



K2's Small Business Accounting Solutions

Major Topics



- Current landscape of small business accounting software
- Strengths and limitations of critical solutions
- Effective add-ons and integrations
- Implementation strategies

Learning Objectives

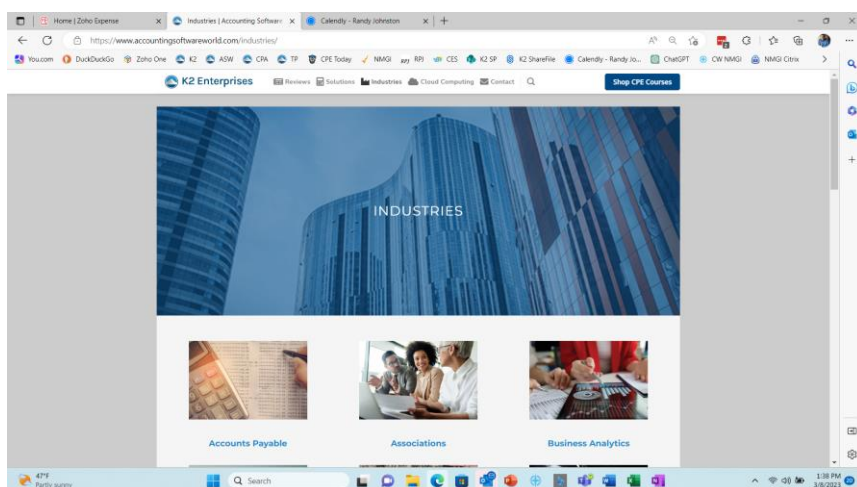


- Catalog the leading accounting solutions tailored for small businesses
- Critically evaluate the strengths and limitations of various accounting tools in the small business context
- Understand the role of add-ons in enhancing accounting software functionalities
- Develop strategies for selecting and implementing the most appropriate accounting solutions for small business clients



OVERVIEW OF SMALL BUSINESS ACCOUNTING SOLUTIONS

Accounting Software World

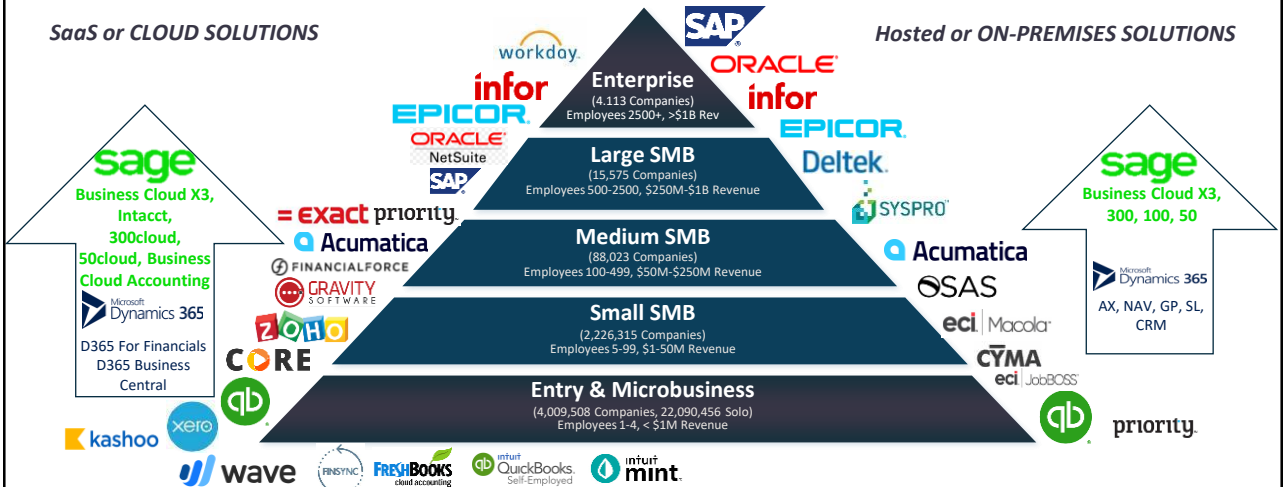


Solutions By Segment



SaaS or CLOUD SOLUTIONS

Hosted or ON-PREMISES SOLUTIONS



K2 Enterprises

Copyright 2024, K2 Enterprises, LLC

Small Business Market



				With Ees	Non ER	Use for 2024
Tier	Tier Name	Ees	Sales	Number of Establishments	Number of Establishments	2021 Totals
1	Enterprise	2500+	\$1B+	4,113		4,113
2	Large SMB	500-2500	\$250MM-\$1B	15,575		15,575
3	Medium SMB	100-499	\$50MM-\$250MM	88,023		88,023
4	Small SMB	5-99	\$1-\$50MM	2,177,385	48,930	2,226,315
5	Entry/Microbusiness	1-4	Up to \$1MM	4,009,508	22,090,456	26,099,964
				6,294,604	22,139,386	28,433,990

Ees=businesses with employees, Non ER = businesses without employees

Data from www.census.gov // Retrieved 2024-03-26

K2 Enterprises

Copyright 2024, K2 Enterprises, LLC

Top Small Business Products



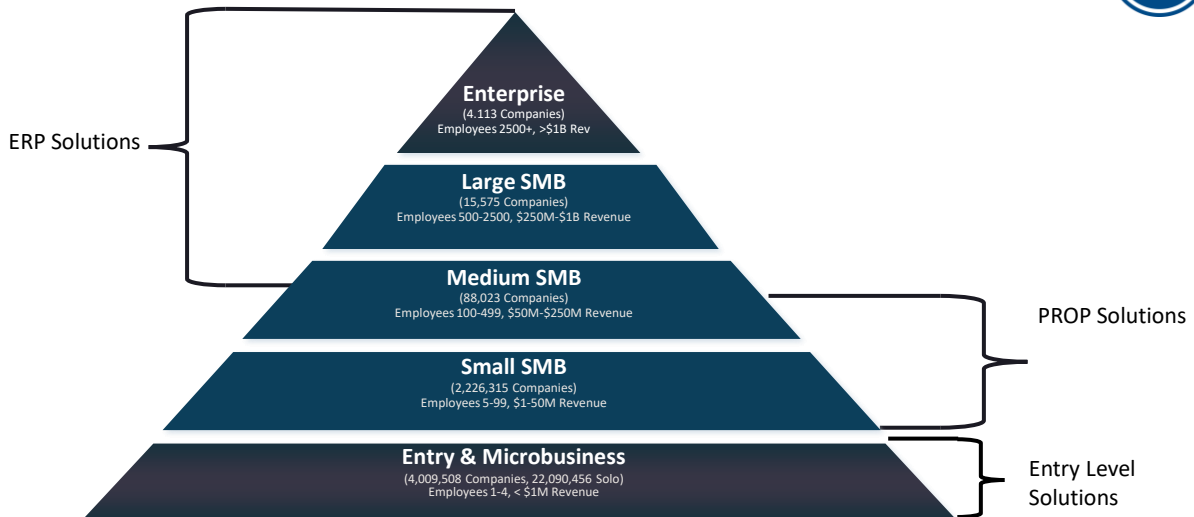
SaaS

1. [Accounting Power](#)
2. [FreshBooks](#)
3. [Kashoo](#)
4. [Momenteo](#)
5. [OneUp](#)
6. [QuickBooks Online](#)
7. [Patriot Software](#)
8. [Xero](#)
9. [Wave](#)
10. [ZipBooks](#)

More Sophistication (SaaS/DT)

1. [AccountEdge](#)
2. [AccountingSuite](#)
3. [CYMA](#)
4. [QuickBooks Enterprise](#)
5. [Sage 50 Accounting](#) (Canada)
6. [Sage 50 US](#)
7. [Spire Systems](#)
8. [Xledger](#)
9. [ZarMoney](#)
10. [Zoho Books](#)

Competitive Landscape And Segmentation



What Is A PROP Solution?



- Process and Resource Operation Planning (PROP) solutions are for growing SMBs that need more than the Entry level solutions, but cannot afford or do not need a full ERP solution yet
- PROP solutions are the middle of the road option
- Lower price than ERP but with more functionality than entry-level systems
- Learn more at <https://www.cpetoday.com/r/articles/prop-software/>



When Are SMB Solutions Insufficient?



- Cost and complexity of add-ons exceeds \$75 per user
- Capabilities solved with external systems and spreadsheets
- Jurisdictional compliance needed
- True multi-multi-multi needed (sites, companies, currencies, legislations, languages)
- Vertical integration needed



Current Mid-Market Technology



SaaS

1. [Acumatica Cloud ERP](#) ([more](#))
2. [Certinia](#) (formerly Financial Force)
3. [Dynamics 365 Business Central](#) ([more](#))
4. [Dynamics 365 Supply Chain](#)
5. [IFS Cloud](#)
6. [NetSuite](#) ([more](#))
7. [Odoo](#)
8. [Sage Intacct](#) ([more](#))
9. [Unit4 Cloud](#)
10. [Workday](#)

Hosted

1. [Aptean Industrial Manufacturing ERP](#) (formerly Open Systems TRAVERSE)
2. [Deltek](#)
3. [ECI Macola](#)
4. [Exact Globe+](#) ([more](#))
5. [Epicor](#)
6. [Hansaworld](#)
7. [Infor CloudSuite Financials](#)
8. [Sage Business Cloud X3](#)
9. [SAP Business One](#)
10. [SYSPRO ERP](#)

Looking For CAS Systems?



SaaS

- Aplos – NFP
- FreshBooks
- QuickBooks Online
- Sage Intacct
- Xero
- Zoho Books

Desktop (hosted)

- AccountEdge
- CYMA
- QuickBooks Enterprise
- Sage 50
- Spire Systems

Consider Your Entire Tech Stack



QuickBooks Online suppo	1st	2nd	3rd	4th
Accounts Payable	Ramp	AvidXchange	BILL	CloudX
Expenses	Nexonia	Expensify	Tallie	Concur
Backup	Veeam	Rewind	Acronis	Datto Backupify
Document Management	SmartVault	ScanWriter Plus	LedgerDocs	Box
Document Gathering	Liscio	Dext Prepare	Hubdoc	Entryless
Document Extraction	Dext Prepare	Hubdoc	Vic.AI	Botkeeper
Forecasting	Jirav	Fathom	LivePlan	Lucanet
Reporting	Reach Reporting	Fathom	Helix	Spotlight
KPI	Jirav	Qcube	PATH by Simplex	Finagraph
Time Entry	QuickBooks Time QBO	Nexonia	Swipeclock	
Payroll	Payroll Relief	OnPay	Gusto	Rippling
CRM/Field Service/Operations	Results	Method	Cin7	Corrigo
Inventory	Cin7	Acctivate	Zoho Inventory	Fishbowl
Job Costing/Construction	Cin7	Corecon	Jonas	Jobber
Tax	Avalara	Vertex	SOVOS	Taxjar
Data Import	Transaction Pro	SaasAnt	Zapier	Synder
RPA	Vic.AI	Aiwyn	Diligence	Botkeeper
Tax Specialty	Corvee	Ledgible Tax Pro	LukkaTax	PTMS
eCommerce	Dext Commerce	Webgility	A2X	We Integrate
Financial Adjustments	Tallyfor	NettTracker	Autoreview	OnceAccounting

Current Reporting And AI Tools



Automation/Reporting

- Botkeeper
- Digits
- Jirav
- MakersHub.ai
- Zeni
- Outsourced accounting
 - Bench
 - Pilot

