

ERP GLOBAL INSIGHTS

TOP 100 VARS

2026



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From Promise to Proof

Top ERP Channel Partners Shift Focus to Growth and Execution

The mid-market ERP channel is undergoing a strategic shift. Following conversations about AI's promise, the focus has pivoted to the practical realities of growth and execution.

Top-performing value-added resellers (VARs) are no longer simply asking whether AI will transform their customers' businesses; they're demonstrating how it already is and repositioning their business models to capture the opportunity. The shift is being felt across the channel.

Additionally, vertical specialization, cloud-first delivery models, accelerated implementation methodologies, and recurring-revenue strategies are defining the partners who are pulling ahead. Meanwhile, economic headwinds, integration complexity, and heightened ROI scrutiny are separating those who have adapted from those who have not.

From promise to proof: AI delivers measurable results

A year ago, conversations about AI in ERP deployments centered largely on potential. Today, the emphasis is on outcomes, and the results are becoming increasingly concrete.

"We've moved from promise to proof," said Nancy Sperry, VP of Partner Sales at Sage. "Partners are delivering tangible outcomes. Finance teams using Sage Copilot are saving over five hours per week on reconciliation, compliance, and payroll admin. AI Agents working in the background are helping businesses get paid faster and cut manual admin in half. Sage's anomaly detection reviews millions of transactions monthly, helping teams close books in days instead of weeks."

Sperry noted that the partners driving the strongest adoption are those who have repositioned AI as a productivity unlock rather than a technology add-on. "The shift from compliance to advisory is real," she said, "and the partners who position AI as a productivity unlock are seeing the strongest adoption and stickiest client relationships."

At Acumatica, the evidence of AI's arrival as a mainstream business driver was on full display at

the company's most recent annual summit.

"At our recent Acumatica Summit event, the main theme of the keynotes and the dominant focus from breakout sessions to hallway discussions was on the adoption of AI," said Sean Chatterjee, Senior VP of Americas at Acumatica. "We've reached an inflection point where we are moving from the promise and potential of AI to customers experiencing results today."

Chatterjee said Acumatica partners are now embedding AI directly into customer workflows, showing measurable impact in areas such as anomaly detection, intelligent recommendations, and streamlined decision-making, all while maintaining scalability and security.



Sean Chatterjee Sr.
VP, Americas, at
Acumatica

Christina Wedge, VP of Partner Ecosystems at Paystand, a blockchain-enabled B2B payments platform, said the shift has been unmistakable. "A year ago, AI was mostly theoretical," Wedge said. "Now the best partners are using it to drive real outcomes in areas like AR automation, exception handling, and workflow efficiency. The value is showing up in reduced manual work, faster processing, and a more scalable finance operating model."

Redefining the top partner: depth over breadth

As AI has moved from aspiration to application, the definition of what makes a top-performing VAR has evolved. Industry executives agree: the partners pulling ahead are those who have traded generalist positioning for deep, focused expertise.

"My definition of a top partner has shifted from breadth to depth," said Wedge. "The best VARs today are focused, know exactly where they win, and can turn customer pain into a repeatable go-to-market motion. I would rather have a smaller number of highly engaged partners than a large

number of loosely active ones."

Sperry of Sage described today's high-performing partners as "enablement-driven and outcome-obsessed." She said the best partners embed training, deploy software, drive change management, and ensure users maximize value from day one, and they keep doing so long after go-live.

"They're also building intellectual property: tailored AI agents, vertical-specific workflows, and subscription-based service models that drive predictable recurring revenue," Sperry said. "We now measure success by adoption metrics, customer lifetime value, and how quickly partners help clients realize ROI. The best partners show up as trusted advisors who deliver outcomes that go beyond technology implementation."

Chatterjee of Acumatica said top-performing VARs today are characterized by being "front-footed" in embracing AI tools and capabilities.

"Today's top-performing VARs continue to execute on the foundations of great customer relationships — providing industry-specific expertise and consistent support," he said. "As technology evolves, so do our top partners, who are front-footed in embracing AI tools and capabilities to deliver tailored, scalable solutions that meet unique customer needs, like maintaining governance and operational discipline in the AI era."

Vertical specialization: turning expertise into a scalable advantage

Across every conversation, vertical specialization emerged as a defining trait of the channel's top performers. ERP vendors and their partner ecosystems are investing heavily in industry-specific capabilities, and partners who have gone deep in a vertical consistently outperform those who have not.

