

Native integration reality check

DON'T sign off adding an ecommerce platform until you run this list.

The Promise

"Native ERP integration" sounds like:

- Everything just works between your ERP and ecommerce
- No need for custom development or workarounds
- Faster launch with out-of-the-box functionality

The Reality

Most native integrations move data, not logic. That means:

- Pricing, freight, and terms don't match your ERP
- Orders bypass safeguards and create hidden risk
- Ops teams are still cleaning up after every sale

The 6 questions that save you from that

Make sure all pricing logic is included

Can it reflect contract rates, tiered discounts, and rebates in the storefront?

Miss it and you are either eating margin or explaining surprise invoices.

1.

Confirm customer terms carry through checkout

Do Net terms, pre-approvals, and credit limits carry through?

If not, your best customers are abandoning orders.

2.

Verify freight is accurate from the start

Are ERP rates, multi-carrier logic, and routing rules applied automatically?

Wrong rates kill trust before the shipment leaves the dock.

3.

Keep safeguards intact

Are credit checks, approvals, and manual reviews still in place?

Skip these and you are shipping risk with every order.

4.

Ensure it can scale without breakage

Can it handle new regions, product lines, and additional systems?

If growth means breaking the integration, you are stuck.

5.

Protect yourself when replatforming

Will the integration layer (the custom middleware) survive a platform change?

If you have to start over, you did not build it right.

6.

This is one of three tools we use to help manufacturers avoid integration replatforms.

Grab the full set at

www.acrocommerce.com/tools

and start with the one that hits closest to home.

Score Yourself

- 0-1 No's: You are in good shape
- 2-3 No's: Cracks are showing
- 4+ No's: You are in rebuild territory