AI/Advisory

- 4ImpactData
- Aider
- SOBI Analytics

Grid Comparing Solutions



Entry Level Accounting Software								
Feature	QBO	QBD	Xero	Zoho Books	AccountingSuite	Sage 50	Spire Systems	Accounting Power
On Premise		✓				✓	✓	
SaaS	✓		✓	✓				✓
Inventory	✓	✓		✓	✓	✓	✓	✓
Workflow		✓		✓			✓	✓
Job Cost	✓	✓	✓	✓		✓	✓	✓
Reporting-Operational					✓	✓	✓	
Reporting-Financial	✓	✓	✓	✓	✓	✓	✓	✓
CRM				✓	✓		✓	
Integrations	✓	✓	✓	✓	✓	✓		✓
Pricing	✓	✓	✓	✓	✓	✓	✓	✓
iPaaS	✓	✓	✓	✓			✓	✓
Multi-Client Dashboard	✓	✓	✓		✓	✓	✓	✓
Payables integration	✓	✓	✓		✓	✓	✓	✓
API	✓	✓	✓	✓	✓		✓	✓
eCommerce	✓	✓	✓	✓		✓	✓	✓
DMS	✓	✓	✓	✓		✓	✓	✓
BI	✓	✓	✓	✓		✓	✓	✓
Batch		✓			✓	✓	✓	✓
Real-time	✓	✓	✓	✓	✓	✓	✓	✓
Budgeting				✓	✓	✓	✓	✓

Key Features – If Not, Add-Ons



- On Premise vs. SaaS
- Batch vs. Real-time
- Payables integration
- Inventory
- Workflow
- Job Cost
- Reporting-Operational
- Reporting-Financial
- Multi-Client Dashboard
- CRM
- eCommerce
- DMS
- BI
- Budgeting
- Integrations/ecosystem
- API
- iPaaS
- Pricing



OVERVIEW OF SMALL BUSINESS SOLUTIONS

Cloud, Connected, And Hosted

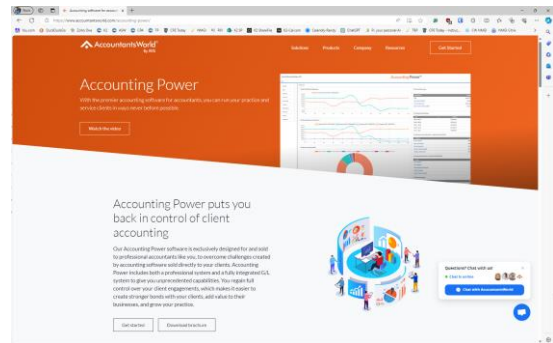


- Cloud – Natively runs in a web browser (QuickBooks Online, Xero, Zoho Books, Accounting Power, etc.), with all data, programs, and execution taking place on the software publisher's servers
- Cloud-Connected – An on-premises solution with all data, programs, and execution taking place locally, but uses cloud-connected services to make the product accessible from other locations (Sage 50cloud data file sync with Sage Drive, accessing QuickBooks desktop with MyQuickCloud, etc.)
- Hosted – Running a desktop solution on a hosting platform like CITRIX XenApp or Microsoft Windows Remote Desktop Services
 - In this environment, all the data, programs, and execution takes place on the hosting computer

Accounting Power



- **Benefits:**
 - Comprehensive Professional System
 - Profitable Client Accounting Services
 - All-inclusive Bookkeeping Solution
- **Downsides:**
 - Learning Curve
 - Limited Integrations
 - Pricing
- **Recent Changes:**
 - Enhanced User Interface
 - Improved Reporting
 - Security Enhancements

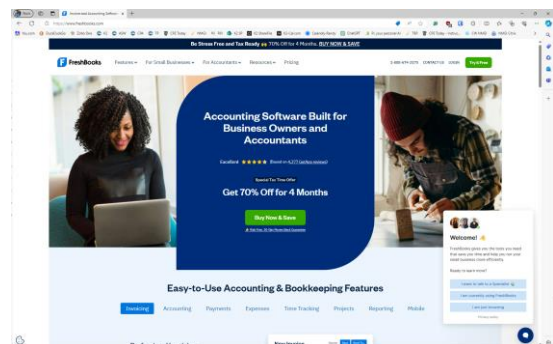


[More on Accounting Power](#)

FreshBooks



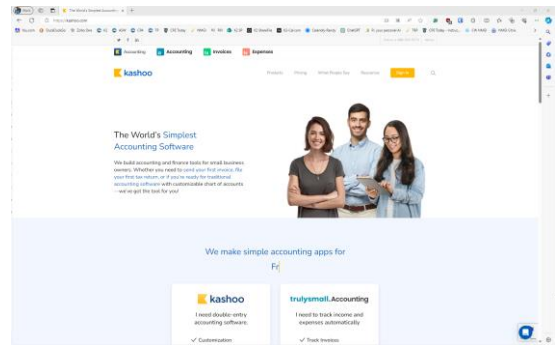
- **Benefits:**
 - Intuitive and Easy to Use
 - Affordable Pricing
 - Double-Entry Accounting Reports
- **Downsides:**
 - Not Tailored for Larger Businesses
 - Additional Cost for Team Members
 - Limited Customization Options
- **Recent Changes:**
 - New Features
 - Improved Functionality
 - User-Friendly Updates



Kashoo



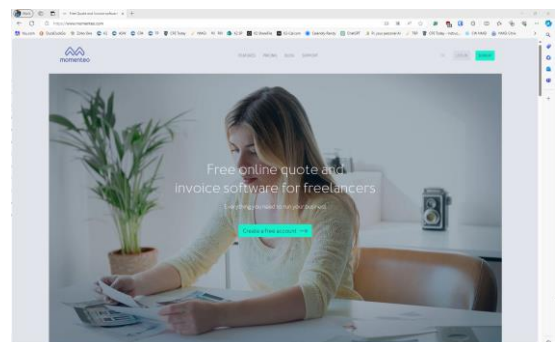
- **Benefits:**
 - Bank Account Connections
 - Unlimited Users
 - Multi-Currency Functionality
- **Downsides:**
 - No Time-Tracking Feature
 - Limited Integrations
 - No Android App
- **Recent Changes:**
 - Mobile App Makeover
 - Simplified UI
 - New Subscription Billing System



Momenteo



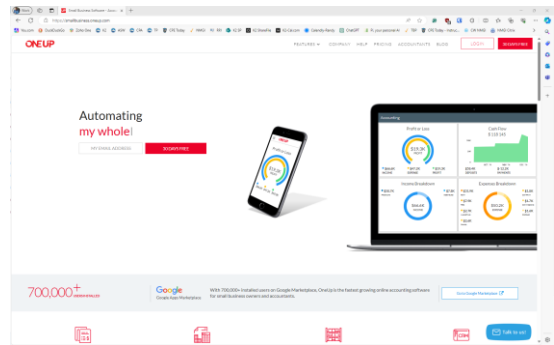
- **Benefits:**
 - User-Friendly
 - Time Tracking
 - Good Financial Overview
- **Downsides:**
 - Limited Functionality
 - Technical Challenges
 - Subscription Cost
- **Recent Changes:**
 - Custom Invoices
 - Calendar Feature
 - Invoice Numbering



OneUp



- **Benefits:**
 - Automated Accounting
 - Comprehensive Management
 - Mobile App
- **Downsides:**
 - Limited Support
 - No Time-Tracking or Payroll Options
 - Limited Customization
- **Recent Changes:**
 - User Interface
 - AI Functionality
 - Bank Sync



Patriot Software



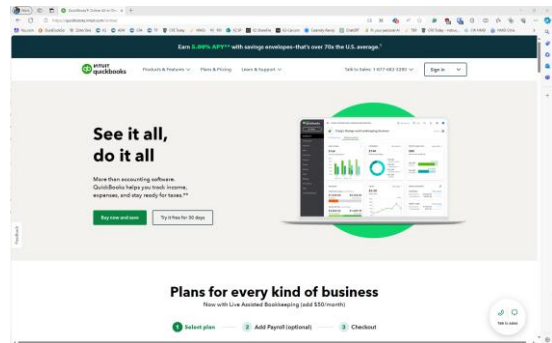
- **Benefits:**
 - Transparent Pricing
 - Unlimited Payroll Runs
 - Native Integrations
- **Downsides:**
 - No Mobile App
 - Limited Third-Party Integrations
 - Additional State Tax Filing Fee
- **Recent Changes:**
 - Payroll Permissions
 - Time Card Manager Permissions
 - Save Payroll and Make Changes



QuickBooks Online



- Benefits:
 - Robust feature set
 - App integrations
 - Thorough record-keeping
- Drawbacks:
 - Costly monthly plans
 - User limitations
 - Learning curve
- Recent Changes:
 - Easier 1099 experience
 - Improved time tracking
 - Enhanced inventory management

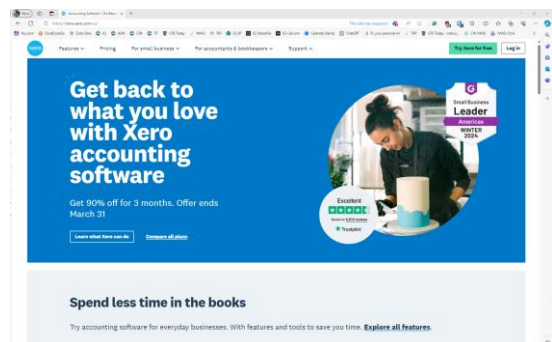


[More on QuickBooks Online](#)

Xero



- Benefits:
 - Competitively-priced plans
 - Unlimited users and clients
 - Free 30-day trial
- Drawbacks:
 - Limited quotes and invoices
 - Learning curve
 - Currency limitations
- Recent Changes:
 - Easier 1099 experience
 - Improved time tracking
 - Enhanced inventory management

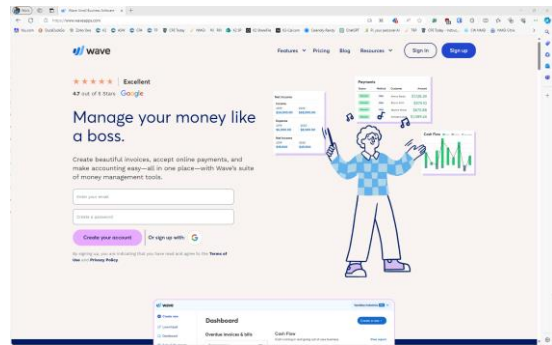


[More on Xero](#)

Wave



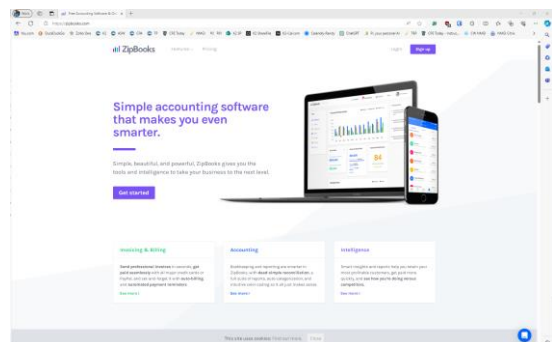
- **Benefits:**
 - Free Plan
 - User-Friendly
 - Strong Invoicing Feature
- **Drawbacks:**
 - Limited Advanced Features
 - Limited Support
 - No Audit Trails
- **Recent Changes:**
 - New Pricing Model
 - Pro Plan Features
 - Receipt Scanning



ZipBooks



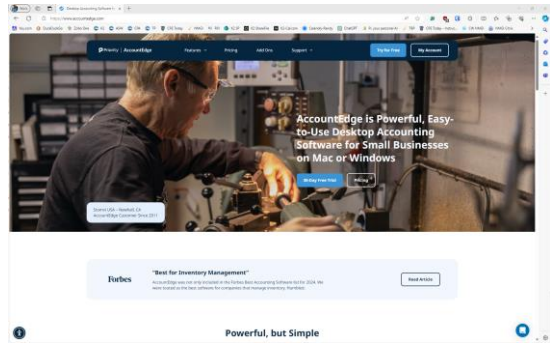
- **Benefits:**
 - Free Plan Available
 - Custom Invoicing Capability
 - Multiple Currency Capability
- **Drawbacks:**
 - Limited Integrations
 - No Android App
 - Limited Invoice Templates
- **Recent Changes:**
 - Bill Pay Integration
 - Gusto Payroll Service Integration
 - New iOS App