"We're investing in vertical-specific intelligence and co-creation," said Sperry of Sage. "Construction, healthcare, franchise restaurants, and family offices are emerging as major growth areas and opportunities. We equip partners with industry

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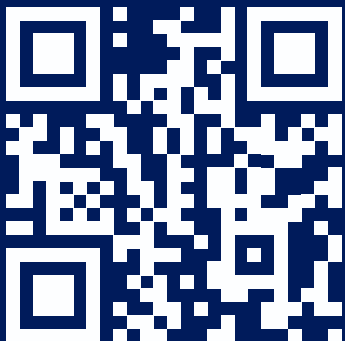
ERP Global Insight's TOP 100 VARs

	Company	Revenue (\$MM)	Staff	Financial Software/Lines of Business
1	RSM US Chicago, IL	\$730.83	17,085	Microsoft Dynamics 365 Business Central, Microsoft Dynamics 365 Finance & Supply Chain Management, Microsoft Dynamics AX, Microsoft Dynamics GP, Microsoft Dynamics NAV, Microsoft Dynamics SL, Oracle NetSuite, Sage Intacct
2	Cherry Bekaert Raleigh, NC	\$650.00	2,830	AnyWare Apps, Deltek, Dynamics 365 Commerce, Dynamics 365 Sales, LS Retail, Microsoft 365, Microsoft Azure, Microsoft Dynamics 365 Business Central, Microsoft Dynamics NAV, Microsoft Power Apps, Microsoft Power BI, Sage 100, Sage Business Cloud, Sage Intacct, Sage X3, Suite Engine, Unanet
3	HSO New York, NY	\$418.00	2,500	Microsoft Dynamics 365
4	Argano Plano, TX	\$405.00	1,800	Microsoft Dynamics 365 Finance & Supply Chain Management, Oracle ERP Cloud/J.D. Edwards, SAP S/4 HANA
5	Alithya Montreal, QC	\$340.00	2,780	Microsoft Copilot AI Agents, Microsoft Dynamics 365, Oracle AI Agents, Oracle Cloud ERP
6	Columbus Copenhagen, Denmark	\$200.30	2,000	Microsoft Dynamics 365, Microsoft Dynamics AX, Microsoft Dynamics GP, Microsoft Dynamics NAV
7	Armanino San Ramon, CA	\$179.00	2,594	Avalara, BlackLine, Budgeting, LeaseAccelerator, Manufacturing, Microsoft Dynamics 365 Business Central, Microsoft Dynamics 365 Finance & Supply Chain Management, Microsoft Dynamics AX, Microsoft Dynamics GP, Planning, RealSTEEL, Sage Intacct, Sage Intacct Construction, Solver, Strongbox, Workday Adaptive Planning, Workday Financial Management, Workiva
8	CBIZ Independence, OH	\$152.00	750	Oracle NetSuite; Sage Intacct, Sage Intacct Construction; Sage 100; Acumatica; Campfire; Rillet
9	Velosio Atlanta, GA	\$150.00	400	Azure, Copilot, Customer Journeys, Customer Service, Dynamics 365 Customer Engagement (Sales, Dynamics 365 Finance, Field Service) Dynamics 365 Project Operations, Microsoft 365, Microsoft Dynamics 365 Business Central, Microsoft Dynamics AX, Microsoft Dynamics GP, Microsoft Dynamics NAV, Microsoft Dynamics SL, Microsoft Fabric, Supply Chain Management
10	Sikich Chicago, IL	\$144.00	338	Microsoft Dynamics 365 Business Central, Microsoft Dynamics 365 Customer Engagement, Microsoft Dynamics 365 Finance & Supply Chain Management, Microsoft Dynamics AX, Microsoft Dynamics GP, Microsoft Dynamics NAV, NetSuite, OpenAir, Oracle Cloud, Salesforce



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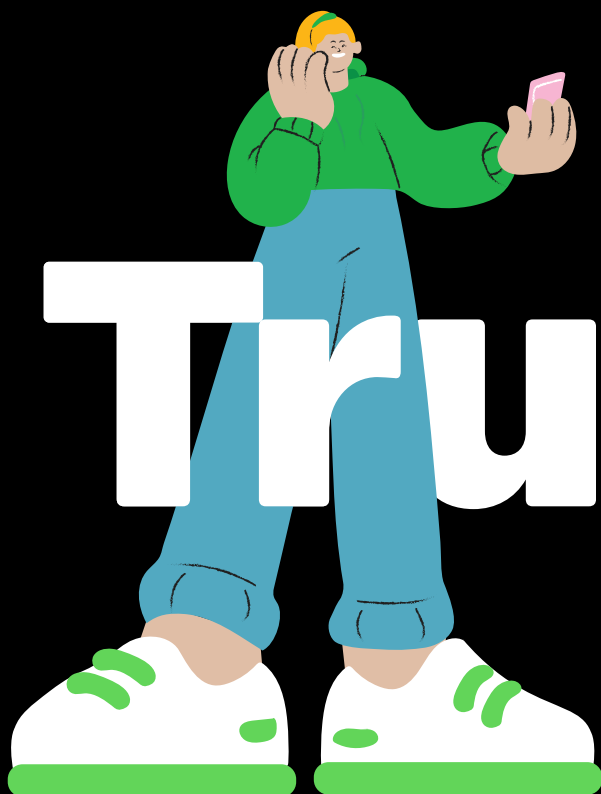
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ERP Global Insight's Top 100 VARs 2026

