UI	AI tool connections
Purchasing and suppliers			
Store opening projects			

Every transaction is a journal entry

Receipts, sales, transfers, central kitchen production and payments post directly to the general ledger in one database. Leadership sees food cost, balances and P&L from one source, with no month-end reconciliation across systems.

Warehouse and kitchen on a phone

Staff receive, transfer and count stock by scanning barcodes in the Acumatica mobile app, with units such as case, bottle and gram recognized on scan.



A real receiving screen at An Nhien Cafe

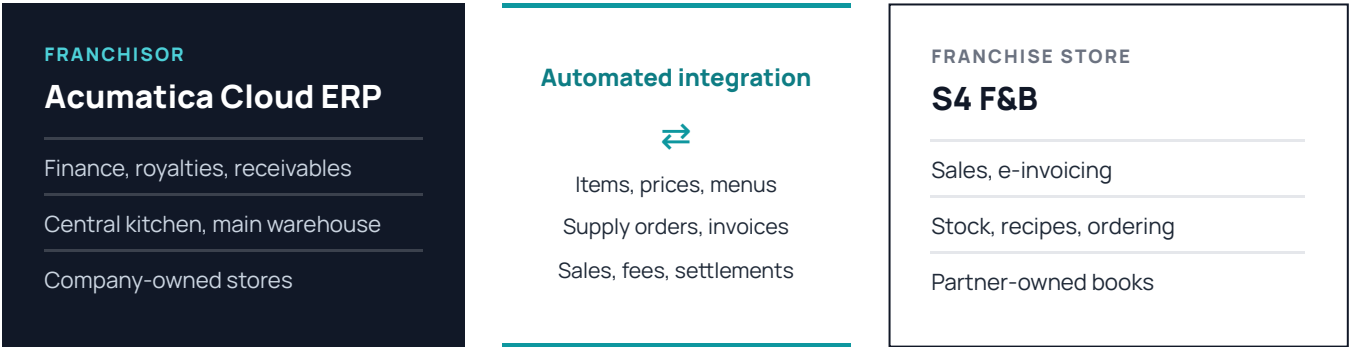
— BY CHAIN MODEL

Designed for every growth model

One platform, with a management focus for each model. The ERP structure reflects how the chain owns, manages and measures each location from day one.

MODEL	MANAGEMENT FOCUS
Coffee and tea chains	Cost per cup, POS-driven deduction, sizes and toppings in one recipe
Restaurant chains	Standard recipes, central kitchen prep, per-restaurant P&L
Bakery chains	Connecting MRP-planned production to every store order
Multi-brand groups	Multi-entity, intercompany, consolidation, IFRS alongside VAS
Diversified groups	F&B, distribution and manufacturing on one platform, group consolidation
Franchise chains	Franchisor and partners on two connected platforms, automated royalties
Central kitchen, supply	Production to order, transfer pricing, lot and expiry deliveries

Franchising: two platforms, one data flow



- 01

Supply

Store purchase orders become sales orders, with credit checks, invoices and lot-tracked receipts.
- 02

Fee accounting

Royalties, marketing fund and technology fees calculated by contract and invoiced in bulk.
- 03

Reconciliation

POS sales, receivables, collections and recipe-based usage reconciled every period.

Unlimited users

Acumatica charges by resources and transaction volume, not per user. Store managers, storekeepers and head chefs all use the system without cost rising per account.

Sources: Acumatica Customer Bill of Rights, Acumatica Licensing Guide.

— VIETNAM COMPLIANCE

Vietnamese standards, a global platform

S4 localization lets Acumatica meet Vietnamese accounting and tax requirements in full, so companies never trade compliance for management capability.

01 Circular 99, VAS Financial statements and books under Circular 99, compliant with Vietnamese Accounting Standards.	02 VAS consolidation Multi-entity consolidation under VAS, alongside IFRS for the parent and investors.	03 Fixed assets Depreciation, additions, disposals and fixed asset reports under Vietnamese rules.
04 E-invoicing E-invoices issued straight from Acumatica sales transactions.	05 Banking Bank integration for payments and reconciliation, with less manual entry.	06 Zalo Approvals, count requests and stock alerts sent straight to Zalo.

VN Payroll: one payroll for every workforce group

S4's payroll module on Acumatica: shift time cards, overtime by day type and night shift, compulsory insurance, PIT, leave and payroll cost posted to the right store.

01 Store part-timers Hourly pay by time band, tips, upsell bonus	02 Store full-timers Monthly pay by grade, allowances, store KPI	03 Store managers Base pay, bonus on revenue, food cost, shrinkage
04 Area managers Area KPI bonus, new store opening progress	05 Seasonal staff Daily or hourly pay; 10% withholding from VND 5M per payment	06 Central kitchen Time-based and piece-rate pay by output
07 Logistics, delivery Base pay, allowance per trip, km or order	08 Head office 3P pay, quarterly and annual bonus, B2B commission	09 Interns, apprentices Probation pay of at least 85%, agreed allowances

xRP platform: solid architecture, simpler operations

01 True cloud Runs in the browser and mobile app; choose public or private cloud and change as needs evolve.	02 Powerful customization Workflows, reports and integrations customized as customization projects, separate from core code.	03 No version lock Customizations carry forward, so you stay current with two major releases a year.	04 No vendor lock-in You own your data, export it in relational formats and connect through open APIs.
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— CUSTOMER STORY

An Nhlen Cafe on Acumatica



An Nhlen Cafe implemented Acumatica with S4, integrating Loyverse POS, scanning barcodes by unit on mobile and controlling food cost against recipes. The project was accepted on April 29, 2026.

3%

lower cost of goods sold

60%+

less counting time

~3 months

go-live phase

9 months

S4 operational support before acceptance

Fast & Saving: live in two months

S4's method combines AI with ERP expertise and local know-how: AI accelerates execution while S4 experts lead and control quality. The goal is 50% less time and cost than the usual 4-6 month approach, for projects with a suitable scope.

Month 1**Build & Validate**

Configure and test processes, data, reports and integrations. The customer sees the system run on real processes before moving on.

Month 2**Adopt & Go-live**

Train users to work with AI, rehearse data migration, run UAT and decide go-live on evidence.

Book an Executive Briefing

Talk with Lac Pham or Nu Huynh about your chain model, scope and the right rollout roadmap.

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