AccountEdge



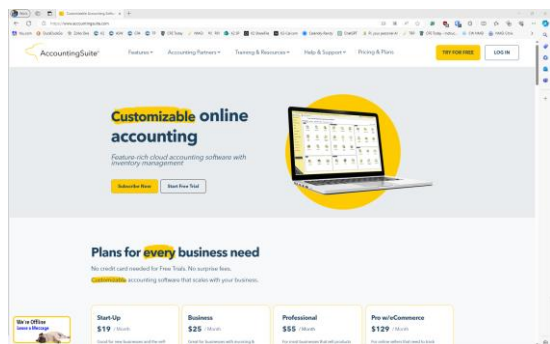
- **Benefits:**
 - Easy-to-Use
 - Inventory Management
 - Affordable
- **Drawbacks:**
 - Poor Customer Support
 - Limited Search Capabilities
 - No Central Dashboard
- **Recent Changes:**
 - AccountEdge Connect
 - Data Management
 - Change Recorded Transactions



AccountingSuite



- **Benefits:**
 - Robust Customization
 - Exceptional Inventory Management
 - Excellent Support Options
- **Drawbacks:**
 - Unattractive Reports
 - Manual Bank Feed Updates
 - Occasional Functionality Issues
- **Recent Changes:**
 - WalkMe Extension
 - Batch Reclass with Ease Feature
 - Cloud Banking

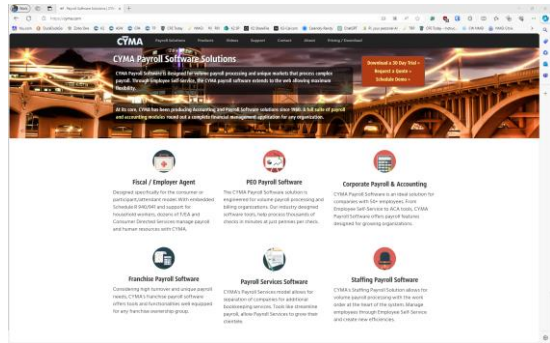


[More on AccountingSuite](#)

CYMA



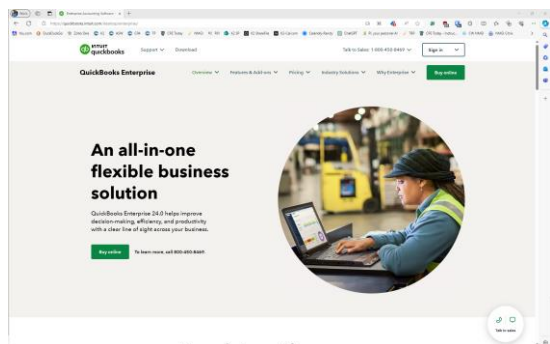
- **Benefits:**
 - Multiple Import or Data Entry Options
 - Support for Unlimited Employees and Deductions
 - Robust Reports and Analytics Features
- **Drawbacks:**
 - Less Flexibility for Larger Enterprises
 - Limited Support Channels
 - Surprise Charges
- **Recent Changes:**
 - Enhanced Accounts Receivable System
 - New Payroll Features
 - Hundreds of Report Changes



QuickBooks Enterprise



- **Benefits:**
 - Comprehensive Financial Tools
 - Cloud Connectivity
 - Ease of Use
- **Drawbacks:**
 - Concerns Over Ongoing Product Support
 - Fewer Automation Tools
 - Longer Setup Process
- **Recent Changes:**
 - Customer Prepayments
 - Item Categories
 - Improved Update Installations

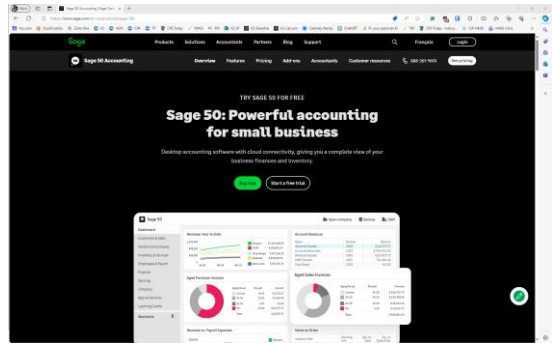


[More on QuickBooks Desktop](#)

Sage 50 Accounting Canada(Simply)



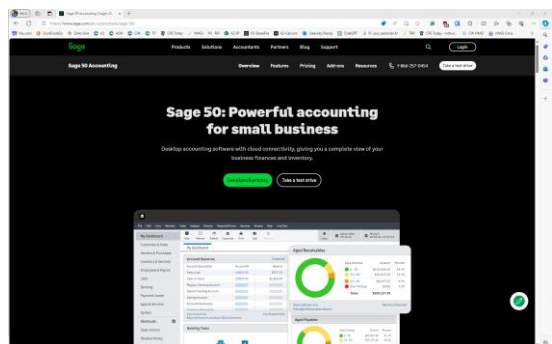
- Benefits:
 - Easy-to-Use
 - Inventory Management
 - Affordable
- Drawbacks:
 - Poor Customer Support
 - Limited Search Capabilities
 - No Central Dashboard
- Recent Changes:
 - Enhancement for Payroll
 - Updated Google Integration
 - Improved User Experience



Sage 50 Accounting US(Peachtree)



- Benefits:
 - Comprehensive Financial Tools
 - Cloud Connectivity
 - Ease of Use
- Drawbacks:
 - Steep Learning Curve
 - Limited Support
 - Outdated UI Elements
- Recent Changes:
 - Sage Drive for Multiple Users
 - Expanded Payroll Types
 - Integrated FFCRA Information

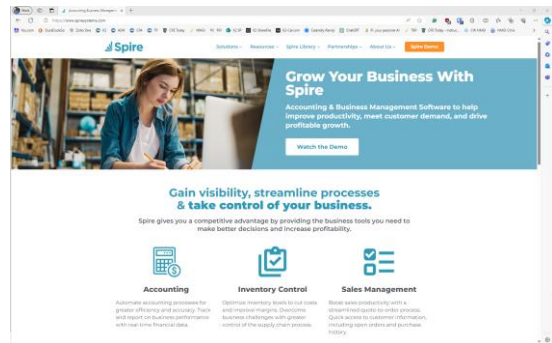


[More on Sage 50](#)

Spire Systems



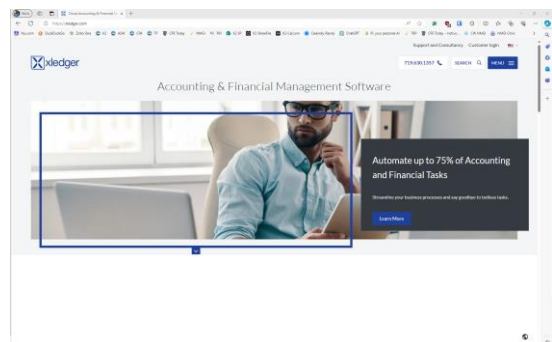
- **Benefits:**
 - Comprehensive Financial Tools
 - Cloud Connectivity
 - Ease of Use
- **Drawbacks:**
 - Limited US Tax Support
 - Limited Costing Reports
 - Limited Scalability
- **Recent Changes:**
 - Bank Reconciliation and Import
 - Customer-Specific Part Numbers
 - EFT Settings



Xledger



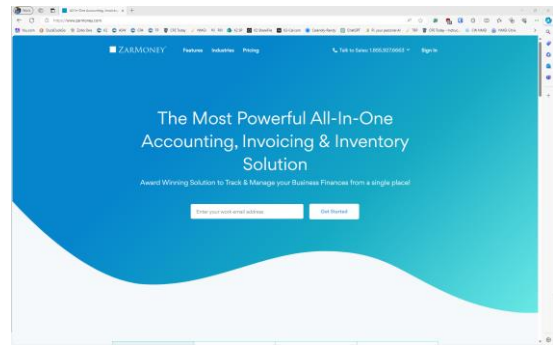
- **Benefits:**
 - Comprehensive Financial Tools
 - Cloud Connectivity
 - Ease of Use
- **Drawbacks:**
 - Limited US Tax Support
 - Limited Costing Reports
 - Limited Scalability
- **Recent Changes:**
 - Bank Reconciliation and Import
 - Customer-Specific Part Numbers
 - EFT Settings



ZarMoney



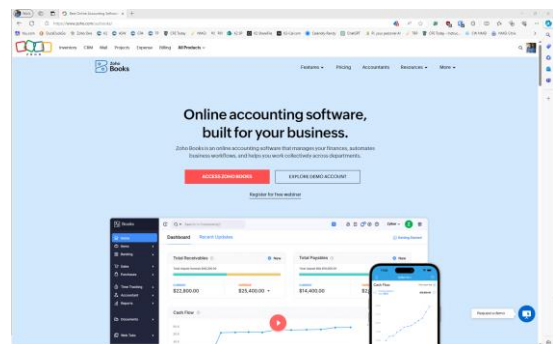
- Benefits:
 - Simplifies Business Accounting
 - Advanced Inventory Management
 - Drives Team Productivity
- Drawbacks:
 - No Mobile App
 - Complex Functionality
 - Maintenance Schedule
- Recent Changes:
 - Improved Bank Reconciliation
 - Integration with Popular Tools
 - Enhanced Security Measures



Zoho Books



- Benefits:
 - Easy-to-Use
 - Feature-Rich
 - Robust Mobile App
- Drawbacks:
 - Limited Users
 - Limited Integration
 - Steep Learning Curve
- Recent Changes:
 - New Unit Codes for Items
 - Bulk Export Option for Additional Reports
 - Search Bar in Reports

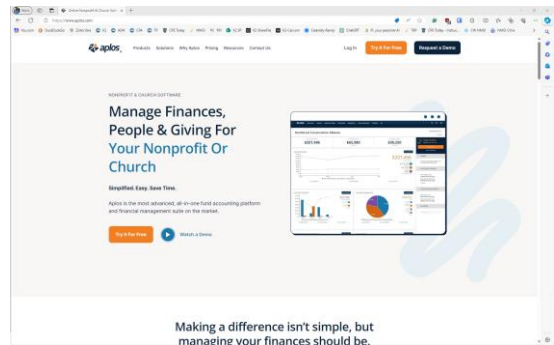


[More on Zoho Books](#)

Aplos – Bonus System (NFP)



- Benefits:
 - Improves Cash Flow Visibility
 - Intelligent Budget Preparation
 - Enhanced Compliance
- Drawbacks:
 - Lack of Social Media Management
 - Poor Tech Support
 - Ongoing Problems
- Recent Changes:
 - Custom Report Builder
 - Bill Pay
 - Address Verification



Why Add-ons?