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	Company	Revenue (\$MM)	Employees	Financial Software/Lines of Business
11	Net at Work New York, NY	\$141.54	510	Acumatica, NetSuite, Sage 100, Sage 300, Sage 500, Sage FAS, Sage Intacct, Sage X3
12	Quisitive Irving, TX	\$127.00	699	Microsoft Dynamics 365 Business Central, Microsoft Dynamics GP, Microsoft SL, Sage Intacct
13	Crowe Chicago, IL	\$125.64	667	Azure Cloud Services, BI, Microsoft Dynamics, NetSuite, Power Platform, Salesforce, ServiceNow
14	Wipfli Milwaukee, WI	\$105.50	650	Microsoft Dynamics 365 Business Central, Oracle NetSuite, Sage Intacct
15	Baker Tilly Chicago, IL	\$100.00	600	Deltek, IFS, Microsoft Power BI, Oracle, Sage Intacct
16	sa.global Cardiff, UK	\$100.00	1,000	Microsoft Dynamics 365 Business Central, Microsoft Dynamics 365 Finance, Microsoft GP, Microsoft NAV, Microsoft SL
17	Aktion Associates Maumee, OH	\$98.05	350	Acumatica, Deltek, Infor Distribution ERP, Sage
18	Stoneridge Software Fargo, ND	\$89.90	303	Dynamics 365 Finance & Supply Chain, Microsoft Dynamics 365 Business Central
19	Sunrise Technologies Winston-Salem, NC	\$83.75	359	Microsoft Dynamics 365 Finance
20	Western Computer Oxnard, CA	\$80.00	170	Microsoft Dynamics 365 Business Central, Microsoft Dynamics 365 Finance/ Supply Chain Management
21	BPM Walnut Creek, CA	\$76.10	1,300	Bill, Celigo, Expensify, Netgain, NetSuite, Sage Intacct, Salesforce, Strongpoint, Tipalti
22	MCA Connect Denver, CO	\$70.00	280	Microsoft Dynamics 365 Finance & Supply Chain Management
23	Cargas Lancaster, PA	\$61.00	199	Financial Software: Sage Intacct, Acumatica, Microsoft Dynamics 365 Business Central, Microsoft Dynamics GP CRM Solutions: HubSpot CRM, Microsoft Dynamics 365 CRM, Salesforce CRM Data Solutions: Microsoft Fabric and Microsoft Power BI Proprietary Software: Cargas Energy (back-office software and mobile applications for fuel delivery and HVAC service companies) and Cargas Pay (payment facilitation for Cargas Energy customers) Other Services: Business process consulting, software implementation/training/support, enterprise data strategy and reporting, integrations, custom software development
24	Enavate Tampa, FL	\$60.00	285	Dynamics 365 Finance & Supply Chain Management, Dynamics 365 Sales, Microsoft 365, Microsoft Dynamics 365 Business Central, Microsoft Dynamics GP, Microsoft Dynamics NAV, Microsoft Dynamics SL, Power Platform
25	Eide Bailly Fargo, ND	\$55.00	3,400	Microsoft Dynamics 365, NetSuite
26	SWK Technologies East Hanover, NJ	\$54.51	205	Acumatica, Sage 100, Sage Intacct
27	LBC Technology Solutions Brentwood, TN	\$54.00	110	Dynamics GP / SL, Microsoft Dynamics 365 Business Central, Sage Intacct, Sage Intacct Construction Management, Sage Intacct Construction Operations, Sage Intacct Construction Payroll, Sage Intacct Preconstruction
28	Vision33 Irvine, CA	\$50.90	433	Business ByDesign, S/4HANA Cloud, Sage Intacct, SAP Business One



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G2.com



Trustpilot



TrustRadius

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29	Marcum Technology Melville, NY	\$50.00	108	Acumatica
30	Blytheco Irvine, CA	\$48.00	100	Acumatica, Sage 100, Sage Intacct
31	BAASS Business Solutions Thornhill, ON	\$47.30	195	Sage
32	Citrin Cooperman Advisors New York, NY	\$46.00	3,500	Microsoft Dynamics 365 Business Central, NetSuite, Vena
33	W Synergy Houston, TX	\$46.00	150	Acumatica, Infor CloudSuite Industrial SyteLine, Infor VISUAL
34	ADSS Global Exton, PA	\$45.00	170	Sage 100, Sage 300, Sage Intacct
35	Rand Group Houston, TX	\$41.50	130	Microsoft Dynamics 365 Business Central, Microsoft Dynamics 365 Finance & Operations, Oracle NetSuite, Sage 100, Sage Intacct
36	Synergy Resources Central Islip, NY	\$40.00	150	Acumatica, Infor CloudSuite Industrial SyteLine, Visual
37	SIS, LLC Duluth, GA	\$39.00	340	Dynamics 365 CRM, Dynamics 365 Finance, Project Operations, SIS Construct 365, Supply Chain
38	RKL eSolutions Lancaster, PA	\$36.90	118	FP&A Portfolio, Sage 100, Sage Intacct, Sage X3
39	JourneyTeam South Jordan, UT	\$36.70	160	Finance & Supply Chain Management, Microsoft Dynamics 365 Business Central
40	The AE Group Vincennes, IN	\$36.00	200	Acumatica, LYNQ ES Software, Rental 360, riteSCAN Mobile Warehouse, SYSPRO, TRAILD AP Automation, uniPoint Enterprise Quality Management
41	ArcherPoint Lawrenceville, GA	\$34.90	179	Microsoft Dynamics 365 Business Central
42	ScaleNorth Covina, CA	\$32.00	275	NetSuite
43	Accordant Co. Florham Park, NJ	\$31.00	100	100 Contractor, 300 CRE, Acumatica, Sage Intacct
44	Forvis Mazars Springfield, OH	\$30.00	150	Microsoft Dynamics 365 Business Central, Microsoft Dynamics 365 Finance, Microsoft Dynamics GP, NetSuite, Sage 100, Sage Intacct
45	NexTec Group Seattle, WA	\$30.00	129	Acumatica Cloud ERP, CannaBusiness ERP (Powered by Sage X3), FoodBusiness ERP (Powered by Sage X3), Microsoft Dynamics GP, Sage X3
46	Strategic Information Group Rock Hill, SC	\$30.00	140	NetSuite, QAD
47	Godlan, Inc. Clinton Township, MI	\$29.88	98	Infor Birst, Infor CloudSuite Industrial (SyteLine) ERP, Infor CPQ, Infor CRM, Prophecy IoT®
48	Clients First Business Solutions Holmdel, NJ	\$29.00	100	Acumatica, Microsoft Dynamics 365 Business Central, Microsoft Dynamics 365 Finance & Supply Chain Management, SAP Business One
49	Logan Consulting Chicago, IL	\$28.66	70	Acumatica, Microsoft Dynamics, QAD
50	DSD Business Systems San Diego, CA	\$28.00	160	Acumatica, Microsoft Dynamics, Sage 100, Sage 300, Sage 50, Sage 500, Sage Intacct, Sage X3
51	Innovia Consulting Onalaska, WI	\$24.46	84	Microsoft Dynamics 365 Business Central, Microsoft Dynamics NAV
52	Alta Vista Technology Royal Oak, MI	\$23.50	53	Microsoft Dynamics 365 Business Central, Sage Intacct
53	Covenant Technology Partners Olivette, MO	\$23.50	58	Microsoft Dynamics 365 Business Central, Microsoft Dynamics 365 Customer Engagement, Microsoft Dynamics 365 Field Service, Microsoft Dynamics 365 Finance & Supply Chain, Modern Work, Sales Power Platform