- Extend the base system
- [Things to know](#)
- [Marketplaces](#)
- [Integration techniques](#)

Small Business Add-ons



- [Accounts Payable](#)
- [Expenses](#)
- Backup
- [Document Management](#)
- Document Gathering
- Document Extraction
- [Forecasting](#)
- [Reporting](#)
- [KPI](#)
- Time Entry
- [Payroll](#)
- [CRM/Field Service/Operations](#)
- [Inventory](#)
- [Job Costing/Construction](#)
- Tax
- Data Import
- RPA
- Tax Specialty
- [eCommerce](#)
- Financial Adjustments

Summary



- The major competitors in the small accounting market today are by AccountingSuite, Accounting Power, Intuit QuickBooks Online, Spire, Xero, and Zoho Books
- Inventory and costing are typical small business solutions shortfalls
- Each small business accounting solution has strengths and weaknesses. Almost all require third-party add-ons
- Accounts Payable, Reporting, Expense Management, and document management are all add-on solutions that can fill functionality gaps. Additional add-ons serve vertical markets



OVERVIEW OF THIRD-PARTY ADD-ON ACCOUNTING SOLUTIONS

Things You Should Know When Identifying Add-On Solutions



- Many tools will only integrate with one application family, so it's important to check software compatibility with the add-on
- Integrations often require you to set up your software in a specific fashion, so please READ THE MANUAL (RTM!) and understand what settings are required for the add-on to work properly
- Because of the complexity of some add-ins, you may need to engage a consultant to help you configure and integrate the solution with your instance of the application
 - This is particularly critical with cloud-based solutions, as it's more difficult to restore from backups on these tools

Things You Should Know When Identifying Add-On Solutions



- Someone in your organization (or a consultant you engage) should understand what data is being exchanged/updated, and how the updates take place (automatic or manual)
 - Any manual update procedures should be documented and included on period end close checklists
 - Important to understand if transactional data is being ported over from an add-in or if it's just posting journal entries as you would when closing out a subledger in a batch system
 - This person should be able to troubleshoot when synchronization errors occur
- The licensing for the add-on solution is IN ADDITION to what you pay for the accounting package, and costs can add up quickly

[Why Add-ons?](#)

Marketplaces



- QuickBooks Online and QuickBooks Desktop: apps.intuit.com
 - Note that QBO and QBD use different integration methods
 - Many QBO add-ons are hosted by Intuit and data is stored on Intuit's servers
 - Most QBD add-ons are installed on a local PC
 - You generally cannot use the same version of an add-in on both QBO and QBD
- Xero App Marketplace: apps.xero.com
 - Since only ~10% of Xero's 3MM companies are in North America, watch out for apps which have not been localized for US/Canadian use
 - Payment services, payroll tools, tax applications, and tools which integrate with financial institutions are all items where localization is critical
- Remember to ask where data is stored – public practitioners may have an obligation for data to be stored in your country only (e.g. US/Canada)

[Why Add-ons?](#)



DATA SYNC / IMPORT INTEGRATION PLATFORM AS A SERVICE (IPAAS)

How Do I Sync My Data With The Accounting Software And Other Tools I Use?



- **Manually**, with reports and journal entries, and a monthly reconciliation
- **Use import/export tools** like [Transaction Pro](#), [Business Importer](#), or [Big Red Consulting](#), or use batch import tools/screens in the accounting application
 - Can use Power Query in Excel to automate data cleanup from exported reports
- **Employ pre-built integrations** provided by a vendor or a solution provider
- Subscribe to an **Integration Platform as a Service (iPaaS)** provider like Zapier, OneSaas, or others
- **Write your own interface** using the product's software development kit (SDK – usually on desktop products) or its application program interface (API – usually on cloud solutions)

Synchronizing Data Between Cloud Apps Is Often Harder Than With On-Premises Solutions



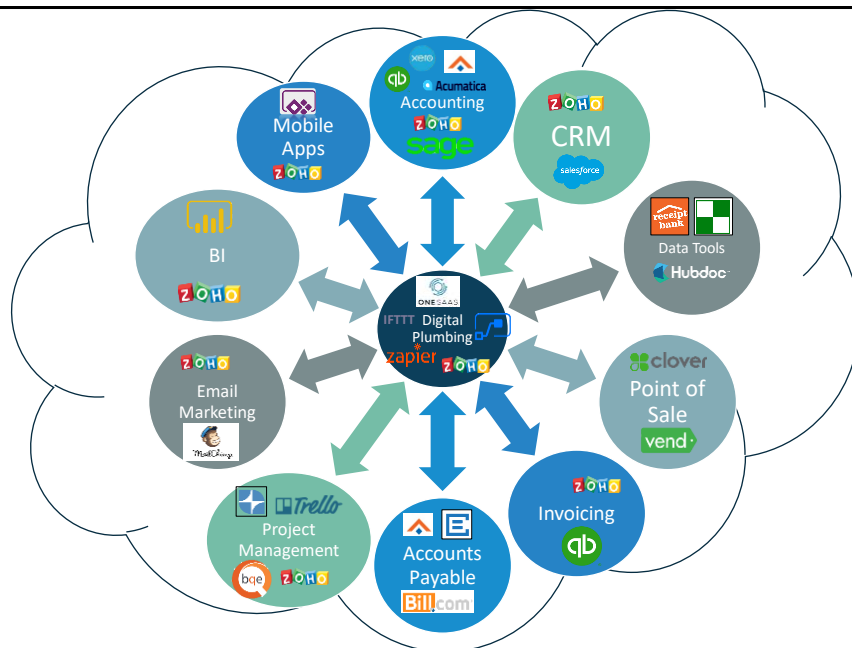
On Premises

- Traditionally done through API/SDK with very few limitations
- Some use database calls (e.g. DDE, ODBC)
- Have the option to use supported and unsupported methods of interfacing data
- Updates can be delayed if they break an integration
- The user can be made an administrator on the local server, the database engine, the application, and the local computer, so access is virtually unlimited

Online

- The scope of the content available is usually limited, and users need to be sophisticated to create / maintain interfaces
- DDE, ODBC generally not available since database is on a remote server
- Remote server is secured and root access not possible, so must use only supported methods
- Updates are made on the publisher's schedule, and may break your add-in
- Current offerings have limited breadth and depth, but are growing rapidly into effective tools for integrators

The Vision



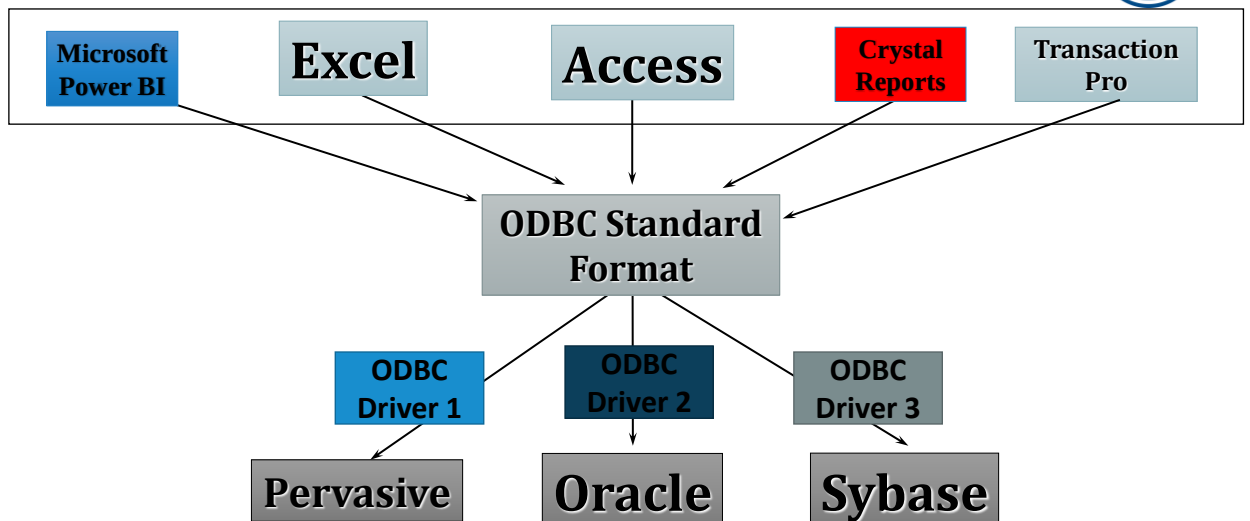
Key Terms For Digital Plumbing - ODBC



ODBC – Open Database Connectivity

- Open standard developed by SQL Access Group in 1992
- ODBC is a standard middleware API for accessing database management systems (DBMS). The designers of ODBC aimed to make it independent of database systems and operating systems
- ODBC uses a standardized command language to communicate with a translator called an ODBC driver. This ODBC driver functions like a human translator, converting commands and data between the database itself and the program/application making the request into languages and formats each understands

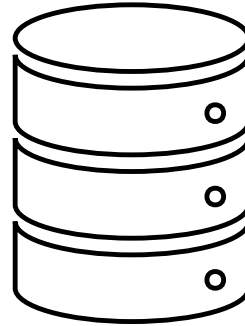
ODBC = Open DataBase Connectivity



ODBC



- All modern desktop application databases are ODBC compliant – just need the driver
- Most G/Ls are ODBC compliant
- Microsoft Office has been ODBC compliant since 1997
- Some of the databases used by accounting software apps include:
 - QuickBooks desktop (Windows) is on Sybase SQL
 - Sage 50 US – Pervasive SQL
 - Dynamics GP – Microsoft SQL
 - Sage 300 ERP – Microsoft SQL, Pervasive SQL, or Oracle



Key Terms



API = Application Programing Interface

- A set of routines, protocols, and interfaces for building software applications; most commonly used on cloud-based applications
- APIs define interfaces which can be used to import/export data to/from a solution
- API's use different styles to communicate with applications, with names like SOAP (Simple Object Access Protocol) and REST (Representational State Transfer)
- An API and the related documentation are usually required for third-parties to create custom software solutions or add-on products which work with a program

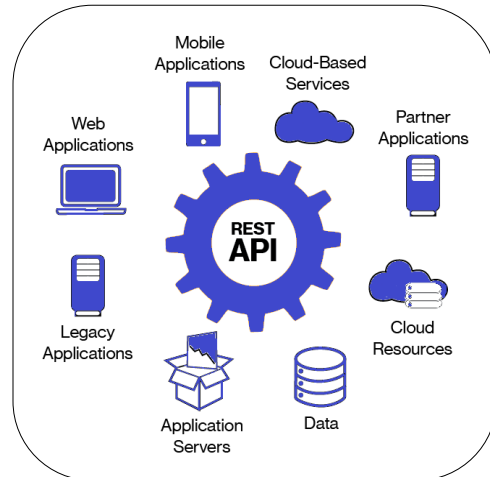


Key Terms



RESTful API

- (REST = REpresentational State Transfer)
- A RESTful API is a modern web-services oriented application programming interface which facilitates requests, queries, and posting of transactions between two systems
- RESTful API's are commonly used by cloud applications to communicate requests and data responses with third-party solutions
- Once understood, authorized users can employ REST commands to gain access to the data needed to solve a problem, automate an interface, create an Excel analysis, or create a report



Key Terms



SDK = Software Development Kit

- An SDK is a set of software development tools, interfaces, and documentation which are used to create applications for a software package or operating system
- While SDK's are generally designed for use by programmers, they are also frequently used by extracting data from applications for custom, ad hoc analysis
- Tools for data analysis commonly use the application's SDK to get the data out of the related application into a report writer, a business analytics tool, or a spreadsheet for further manipulation

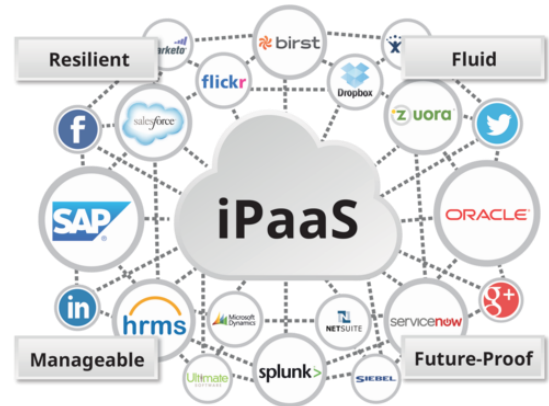


Key Terms



iPaaS – Integration Platform as a Service

- Integration Platform as a Service represents a tool which extracts data from one application and writes it to another application using an API
- Most iPaaS providers store logs, API keys, and transactions logs of what they have done, but do not store data (although there are exceptions)
- Some iPaaS providers provide advanced users with customization capabilities



Some iPaaS Vendors



- [Microsoft Power Automate](#)
- [OneSaas](#)
- [Webgility](#)
- [Workato](#)
- [Zapier](#)
- [Celigo](#)
- [IFTTT \(consumer oriented\)](#)



[Why Add-ons?](#)



INVENTORY, WAREHOUSING, & MANUFACTURING

Inventory Management



Add-in Name	QBO	QBD	Xero	Others	Website
SOS Inventory	X				https://www.sosinventory.com/
FishBowl	X	X	X	Reckon	https://www.fishbowlinventory.com/
Unleashed			X		https://www.unleashedsoftware.com/
Zoho Inventory	X			Zoho Books	https://www.zoho.com/inventory

- Other top products
 - Cin7 (Intuit and Woodard partner)
 - Acctivate
 - Dear Inventory

Some Inventory Features To Consider

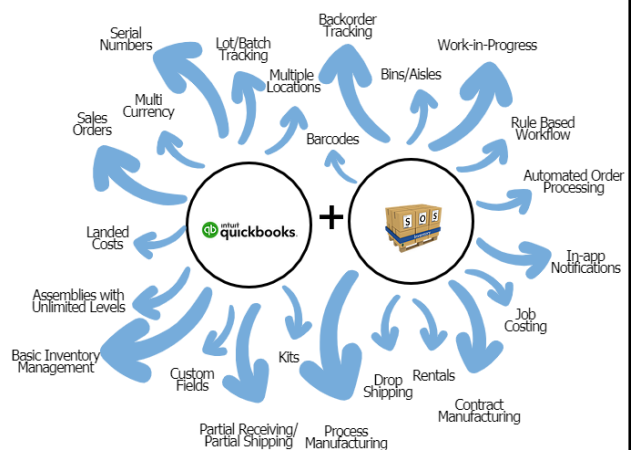


- Costing (FIFO, LIFO, wt. avg.)
- Manufacturing/assemblies
 - Make to order
 - Make to stock
- Pick, packing, and shipping
- Multiple locations (backstock)
- Multiple warehouses
- Fully landed cost
- Reporting and profitability
- CRM integration
- Barcode/handheld support
- Accounting integration
 - Batch or individual posting
 - Update process – auto/manual
- Multi-channel eCommerce – what marketplaces/shopping carts?
- Does it have an API/SDK so you can customize your connections?
- Automatic reordering and in-stock management
- Adjustments/cycle counts

SOS Inventory With QBO



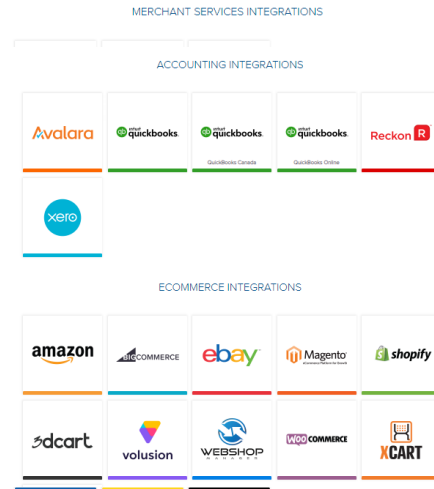
- Integrates with **ONLY QBO**
- Supports manufacturing, many related features
- Plans start at \$59.95/mo. for two users (+\$20 for additional users) – most will need \$119.95/mo. plan
- Feature listing/comparison for different plans at <https://www.sosinventory.com/pricing>



Fishbowl Inventory



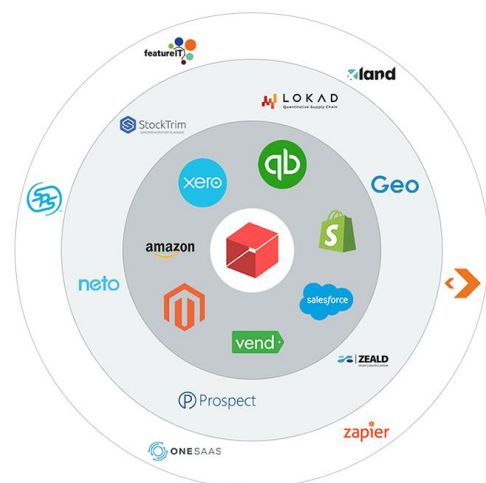
- One of the more mature tools for enhancing inventory support in QBD and QBO; also Xero
- Numerous e-Commerce, CRM, EDI, and other integrations
- Have inventory, manufacturing, warehouse management, mobile, time & labor, checkout, shipping
- Support for Canadian GST, QB Canada
- Primarily a desktop solution (Mac, PC, Linux) but can also be hosted
- Pricing starts at \$4,395 for a perpetual license



Unleashed Inventory



- Handles purchases, production, inventory, and sales
- Supports lot tracking/serial numbers, barcodes, and mobile application
- Works with primarily QBO/Xero, but also offers iPaaS support with OneSaas and Zapier
- Plans start at \$259/mo. for 3 users





- Supports warehouse management, multi-channel e-commerce, orders, fulfillment, payment & shopping carts integrations
- Does not support manufacturing, but does support kitting and serial numbers/lot tracking
- Cloud-based with powerful API
- Integrates with QBO and Zoho Books, as well as the entire [Zoho One Suite](#) (including CRM)
- [Free tier available, basic plan starts at \\$59/mo.](#)

Marketplace

Amazon
eBay
Etsy

Shopping Cart

Shopify
Zoho Commerce

Accounting

Zoho Books
QuickBooks Online

Analytics

Zoho Analytics

CRM

Zoho CRM

Digital Signature

Zoho Sign

Shipping integrations

USPS
UPS
FedEx
DHL Express
Australia POST

Shipment tracking

AfterShip

Payment services

Stripe
PayPal
2CHECKOUT
Braintree

[More Integrations ▶](#)

Inventory Support From Accounting



Why Prioritize Clients with Inventory Management

- Typically, Larger and Less fee sensitive
- Quicker to value real-time financial information – especially the P&L above Gross Profit
- More complex with sales tax tracking → sales tax advisory services
- Quicker to seek operational-level advisory services
 - Spend Management
 - Cost controls for Products and Parts
 - Spend policies for inventory managers and traveling sales reps
 - Accounts Receivable Management
 - Cash Flow Management
- Need support from a value-added reseller/consultant → Referral sources for accounting and bookkeeping services



If You Don't Want To Do The Work



The Fork in the Road regarding Clients with Inventory Management

Option 1: Invest in learning inventory, warehouse management, and associated software solutions → Offer Inventory consulting services and resell one or more QBO-integrated software solutions.

Option 2: Expand your practice to include clients with complex inventory controls by partnering with an inventory consultant and QBO-integrated inventory product expert



[SMB Add-on Menu](#)

eCommerce Tools



Add-in Name	QBO	QBD	Xero	Others	Website
BigCommerce	X	3rd party	X	FreshBooks, OneSaas (multiple), Webgility(NetSuite, QBPOS, QBES)	https://www.bigcommerce.com/
Adobe Magento	3rd party	3rd party	3rd party	Integrates with many mid-market solutions	https://www.magento.com
Shopify	3rd party	3rd party	3rd party	Paid integrations with most applications	https://www.shopify.com
WooCommerce	X	X	X	Zapier, MYOB, FreeAgent	https://woocommerce.com
Volusion	3rd party	3rd party	X	Zapier	https://www.volusion.com

eCommerce Tools



- Many solutions use paid third-party integration platforms instead of native integrations, and you can integrate with most accounting apps – but it may not work as well as you want and may be pricey
- Integrations for other business management platforms may be more important than accounting integrations, so think holistically
 - Point of sale, CRM, pick/pack/shipping, marketing, merchant services, etc.
- May want to look for features like abandoned cart reports, transaction fees, third-party gateways, API access, extensions, multi-channel commerce

BigCommerce



- Integrates with QBO, Xero, NetSuite, FreshBooks, & others
- Can integrate with eBay, Amazon, Facebook, Instagram, Google Shopping, and Square
- Has Enterprise and Essentials versions to address the needs of different markets
- Can be used for B2B, wholesale, multichannel consumer sales
- Supports international use, including currency translation and repricing of items
- Hundreds of consultants in their partner program to help you implement this powerful tool
- [Essentials Standard starts at \\$39/mo.](#)



Adobe Magento Commerce



- Paid integrations with QBO, QBD, D365, Dynamics GP, Xero, NetSuite, Zapier, OneSaas
- Acquired by Adobe in 2018
- Wide range of connectors to other applications sold through Magento Marketplace
- Many partners can help you customize your solution
- Have plans for small business, mid-market, and enterprise
- [Pricing not disclosed](#)



Shopify



- Seems to be one of the simpler offerings we discuss, tools look approachable for non-coders
- Store hosting is included; also includes a point-of-sale app
- Has an API and tools to help you customize and market your store
- Have a partner program for consultants and resellers
- [Plans start at \\$39/mo.](#)



Volusion



- Seems to be another of the simpler offerings we discuss, tools look approachable for non-coders and small businesses
- Store hosting is included in the monthly subscription price
- Has partner program and theme library
- [Pricing starts at \\$35/mo.](#)



WooCommerce



- Open source, with REST API
- Built on the WordPress website platform used by many websites and blogs
- Integrations with Zapier, Facebook, Amazon, and more
- Has a store for purchasing extensions and store themes
- Tools available for selling both physical and digital products
- Will have to license software and purchase hosting services to use ([see blog post for details](#))



[SMB Add-on Menu](#)



MANUFACTURING



Manufacturing Tools

- Many choices, best fit may be determined by the subtype of manufacturing you are doing
 - Process vs. assembly-based
 - Make to order vs. make to stock
 - Lot/serial number tracking
- Other things to consider
 - Cloud-based tool or on-premises tool
 - Batch updates vs. real-time updates
 - What costing methods are available
 - How is overhead applied to products

Manufacturing Tools



- Because this is hard accounting/programming, you will likely need to engage a consultant or partner to help you implement these tools
- Three popular specialized tools:
 - [Acctivate](#) for QuickBooks (on-premises)
 - [MISys Manufacturing](#) (on-premises; QBO, QBD, Sage 50 (US/CA), Sage 300, Sage Intacct)
 - [MRP Easy](#) (cloud; QBO, Xero)
- Some of the inventory tools listed earlier may also provide some manufacturing functionality
- Others: Katana, Fishbowl, ECI JobBOSS

ACCTIVATE



[SMB Add-on Menu](#)



CONSTRUCTION/JOB COSTING

Construction/Job Costing



- Difficult to separate this from purchasing/payables/payroll as an add-on solution, so understand the transaction flow well before buying
- Some key features to consider:
 - How are custom orders/jobs configured, priced, and managed?
 - Data entry and receipt capture process with mobile app
 - Overhead allocation
 - Asset and maintenance tracking
 - Can expenses and labor be assigned to jobs and only entered once?
 - Is expense markup supported?
 - Retainage and punch list tracking
 - Accounting, payroll and payables integration (batch vs. real time)
 - Reporting and job management features
 - Contract and subcontractor management

Construction/Job Costing



- [BuildStar](#) (cloud-based; QBO or internal GL)
- [Corecon](#) (cloud-based; QBO, QBD, Xero, SAP B1, or Sage 50 Canada)
- [eConstruct and Job Costing from Epitome](#) (QBD, QBO, Xero)
- [PASKR](#) (cloud-based; QBES, QBO, Sage 100, Sage 300)
- [UDA ConstructionSuite](#) (cloud or on-premises; QBO, QBD)
- Others: Knowify, Buildertrend, CoConstruct, ProEst, Jonas Premier, simPro, MinuteDock, Jobber