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54	Crestwood Associates Bonita Springs, FL	\$23.00	65	Acumatica
55	KTL Solutions Frederick, MD	\$22.50	33	Microsoft Dynamics 365 Business Central
56	VistaVu Solutions Houston, TX	\$20.87	102	Business ByDesign, Business One, SAP S/4HANA Cloud
57	Stambaugh Ness York, PA	\$20.78	59	Ajera, Deltek Vision, Vantagepoint
58	Encore Business Solutions Winnipeg, MB	\$20.74	100	Finance & Operations, Microsoft Dynamics 365 Business Central
59	The Answer Company New Westminster, BC	\$20.30	60	Acumatica Cloud ERP
60	CBIZ CompuData Philadelphia, PA	\$20.20	63	Distribution, Manufacturing Operations, Sage 100, Sage Intacct, Sage Intacct Construction
61	Kerr Consulting The Woodlands, TX	\$20.10	125	Sage Intacct
62	Cre8tive Technology & Design San Diego, CA	\$20.00	150	Epicor Kinetic, Pro.File (Revalize) PL
63	Unify Dots Seattle, WA	\$19.70	330	Microsoft Dynamics 365 Finance & Supply Chain Management
64	Vertilocity Bridgeville, PA	\$18.39	90	Sage Intacct
65	Dean Dorton Technology Lexington, KY	\$18.34	55	Microsoft Dynamics 365, Microsoft Dynamics GP, Sage Intacct
66	Fourlane Austin, TX	\$18.00	85	Acumatica, Enterprise, Intuit QuickBooks Online, NetSuite
67	Business Technology Partners Deerfield, IL	\$16.75	59	Sage Intacct, SYSPRO
68	Full Sail Partners Steamboat Springs, CO	\$16.70	52	Deltek Vision, Vantagepoint
69	Technology Management Concepts El Segundo, CA	\$16.00	50	Microsoft Dynamics 365 Business Central, Microsoft Dynamics GP, Microsoft Dynamics NAV
70	Boyer & Associates Minneapolis, MN	\$15.40	52	Microsoft Dynamics 365 Business Central (cloud), Microsoft Dynamics 365 Finance & Supply Chain Management (cloud), Microsoft Dynamics AX (on-premise), Microsoft Dynamics GP (on-premise), Microsoft Dynamics NAV (on-premise), Microsoft Dynamics SL (on-premise)
71	3Value The Woodlands, TX	\$15.00	42	Acumatica Cloud ERP, Development Services, Managed Services
72	ComTec Solutions Rochester, NY	\$15.00	65	Epicor Kinetic ERP, Epicor Prophet 21 ERP
73	EisnerAmper New York, NY	\$15.00	4,500	Sage Intacct, Sage Intacct Construction, Workday Adaptive Planning
74	i-Tech Support, Inc. Ocoee, FL	\$15.00	65	Acumatica Cloud ERP
75	The Vested Group Rowlett, TX	\$15.00	70	NetSuite
76	JT Consulting Group Mt. Juliet, TN	\$14.30	48	Abila IP by Community Brands, Sage 300, Sage Intacct
77	Intellitec Solutions Newark, DE	\$14.00	40	Microsoft Dynamics 365 Business Central, Sage Intacct, Solver
78	Protelo Folsom, CA	\$14.00	49	Acumatica, NetSuite
79	Queue Associates New York, NY	\$14.00	72	Microsoft Dynamics
80	Oasis Solutions Louisville, KY	\$13.77	44	consulting, ERP implementation, Help Desk, NetSuite, Oasis Analysis, Oasis Sage Hosting with Cloud at Work, Sage 100, Sage CRM, Sage Fixed Assets, Sage HRS, Sage Intacct

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	Company	Revenue (\$MM)	Employees	Financial Software
81	Kopis Greenville, SC	\$13.50	80	Microsoft Dynamics 365 Business Central
82	Business Solution Partners Great Neck, NY	\$13.40	54	NetSuite, Workday Adaptive
83	WebSan Solutions Gatlinburg, TN	\$12.82	55	Microsoft Dynamics 365 Business Central, Microsoft Dynamics GP
84	Cumula 3 Group Frisco, TX	\$12.54	35	NetSuite
85	BrainSell Danvers, MA	\$12.30	21	Acumatica, Intuit QuickBooks, Microsoft Dynamics 365, Sage 100, Sage 300, Sage Intacct
86	MicroAccounting Carrollton, TX	\$12.20	32	Sage 100, Sage 500, Sage Intacct
87	The T Group Novi, MI	\$11.88	46	Microsoft Dynamics 365 Business Central, Microsoft Dynamics GP
88	Guide Technologies Indianapolis, IN	\$11.51	45	Infor Birst, Infor CloudSuite A&D, Infor CloudSuite Automotive, Infor CloudSuite Industrial, Infor CPQ, Infor CRM, Infor Factory Track, Infor LN, Infor OS, Infor Syteline, Infor Technology Platform, Infor WS, Infor XA
89	Turnkey Technologies Chesterfield, MO	\$11.27	26	Microsoft Dynamics 365
90	AlphaBOLD, Inc Carlsbad, CA	\$11.20	150	Construction Management ERP (Power Platform front-end, Microsoft Dynamics 365 Business Central, Microsoft Dynamics 365 Business Central back-end), NetSuite
91	Sockeye Consulting Anchorage, AK	\$11.00	55	100 CRE, 300 CRE, Sage Intacct
92	DWD Technology Group Fort Wayne, IN	\$10.50	31	Sage 100, Sage 50, Sage BusinessWorks, Sage Intacct
93	Strategies Group Suwanee, GA	\$10.50	59	Acumatica implementations for Construction, Asite, Avalara, Celigo, Corfix, Data-Self, Distribution, EBizCharge, eWorkplace Apps, Field Service, GCPay, Heuristyc, IIG, Jigx, JobPlanner, Luber, Manufacturing, Ottimate, ProjectManager, QBuild, Rap, ServiceTrade, Stack, Traild, Velixo, Workforce Go
94	Solution Systems Chicago, IL	\$10.20	24	Managed IT, Microsoft Dynamics 365 Business Central, Microsoft Dynamics NAV
95	Six S Partners Waterloo, ON	\$10.10	51	Epicor
96	Njevity Greenwood Village, CO	\$10.04	30	Microsoft Dynamics GP, PowerGP Online
97	BCS ProSoft San Antonio, TX	\$10.01	35	Automated Rental Management (ARM), Business Process Optimization, Business Process Review, Change Management, Deltek, Deltek CRM, Deltek Project Information Management, Deltek Replicon, Deltek Resource Planning, Deltek Talent, Deltek Vantagepoint, Executive, Modification, Project Management, Project Recovery, Sage, Sage 100, Sage CRM, ERP Implementation Services, Sage Fixed Assets, Sage HRMS, Sage Intacct, Software Development, Support
98	goVirtualOffice Waunakee, WI	\$10.00	53	PracticeERP
99	ISS Solutions, Inc DBA Paradigm Technology Consulting Langhorne, PA	\$10.00	75	Microsoft 365 Business Central, Microsoft Dynamics, Microsoft Dynamics GP
100	DBA Paradigm Technology Consulting Langhorne, PA	\$10.00	24	Microsoft Dynamics 365 Business Central, Microsoft Dynamics GP