Products That Reduce QBD Need



QBO is Increasingly Relevant to *All* Business Clients



Job Management and Costing for
Short Term Contractors



Job Management and Costing for
Builders and General Contractors



Inventory & Order Management for Retail,
Wholesale, Distribution & Manufacturing

Overcoming Shortfalls With Add-ons



Inventory Features in Cin7 Core Not in QBES



- Mobile Picking and Packing
- Barcode Scanning on certain barcode formats
- Multiple unique tracking identifiers
- Trace tracking of serial and lot information during assemblies
- Complex manufacturing processes (e.g., that include labor and equipment burdens, inventory variances, etc.)
- High transaction volume businesses (e.g., thousands of orders per month)
- Point of Sale (Discontinuation of QBPOS Scheduled for October 2023)
- Native cloud access (i.e., other than QBES hosted)
- Omni-channel e-Commerce integration
- EDI (Electronic Data Interchange)
- Inventory forecasting with intelligent re-order points
- Alternate materials recommendations for variable bills of material
- Tracking inventory in-transit
- Complex shipping processes, integrating with multiple carriers

[SMB Add-on Menu](#)



FIELD SERVICE

Field Service Solutions – Things To Consider



- Geolocation and routing of employees
- Employee certifications/skills
- Parts inventory and tracking of cores
- Equipment inventory and maintenance
- Mobile application for time entry, ticket entry, e-signature, payment, and expense entry
- Dispatch dashboard and CRM integration
- Warranty management
- Mileage capture and billing

Field Service Solutions



- [ESC by FieldEdge](#) (on-premises; QBD, Sage 50 US)
- [FieldEdge](#) (cloud; QBO)
- [Corrigo](#) [also [white labeled by Intuit](#)] (cloud; QBD, QBO)
- [Results](#) (cloud; QBD, QBO)
- Others: Jobber, Housecall Pro, ServiceM8, Smart Service, ServiceTitan, simPro, Fergus, DoMore

[SMB Add-on Menu](#)



PROFESSIONAL SERVICES

Professional Services – Things To Consider



- Time and resource scheduling
- Time and job tracking, and reporting
- Automation of routine tasks like engagement letters
- Integration with mobile devices and Outlook
- Expense entry, markup, and billing to customers
- Contract management
- Job costing and phases
- Integrated client portal, CRM, and document management

Professional Service Solutions



- [BigTime by Edison's Attic](#) (cloud; QBO, QBD)
- [BQE Core](#) (cloud; QBO, Xero)
- [Practice Ignition](#) (cloud; QBO, Xero, Zapier)
- [SherpaDesk](#) (cloud; QBD, QBO, Xero, FreshBooks)
- Others: MinuteDock, Time Tracker by eBillity



VERTIZONTAL SOLUTIONS



DOCUMENT MANAGEMENT

Document Management - Things To Consider



- Check-in and check-out
- Versioning
- Custom fields
- Integration with accounting, CRM, and business management tools
- Automated retrieval of statements and documents
- Data extraction from statements and documents with import into accounting solutions
- Workflow management/approvals for firms and clients

Document Management Solutions



- [DocuXplorer](#) (on-premises; QBD)
- [Hubdoc](#) (cloud; QBO, Xero, BILL)
- [Neat](#) (on-premises or cloud; QBO, QBD)
- [SmartVault](#) (cloud; QBO, QBD, FreshBooks, Xero, Intuit tax apps)
- [Auto-Entry](#) (cloud; Sage 50 (US/CAN), Xero, QBO)
- Others: Dext Prepare, SourceLink, LedgerDocs



EXPENSE REPORTING/MANAGEMENT

Expense Management – Things To Consider



- Credit card data feeds for corporate and personal credit cards
- Expenses can be tagged as paid with corporate or personal card
- Mobile app with receipt capture and OCR
- Data extraction from scanned receipts and import into accounting
- Approval workflows
- Bank transfer payment of amounts due
- Custom field support (jobs, accounts, etc.)
- Integration with accounting solutions

Expense Management Solutions



- [Expensify](#) (cloud; QBD, QBO, Xero, NetSuite, Intacct, Dynamics, others)
- [SpringAhead by Emburse](#) (cloud; QBO, QBD)
- [Tallie by Emburse](#) (cloud; QBO, QBD, Xero, Intacct, NetSuite)
- [Zoho Expense](#) (cloud; QBO, QBD, Zoho Books)
- [SAP Concur](#) (cloud; QBD, NetSuite, Dynamics GP, Intacct, others)

[SMB Add-on Menu](#)



MILEAGE TRACKING

Mileage Tracking – Things To Consider



- Mobile apps for both iOS and Android
- Ability to export data to CSV and PDF
- Support for multiple vehicles
- Integration with accounting software
- Support for multiple users driving the same vehicle
- Ability to set work time schedules

Mileage Tracking Solutions



- [MileIQ](#)
- [Everlance](#)
- [TripLog](#)
- [QuickBooks Online Self-Employed](#)
- [Zoho Expense](#)
- Others: QuickBooks Online Mileage Tracking, Expensify



ACCOUNTS PAYABLE

Accounts Payable – Things To Consider



- Invoice scanning options (upload, mobile photo, scanner, e-mail, fax)
- Invoice data extraction (what is available, is there a charge for having the service enter data)
- Integrations with accounting and other solutions
- What is the payment process (e.g. you pay or service provider pays)
- Bank integrations supported
- Fee structure (monthly, per transaction, etc.)
- VAT (GST/HST) data extraction and tracking (outside USA)

Accounts Payable - Solutions



- [AvidXchange](#) (cloud; QBO, NetSuite, Acumatica, Intacct, Sage 300, Sage 100 Contractor, Sage 300 Construction/RE, Dynamics GP, Open Systems, SAP, JD Edwards, many more)
- [BILL](#) – (cloud; QBO, QBD, Xero, NetSuite, Intacct)
- [Checkbook.IO](#) – (cloud; digital check writing only)
- [Corpay One](#) – (cloud; FreshBooks, QBO, QBD, Xero)
- [Ramp](#) – (cloud; QBO, Xero, NetSuite, Sage Intacct)
- Others: Mineral Tree, ApprovalMax, Lightyear

[SMB Add-on Menu](#)



PAYMENTS

Payments – Things To Consider



- Merchant fee structure (monthly, per transaction, % charged, minimum transaction size, minimum transactions per month)
- Integration with accounting software
 - Link on invoices
 - Automatic posting/reconciliation of customer payments
 - Integration with eCommerce platform
 - Notification of payments
- API access for custom information
- Support for foreign currencies and cryptocurrency payments

Payments - Solutions



- [PayPal](#)
- [Stripe](#)
- [Intuit Payments](#)
- Others: QuickBooks Payments, Square, Authorize.Net, Braintree, PaySimple, 2Checkout, Worldpay, BlueSnap, Adyen, Payoneer



POINT OF SALE

Point Of Sale – Things To Consider



- Integration with accounting software
- Item level inventory, departments, or both
- Does it support restaurant back office, recipes, and food cost variances?
- Can it be used to calculate inventory on the periodic (retail) method?
- Handling of markdowns and discounts
- Are credit card transactions integrated with the point of sale terminal so that you can balance by tender type?
- Cashier statistics reporting (over/short, no-sales, etc.)
- Are manager overrides configurable/available?

Point Of Sale Solutions



- [Lightspeed](#) (cloud/iOS/Android) - Best fit: smaller restaurants or larger retail businesses, multi-channel commerce
- [Square](#) (Mobile) - Best fit: small, low-volume businesses, eCommerce
- [Revel](#) (cloud-based) - Best fit: large & multi-location businesses
- [Vend](#) (cloud-based) - Best fit: small-to-medium retail
- [ShopKeep](#) (pad-based)- Best fit: small QSR or specialty retail

[SMB Add-on Menu](#)



CUSTOMER RELATIONSHIP MANAGEMENT (CRM)

CRM – Things To Consider



- Integration with other apps (order entry, e-mails, AR balances, credit limits, inventory levels, etc.)
- Workflow management and automatic messages (e.g. DRIP campaigns, follow-up messages, order confirms, thank yous, etc.)
- Mobile access to customer notes and other data
- Calendar integration and prompting to add a record after a call or an appointment
- Telephone integration and automatic dialing of customers
- Configurable event triggers to help facilitate timely follow-up
- Customizable fields, templates, and processes to fit your unique needs

CRM Solutions



- [Capsule](#)
- [Insightly](#)
- [Method CRM](#)
- [Results CRM](#)
- [Salesforce](#)
- [Zoho CRM](#)



PAYROLL AND HR

Payroll And HR – Things To Consider



- Does the vendor support e-filing where available and tax calculation in all states/provinces?
- Multi-state payroll support for a single employee
- Handling of state-specific overtime (e.g. California) and union rules
- Support for benefits integration (cafeteria plans, health insurance, flex spending, HRA, medical reimbursement plans, etc.)
- Employee self-serve portal
- Time tracking and mobile time entry

Payroll And HR Solutions



- Payroll:
 - [OnPay](#) (cloud)
 - [Patriot Payroll](#) (cloud)
 - [Paycom](#) (cloud)
 - [Gusto](#) (cloud)
- [Certified Payroll Solution by Sunburst Software Solutions, Inc.](#) (on-prem)
- [Wage Manager Solution by Sunburst Software Solutions, Inc.](#) (on-prem)
- Employee Benefits & Administration:
 - [PeopleKeep](#)
 - [Zenefits](#)
- HR: Bamboo HR, Workful, BreatheHR, People HR, Employment Hero

[SMB Add-on Menu](#)



SALES TAX

Sales Tax – Things To Consider



- Geolocation of jurisdictions and update of rates, or is it done by zip code?
- How often are rates updated?
- Do they support all states/jurisdictions?
- Can you print paper forms to be filed with your state?
- Support for economic nexus (e.g. pay tax based on destination, not origin)
- Outsourced preparation and filing available?
- Is electronic filing and remittance available?
- Does their solution integrate with your accounting/ERP package and e-commerce package?

Sales Tax - Solutions



- [Avalara](#)
- [Taxify by Sovos](#)
- [TaxJar](#)
- [Vertex Cloud Indirect Tax](#)



DASHBOARDS

Dashboards – Things To Consider



- Does the tool integrate with your accounting, operations, CRM, and other systems in real time? If not, how often does it update?
- Are the integrations manual or are they automated?
- Are event triggers available when metrics are outside of pre-defined standards?
- Does the application allow dashboards to be created with data from different companies and shared with outside users (clients/board)?
- Are the reports filterable in a Web browser or on a mobile device?
- Does the product come with pre-built dashboard templates for the company's software packages? Are specific industry templates available?

Dashboards And BI



- [4ImpactData](#) (cloud; QBO, QBD, Intacct)
- [FinJinni 1-2-3](#) (on-premises; QBO, QBD)
- [Jirav](#) (cloud; QBO, Xero, Intacct, NetSuite)
- [Microsoft Power BI](#) (cloud or on-premises; QBO, Xero, Dynamics 365, many others)
- [Qlik Sense](#) (cloud or on-premises; numerous integrations)
- [Zoho Analytics](#) (cloud; QBO, all Zoho apps, Xero, many others)
- Others: Fathom, LivePlan, Cyfe, Qvinci, QQube, Spotlight Reporting, Float

[SMB Add-on Menu](#)



REPORTING

Reporting – Things To Consider



- Is the tool simple enough for self-service use, or will it require IT support?
- Does the tool offer enough sophistication to meet the needs of the most technical users?
- Can report templates be exported and used with data sets from other organizations?
- Are reports run on demand, or can they be scheduled?
- Is it possible to export reports to Excel? Secure electronic distribution
- How does the licensing work for report writers and those who need to receive reports?

Reporting - Solutions



- [Fathom](#) (cloud; QBO, Xero, MYOB)
- [My Business Manager eze](#) (cloud; QBO, QBD, Xero, some Sage)
- [QQube](#) (on-premises; QBD)
- [Qvinci](#) (on-premises; QBO, QBD, Xero)
- Others: Spotlight Reporting, Syft Analytics



BUDGETING/FORECASTING

Budgeting/Forecasting – Things To Consider



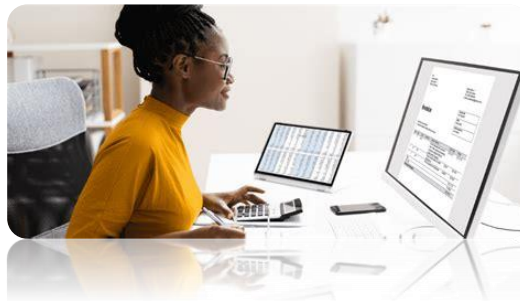
- How many budgets/forecasts can you have?
- Can you create a budget based on last year's budget? Based on last year's actual?
- Can data be imported from Excel?
- What filters can be used to create budgets (customers, profit centers, jobs/projects)?
- How are budget/actual reports created?
- Can you budget and report on non-financial KPI's (FTEs, sales/sq. ft., etc.)
- Are dashboards supported?

Budgeting/Forecasting - Solutions



- [CashFlowTool \(Finagraph\)](#) (cloud; QBO, QBD)
- [LivePlan](#) (cloud; QBO, Xero)
- [Planning Maestro](#) (cloud; QBO, QBD, many mid-market solutions)
- Others: Jirav, PlanGuru, Spotlight Reporting, Float

[SMB Add-on Menu](#)



SMALL BUSINESS ACCOUNTING SOLUTIONS

What's New With Intuit?



- QBO Enhancements - QB Connect November 14, 2023
 - Chart of accounts templates - QB Accountant Edition
 - Spreadsheet Sync
 - Import accounts
 - Expanded Statement Auto Import
 - Chase Bank Feeds Statement Import
 - Workforce Mobile App - Time tracking, time off, etc.
 - QB Bill Pay & Payments
 - My Apps - integrated side app list w/links
 - Cash flow projections discontinued April 20, 2024

What's New With Intuit?



- QBO Advanced Modern View Reports are migrating to default and users will not be able to use the previous version ([ERP Global Insights](#))
- Intuit Assist - Gen AI financial assistant
 - Answer questions to help small businesses understand their data
 - Insights and recommendations
 - Automate tasks to save time
 - More comprehensive analytics to help clients know/manage their business
- QBO Pro and Premier (desktop versions) will not be sold to new customers after July 31, 2024 ([Intuit](#) / [Woodard Report](#))
 - While current users will be able to renew, this sets the stage for the non-Enterprise desktop QB to be discontinued sooner than expected

Discontinued QuickBooks Desktop



- After July 31, 2024, Intuit will no longer sell new subscriptions to the following Desktop products in the US:
 - QuickBooks Desktop Pro Plus
 - QuickBooks Desktop Premier Plus
 - QuickBooks Desktop Mac Plus
 - QuickBooks Desktop Enhanced Payroll
- Subscribers can continue to renew their subscription after July 31
- All QuickBooks Desktop Enterprise subscriptions (Silver, Gold, Platinum, and Diamond) will continue to be available for purchase
- Starting on January 8, 2024, the fee for each direct deposit paid through QuickBooks Desktop Payroll increased to \$4

What's New With Intuit?



- Scaling Up QBO/Payroll
 - QBO Advanced - adding features - FA, Rev Rec, EST vs. Actuals, bulk upload & edit
 - Plug-in for Google Sheets
 - QB Payroll ==> Workforce
 - Employee document center
 - Job Costing - multiple classes, splitting/allocating
 - Benefits - Health, Retirement - Allstate - Group and Healthcare plans
 - Role based permissions expanded for
 - QBO look and feel more like QBD
 - Map payroll to COA
 - Migration Tool - more data moving, works for more clients - competes with QSPs
 - QuickBooks Ledger - Formats QBO data for tax return sync

What's New In ProAdvisor?



- New point earning opportunities and tier thresholds
- New benefits, including exclusive discounts, event access, and firm growth consultation
- Premium customer care for Gold tier ProAdvisors and above
- Addition of ProConnect Tax Online and Intuit Tax Advisor training and discounts
- Increased Mailchimp discount on the Standard Plan
- New accountant-approved app recommendations
- Advanced QuickBooks Online and QuickBooks Online Payroll Certifications = 200 points each
- QuickBooks Online certification = 100 points
- Active QuickBooks Online Advanced, QuickBooks Payroll Elite, QuickBooks Payments, and QuickBooks Bill Pay (Elite) client subscriptions = 75 points each
- Active QuickBooks Online, QuickBooks Online Payroll, and QuickBooks Bill Pay (Premium) client subscriptions = 50 points each



Simple Start

- One user
- Mileage tracking in QBO mobile app
- Cash basis only
- \$30/mo

Essentials

- 3 users + 2 accts
- Has A/P tracking and time tracking
- Mileage tracking in QBO mobile app
- Cash or accrual basis
- ~~\$55/mo~~
- \$60/mo.

Plus

- Five users
- Add class, job costing & inventory
- Send 1099's
- Multi-currency
- Track time & attendance
- ~~\$85/mo~~
- \$90/mo.

Advanced

- Up to 25 users
- Adds workflow management
- Adds BI reporting
- Role-based security
- 24x7 premium support
- \$200/mo

Online Accountant

- Free for all who qualify
- Unlimited users
- Free ProAdvisor Certification (QBO)

Self-Employed

- Designed for Schedule C
- 50% of users bundled with TurboTax
- Three plans – Self-Employed (\$15 to \$20), SE Tax Bundle with TurboTax (\$25 to \$30), and SE Live Tax Bundle (\$35/mo to \$40)



intuit
proconnect



intuit
turbotax

QuickBooks Online



- Best fit: Service businesses, companies with very simple inventory requirements, companies who do not need customized financials
- Poor fit: Construction or job costing, governmental, manufacturing, consolidations, businesses with large numbers of employees who turn over frequently, those with HIPAA data
- Extensions and add-ons:
 - Excellent add-on marketplace, apps.intuit.com, but remember add-ons for both QBO and QB Desktop are sold here – so be sure it works with your preferred solution; Transaction Pro is a popular add-on used to import/export transactional data
- Accountant multi-client interface and multi-company capabilities:
 - Multi-client QBO for Accountants (QBOA) is free for the asking; one of the better multi-client tools available

QuickBooks Online



- Reporting and BI options: Power BI, Qvinci, Spotlight Reporting, FinJinni, and Fathom
- Integration options: Zapier, Microsoft Power Automate, and Zoho Flow
- Other:
 - Company seems to be pivoting into more non-bank financial services (merchants, loans, Credit Karma) and seems to be less focused on accounting; at last count, there were 5.0 MM companies using QBO (2.3 MM in USA), and 1MM who use QBO Self-Employed
 - QBO Live has Intuit offering QBO setup services directly to end-users

QuickBooks Online Product Line



Attribute	QBO Simple Start	QBO Essentials	QBO Plus	QBO Advanced
Typical user	Small business, with or without payroll	Small business	Established small business	Large small business or small mid-sized business
Monthly list price	\$30/mo.	\$55/mo. (now \$60)	\$85/mo. (now \$90)	\$200/mo.
Number of users	1 + 2 accts	3 + 2 accts	5 + 2 accts	25 + 3 accts
Accounting bases	Cash	Cash or accrual	Cash or accrual	Cash or accrual
Classes/location limitations	Not supported	Not supported	Limit of a total of 40 classes/locations	Unlimited classes/locations
Project profitability tracking	No	No	Yes	Yes
Max G/L accounts	250	250	250	Unlimited accounts
1099-MISC reporting	Yes	Yes	Yes	Yes
Fathom Smart Reporting	No	\$39/mo./user	\$39/mo./user	1 user included; supports up to 20 classes and 3,000 active/inactive accts

QBO Live Monthly Bookkeeping



Attribute	Low Volume	Medium Volume	High Volume
Month One Cleanup & Onboarding (one-time)*	\$500	\$500	\$500
Base Monthly Price (per company per month)	\$200/mo. + QBO/PR	\$400/mo. + QBO/PR	\$600/mo. + QBO/PR
Who gets this price?	Businesses with up to \$25,000 in monthly expenses**	Businesses with \$25,001-\$150,000 in monthly expenses**	Businesses with \$150,001+ in monthly expenses**
Items included with monthly service (all plans)	Transaction categorization, account reconciliation, monthly trial balance, PDF copies of key financial reports including I/S and B/S		
Items NOT included with monthly service (all plans)	Sending invoices, paying bills, or management of inventory, accounts receivable, accounts payable, financial advisory services, tax advice, facilitating the filing of income or sales tax returns, creating or sending 1099s, or management of payroll		

Footnotes on Next Slide

QBO Live Monthly Bookkeeping



- Includes bringing past financials up to date (from last business tax return to sign-up month), adjustments to setup, and updated income statement and balance sheet – see [QBO Pricing T&C](#)
- ** Monthly expenses calculated by average of three consecutive months expenses. There's also a T&C phrase that says *"Some basic bookkeeping and services may not be included as part of the service and will be determined by your QuickBooks Live Bookkeeper. You'll get help based on the information you provide. QuickBooks Live Bookkeeping is designed to do basic clean-up of your books."*, so YMMV on high usage accounts.

[Back to QuickBooks Online](#)

QuickBooks Desktop Enterprise



- Best fit: Service businesses, companies with simple inventory requirements, companies who do not need customized financials, multi-currency
- Poor fit: Manufacturing, consolidations, FIFO inventory (except with add-ons)
- Extensions and add-ons:
 - Excellent [add-on marketplace](#) for QB Desktop with more than 200 applications
 - Many popular integrations, but you should understand the required QBD configurations before you start syncing your data; Transaction Pro is a popular add-on used to import/export transactional data

QuickBooks Desktop



- Accountant multi-client interface and multi-company capabilities: Multi-company very limited, only in Enterprise; QuickBooks file manager
- Reporting and BI options: Qvinci, FinJinni, QQube, Infor F9, and Cash Flow Frog
- Integration options: Integration is much more challenging for QB Desktop than QBO
- Newer features include receipt management, customer groups, automated customer statements, and customization of payment receipts
- Other: Company seems to be pivoting into more non-bank financial services (merchants, loans) and seems to be less focused on accountants and accounting firms than in the past; Mac version is a different codebase/product

QuickBooks Desktop Product Line



Attribute	QuickBooks Pro Plus	QuickBooks Premier Plus	QuickBooks Enterprise
Typical user	Small business, with or without payroll	Established small business	Large small business or small mid-sized business
Base subscription price (one user, per year)	\$349/year; Includes support and backup	\$799/year; Includes support and backup	Starts at \$1,410/year for single user; benefits vary by plan
Maximum number of users	3	5	40
Inventory	Avg cost only	Avg cost only	FIFO or Avg Cost
Industry versions	None	5 + General + Acct	4 + General + Acct
Advanced add-ons	None	Fixed Asset Manager; Intuit Statement Writer	Advanced Inventory, Advanced Pricing*, and Advanced Reporting*
1099 preparation	Yes	Yes	Yes