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playbooks, customer success stories, and community touchpoints to shape the relationships between partners and customers of each sector.”

Added Sperry, “Partners win when they position themselves as thought leaders in a vertical, not just vendors. We’re also enabling them to build on our platform so they can package repeatable solutions that scale across similar clients.”

Acumatica has baked vertical specialization directly into its product architecture. The company offers industry-specific ERP editions tailored to construction, manufacturing, distribution, retail, and professional services, with built-in features such as compliance controls, traceability, and AI-driven insights.

“ERP vendors and their partners must meet the business where they are,” said Chatterjee. “... Recognizing that many businesses operate across multiple industries — such as a retailer that also manufactures or distributes its own products — Acumatica’s flexible platform enables users to seamlessly add features from other industry editions. This flexibility enables partners to craft comprehensive, scalable solutions that align with their customers’ diverse operational needs, driving efficiency and long-term success.”

Wedge of Paystand said one of the most common mistakes she sees is partners engaging their financial automation partners too late in the sales cycle, a misstep that undermines the value of vertical specialization.

“One of the biggest mistakes I see is partners bringing in their financial automation partner too late,” she said. “When that happens, they miss the chance to design around the financial workflows that actually differentiate a vertical solution. We are pushing partners to engage earlier so we can help define repeatable use cases by segment and turn industry expertise into something scalable, not just a label.”

Cloud-first delivery: navigating the business model transition

Cloud ERP adoption in the mid-market continues to accelerate, but for many VARs, the shift to cloud-first delivery is less a technology challenge than a business-model challenge. Moving from large upfront project fees to ongoing service delivery requires rethinking pricing, packaging, customer engagement, and internal operations.

Sage has been working to help partners navigate this transition through what Sperry calls a “buffet” approach — subscription-based service bundles where clients pay monthly for personalized combinations of training, optimization, and managed support.

“The biggest challenge is the business model shift, moving from large upfront project fees to recurring service delivery,” Sperry said. “... Partners are more likely to see success when they reframe cloud not as a one-time deployment, but as continuous optimization where their advisory role becomes more valuable over time.”

Acumatica helps partners overcome cloud migra-

tion challenges through robust training programs, hands-on support, and a flexible, cloud-native platform with tools designed to ensure data integrity and governance during migration.

“Transitioning to the cloud presents several challenges for partners, including migrating legacy systems and addressing data security concerns,” said Chatterjee. “... By providing a scalable, user-friendly solution and ongoing enablement, Acumatica empowers partners to confidently transition to cloud-first models while delivering value to their customers.”

Wedge said the barriers VARs face in going cloud-first are more operational and commercial than technical. “Many partners are still shifting from project-based thinking to recurring value creation,” she said. “We help by giving them a clearer value story, stronger enablement, and a more modern way to position business transformation.”



Nancy Sperry,
VP of Partner Sales
at Sage

Accelerating implementations: speed built on discipline

Mid-market buyers are pushing back against lengthy

ERP deployments, and partners who can deliver faster time-to-value without increasing risk are gaining a competitive edge. Vendors are responding with new tools and methodologies designed to shorten implementation timelines.

Sage recently announced an agentic AI-powered delivery model for Sage Intacct, its cloud financial management solution for mid-sized businesses, that embeds AI directly across design, configuration, and testing phases of implementation.

“Early deployments show strong potential to streamline timelines and improve consistency,” said Sperry. “Businesses need a straightforward way to get started and see benefits, and by reducing manual effort and accelerating time-to-value, partners can immediately deliver confidence.”

Acumatica equips its partners with a range of tools and pre-configured resources designed to compress deployment timelines without compromising quality.

“Features like Generic Inquiries and pre-configured workflows enable partners to efficiently retrieve data, automate processes, and tailor solutions without extensive coding,” said Chatterjee. “Additionally, Acumatica offers industry-specific templates, best-practice configurations, and guided implementation methodologies that streamline deployment. These resources reduce complexity while ensuring consistency and accuracy, enabling partners to deliver faster results and align with their customers’ business goals.”

Wedge of Paystand cautioned that speed without rigor can create more problems than it solves. “The biggest accelerators are repeatable implementation motions, tighter scoping, and better alignment between sales, delivery, and customer success,” she said. “Pre-configured approaches help, but only

when paired with good discovery. Speed works best when it is built on discipline, not shortcuts.”

Recurring revenue: building predictable, sustainable growth

Building predictable, recurring revenue streams has become a top strategic priority for many mid-market ERP channel partners. The logic: subscription-based service delivery creates financial predictability, aligns partner incentives with customer outcomes, and drives long-term retention. However, execution remains a work in progress for many.

Wedge said the partners making the most progress are those who have made intentional decisions about which independent software vendor (ISV) relationships to build their recurring revenue engines around.

“What works best is focus and repeatability,” she said. “The partners building predictable recurring revenue are clear on who they serve, what they solve, and which ISVs they want to build around. Where many struggle is they do not have a real ISV strategy. They use one partner here, another there, and create a fragmented customer experience in the process.”

Added Wedge, “The best partners are much more intentional. They align with a smaller number of strategic ISVs, build trust and process around those relationships, and create a repeatable engine instead of a series of one-off motions.”

Acumatica’s consumption-based licensing model is designed to align the interests of the platform, its partners, and customers around shared growth.

“Acumatica’s consumption-based licensing model, which aligns costs with customer growth, helps all parties focus on operational and organizational growth,” said Chatterjee. “Simply put, when the customer succeeds, the ecosystem does well. Additionally, AI tools create opportunities for ongoing customization and value-added services. These approaches enable partners to deliver greater value and generate consistent revenue while fostering long-term customer relationships.”

At Sage, the transition to recurring service delivery is being supported through business enablement as much as technical training.

“Partners that have shifted from one-off implementations to subscription-based service delivery are seeing the most progress in building predictable, recurring revenue,” said Sperry. “We’re seeing partners adopt a ‘buffet model’ where clients pay a monthly fee for bundled services like training, optimization, and managed support. This drives better adoption, retention, and partner accountability. Where they struggle is in the transition—moving away from large upfront project fees to continuous value delivery requires a business model shift.”

ROI scrutiny: demonstrating value earlier in the sales cycle

As economic pressures intensify and technology budgets face greater scrutiny, mid-market buyers are demanding clearer proof of return on investment earlier in the sales process. Partners who can swiftly build a compelling, evidence-based business

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case early in the process stand to benefit.

Sage pointed to the scale of outcomes its platform enables as a foundation for partner-led ROI conversations.

"At scale, AP automation across Sage customers processes tens of millions of invoices globally, returning millions of hours back to finance teams," said Sperry. "... When partners can articulate outcomes like these, the business case becomes undeniable."

Acumatica equips its partners with tools specifically designed to help demonstrate ROI early, including customizable dashboards, AI-driven insights, and detailed reporting capabilities.



Christina Wedge,
VP Partner
Ecosystems

"These tools allow partners to showcase immediate value by highlighting cost savings, efficiency gains, and business growth potential tailored to each customer's needs," said Chatterjee. "Additionally, we provide partners with real-world use cases and success stories that illustrate how similar businesses have achieved measurable outcomes, such as faster decision-making, reduced operational costs, and improved scalability."

Wedge said the strongest partners have structurally changed when and how they introduce the economic case. "We are pushing partners to lead with measurable business outcomes much earlier," she said. "That means talking about time savings, cash flow improvement, reduced manual work, and better customer experience from the start. The strongest partners introduce the economic case at the same time they introduce the solution."

Integration complexity: maintaining flexibility without losing control

As ERP ecosystems grow more interconnected — spanning payments, analytics, HR, compliance, and an expanding range of specialized applications — integration has become both a key selling point and a source of operational risk for mid-market partners. Managing that complexity while preserving customer flexibility requires a platform architecture that is both open and governed.

Sage addresses integration complexity through what Sperry described as a unified, governed ecosystem. "Partners can build and integrate with confidence knowing our AI Gateway and open architecture enforce strict control, transparency, and auditability," she said. "We're enabling third-party agents and custom integrations within a structured and secure platform, so partners can innovate confidently while meeting security and governance requirements. The Sage ledger remains the authoritative source of truth, so external systems can pull data and generate insights, but financial outcomes stay governed."

Acumatica's open platform approach provides accessible APIs that enable connectivity with third-party applications, along with pre-built connectors and integration templates designed to reduce development time.

"This flexibility allows partners to integrate diverse systems without compromising performance or usability," said Chatterjee. "... By maintaining this balance of flexibility and ease of use, Acumatica empowers partners to deliver tailored, interconnected solutions that adapt to customers' evolving needs."

Paystand focuses on simplifying the financial operations and payments layer while preserving flexibility across the broader customer environment.

"That means reducing manual complexity, supporting broad bank connectivity, and making it easier to operate across entities, currencies, and banking relationships," said Wedge. "The goal is less friction for partners and more choice for customers."

New product developments: what's on the horizon

Vendors across the ERP channel are continuing to invest in new capabilities designed to help partners and their customers do more.

Sage, for example, recently announced an agentic AI-powered delivery model for Sage Intacct, designed to transform how financial software is implemented by embedding AI across design, configuration, and testing. The update was unveiled at Sage Future in San Francisco and is part of a broader push to help businesses deploy faster and trust their systems from day one.

Acumatica has released Acumatica 2026 R1, the company's first product update of the year. The release introduces enhancements across four key themes:

AI everywhere: Enhancements to AI Studio with governance and flexibility, plus new AI Assistants that provide actionable insights across dashboards, financials, and manufacturing.

Real-time visibility and control: New features including shop-floor kiosks, mobile time capture, in-transit inventory tracking, and system-level performance monitoring.

Unified experience: A modernized user interface, file tagging, and embedded payments that connect people, data, and processes in one adaptable system.

Industry depth: Targeted innovations across each industry edition — construction, manufacturing, distribution, retail, and professional services — to address the most pressing challenges facing small and mid-size businesses.

Paystand continues to expand what it calls the Office of the CFO story, extending capabilities across accounts receivable, accounts payable, expense management, foreign exchange, treasury, and global payments.

"The market is moving beyond narrow payment point solutions and legacy financial infrastructure toward a more modern, connected operating model," said Wedge. "I am especially excited about our continued progress in AI-driven receivables automation and the longer-term opportunity around stablecoin and modern money movement infrastructure."

Looking ahead: the next generation of top-performing ERP partners

As the mid-market ERP channel continues to

evolve, industry sources agree on what will define the next generation of top-performing partners: deeper vertical expertise, advanced AI fluency, scalable cloud delivery, and an unwavering focus on measurable business outcomes.

"The next generation of top partners will be ecosystem architects," said Sperry of Sage. "They'll need fluency in AI and data strategy, the ability to integrate across a connected tech stack, and deep vertical expertise. The shift is from deploying systems to orchestrating intelligent, autonomous workflows. Partners who embed AI into how they operate will lead this shift."

Chatterjee of Acumatica said the future belongs to partners who can combine vertical depth with technology agility. "The future of top-performing ERP partners will be defined by their ability to leverage advanced AI capabilities to deliver smarter, data-driven solutions," he said. "They will excel in vertical specialization, offering deep industry expertise and tailored solutions that address the unique challenges of specific sectors. ... Ultimately, these partners will stand out by aligning technology with measurable business outcomes, demonstrating clear ROI, and fostering long-term customer success."

Wedge said the broader opportunity extends beyond software implementation into operational transformation. "The next generation of top partners will be more specialized, more outcome-oriented, and more operationally disciplined," she said. "They will know where they win, prove value earlier, and build recurring revenue around repeatable solutions. The market is rewarding partners who can connect technology decisions to business outcomes."

Added Wedge, "Financial operations are becoming much more strategic inside the ERP ecosystem. The partners who win will not just implement software; they will help customers build a better operating model for the office of the CFO."

Clearly, the era of generalist implementation is giving way to something many argue is more demanding and more valuable. Partners who have invested in vertical depth, recurring service models, and AI-enabled delivery are seeing results.

Choosing the Top 100

The ranking of the Top 100 mid-market reselling firms is based solely on annual revenue. When more than one company reported the same revenue, they are listed as tied. Few of the companies chosen or considered are public companies that report results with readily available revenue figures. Many revenue figures were submitted by the companies themselves. In cases in which resellers declined to provide revenue, estimates were made. Factors utilized in estimating include the number of employees reported and the typical selling prices of the products they carry. All companies considered carry products other than financial software, and revenue from those products is included in the totals reported here. Revenues reported are primarily gross revenue. However, some resellers have pointed out that ERP vendors have moved to billing customers and sending the resellers their share, minus cost of goods sold, net revenue. That method, these VARs say, is the proper accounting treatment.