* Feature requires more expensive Gold or Platinum subscription

QuickBooks Payroll Pricing



Attribute	Payroll Core	Payroll Premium	Payroll Elite
Base monthly price (per company)	\$45	\$75	\$125
Additional cost per employee per month	\$4	\$8	\$10
Monthly charge per state for each additional state payroll taxes beyond one	\$12	\$12	\$12
Who prepares payroll tax returns and filings?	User	Intuit	Intuit
Payroll setup by	User	User	Intuit
HR Support Center	No	Yes	Yes
Track time on the go	No	Yes	Yes
Direct deposit availability	Next day	Same day	Same day

[Back to QuickBooks Desktop](#)

Xero



- Best fit: Service businesses, companies who do not need customized financials
- Poor fit: Manufacturing, consolidations, inventory, job costing
- Extensions and add-ons:
 - Excellent add-on marketplace (apps.xero.com)
 - Invoice and statement retrieval (Hubdoc) and expense claims data extraction are included with Xero Business plans
- Accountant multi-client interface and multi-company capabilities:
 - Multi-client Xero Partner Edition available to those who have Xero clients; other workflow/practice management tools available if you have enough clients using Xero to qualify

Xero



- Reporting and BI options: Fathom, Spotlight Reporting, FUTRLI, Zoho Analytics, and LivePlan
- Integration options: Zapier and Zoho Flow
- Other:
 - Company has changed focus to grow at a slower rate in U.S./Canada market, which is home to 251,000 total companies (out of 3MM Xero companies worldwide)
 - Many new features, including [new multi-factor authentication options](#), and new financial reporting options [by tracking category](#), and a new [Duplicate Statement Lines](#) report for identifying problems

[Back to Xero](#)

Accounting Power



- Best fit: Accounting firms who wish to provide a cloud-based platform to do collaborative or outsourced bookkeeping and payroll with clients, especially firms who do not want their software provider selling products/services to clients
- Poor fit: AccountantsWorld will only sell to public practitioners (no direct sales to clients for any reason)
- Extensions and add-ons: Integrations available to support many common needs – bank feeds, workflow, electronic payments, import from common accounting software packages
- Accountant multi-client interface and multi-company capabilities: Has the strongest support for multi-client and multi-company of any solution for practitioners; will do consolidated financial statements natively, without add-on products

Accounting Power



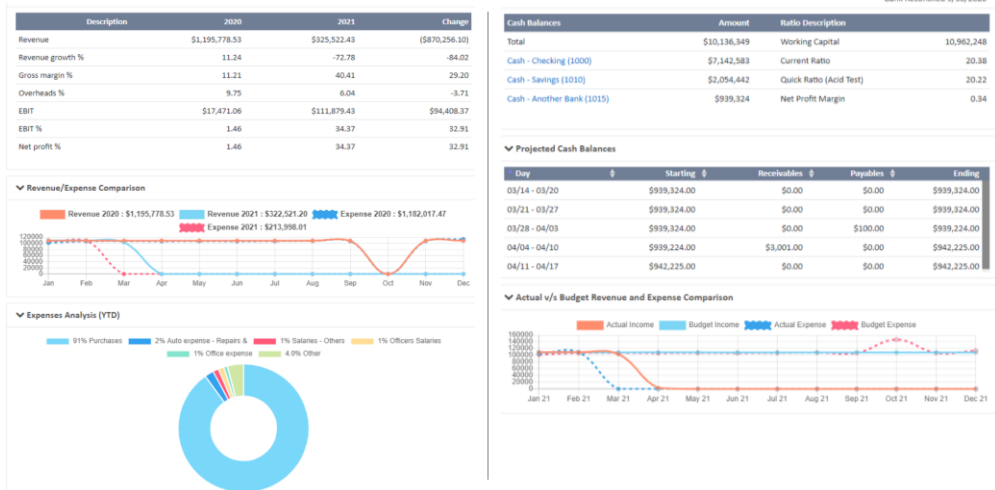
- Reporting and BI options: Reporting is customizable, but there is no integration with any outside reporting or BI tools
- Integration options: Although AccountantsWorld has an API, there is not a third-party marketplace, nor is there integration with iPaaS vendors like Zapier
- Other: U.S. only (does not support GST/HST for Canada); subscription based, cloud application

New Feature Highlights



- Redesigned process-oriented Bill Management System including prepayments
- Industry specific templates with Classes and Categories further refined out of the box (Restaurants)
- Financial Dashboard Additions
 - Profitability
 - Profit vs. Cash flow
- Client Accounting Services dashboard
 - Sales Summary, Labor Cost Summary
 - Inventory Summary, Tips Report
- Improved bank feed integration using Plaid (an industry leader)
- Improved QuickBooks Online Integration for unpaid bills
- Cash tips entry implemented in payroll register
- Cash flow direct method report

Financial Dashboard



Financial Preferences



Preferences

General Options | Title and Footer | Class Description | Financial Fonts

Common Options

☐ Print lines across page below header

☐ Print lines across page above footer

☐ Separate column for totals (single period statement only)

☒ Separate pages for multiple supporting schedules

☒ Show firm logo on Accountant's Report

☒ Capitalize first letter class descriptions

☐ Capitalize all letters of class descriptions

☒ Round amounts to whole dollars

---rounding account---

Balance sheet --Select--

Income statement --Select--

Cash flows --Select--

☐ Combine subaccounts ☒ List subaccounts

Balance Sheet Options

☒ Show retained earnings statement as part of balance sheet

☐ Show percent of assets

☐ Separate liability and capital totals

☐ Page break before liabilities

☒ Show variance on comparative statement

Income Statement Options

☒ Show retained earnings on income statement

☒ Show percent of sales

☒ Show variance on comparative statement

Page break before --Select-- and --Select--

Subtotal after class --Select--

Subtotal Description

Delivering Product To Clients



Firm Options

Email Information

Contact Name:

Title:

Return Email:

☐ Receive Copies of Close Period/Year Report Emails Sent to Clients

Phone Number:

Report Heading: ☒ Client only ☐ DBA only ☐ Both

☒ Print date and time at bottom of reports

[Refresh logo](#)

Cloud Cabinet Folder Paths

Select appropriate folders for Cloud Cabinet. Defaults are set initially below.

Bills:

Invoices:

Bank Statements:

Reports:

Other:

☒ Auto Archive Closed Period ⓘ

☒ Auto Archive Closed Year ⓘ

Delivering Product To Clients



Company

[Contact](#) [Periods](#) [Preferences](#) [Departments](#)

Settings

☒ Use Inventory

☒ Email Closed Period Reports

☒ Email Closed Year Reports

☐ Send Text Alerts to Client

Account Display Format: ☐ Code-Desc ☒ Desc-Code

Check Preferences

View Checks By: ☒ Check number ☐ Check date ☐ Payee name

Payer Name: ☒ Client name only ☐ DBA only ☐ Both

Check Type: ☐ QuickBooks ☐ Other check ☒ MICR ⓘ ☐ Pressure sealed

Print Position: ☐ Top ☒ Middle ☐ Bottom

☐ Print payee address ☐ Suppress signature line ☐ Supress Headings

Vertical Position Adjustment: Inches

Upload Images

☐ Approve digital signature

[Upload Signature](#) ⓘ

[Upload Logo](#)

AccountantsWorld CAS Guide



Support Documents	
New Signup Forms	
Digital Signature	Document to authorize/print signature digitally on checks
Upload Company Logo	Instructions for uploading company logo
Complete Accounting Services	Letter to introduce clients to your complete accounting services
Chart of Accounts	
Chart of Accounts	View various standard industry chart of accounts side by side to decide which best fits your business
Special Guidelines	
Create Your CAS Practice	The practical guide to creating your highly profitable Client Accounting Services (CAS) practice. This detailed guide helps you set up and prepare custom financial statements.
Financial Statements Guide	
Getting Started With Bank Feeds	This comprehensive guide walks you through the steps to set up and use bank feeds.
Getting Started with Bill Payment Services	This guide provides detailed information about setting up and managing bill payment services.
Invoicing Guide	This informative guide provides information about invoicing.

[Back to Accounting Power](#)

AccountingSuite



- **Best fit:** Those who need a cloud-based solution which supports multi-currency, multi-entity, strong inventory tracking (including assemblies), time tracking, multi-channel e-commerce, and project or job costing; one of the most feature-rich entry-level cloud-based solutions
- **Poor fit:** Microbusinesses; self-employed individuals; those who require an on-premises solution
- **Extensions and add-ons:** Zoho CRM, BILL, Avalara, and Zapier
- **Accountant multi-client interface and multi-company capabilities:** Supports combined financial statements, dashboards through Zoho Analytics; has a [multi-company dashboard](#) which provides one-click access to multiple companies

AccountingSuite



- Reporting and BI options: Zoho Analytics, eazyBI, Klipfolio, Knowi, or use API
- Integration options: Zapier, Shopify, Etsy, eBay, WooCommerce, BigCommerce, Squarespace, Square, Amazon, Checkbook.io, PayPal, or use API
- Other: Accountant program ("Rock Star program") [offers](#) a wide range of capabilities as well as partner-specific training courses in core capabilities and advanced inventory

[Back to AccountingSuite](#)



- First Bootstrapped Unicorn
- Homegrown Apps
- Privately Held
- Publicly Responsible
- No Azure or AWS
- Manage Engine Network
- Privacy #1 – No Tags
- Single Suite
- Single Portal
- SOC 2 & GDPR

27

Years

15K+

Employees

60+

Apps

150+

Countries

100M+

Users

625K+

Customers

The Single Suite - The Future of SaaS



Zoho Worldwide



Zoho Books

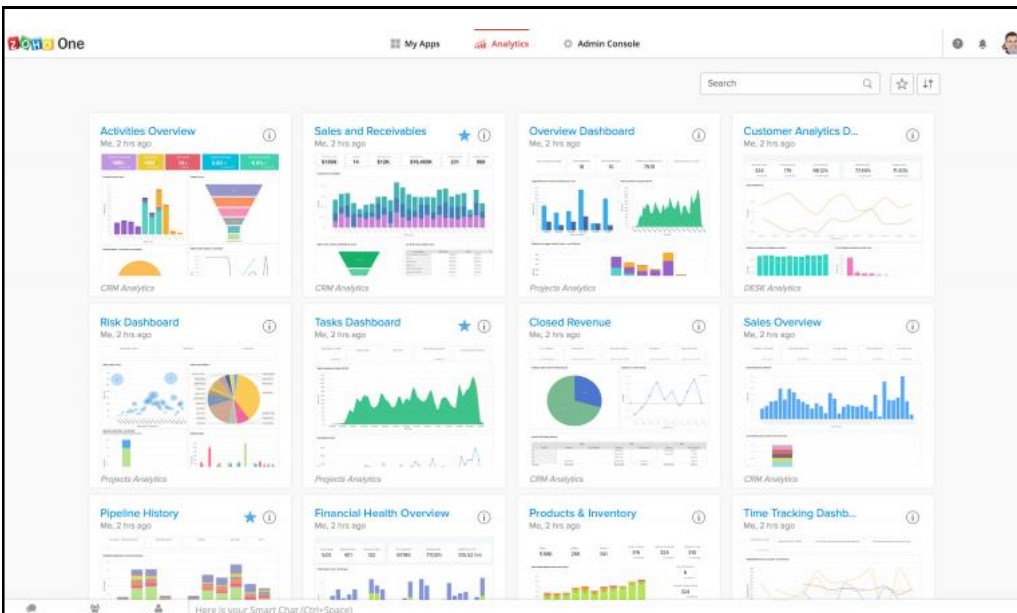


- Best fit: Companies who use Zoho's popular suite of business management applications, especially their solutions for CRM, expense reporting, inventory management, subscriptions, and e-commerce
- Poor fit: Those who need specialized solutions for specialized industries like consolidations, manufacturing, job costing, or construction
- Extensions and add-ons: [Zoho Books](#) integrates with the [Zoho One](#) suite of solutions (60+ applications), plus integrations using [Zapier](#)
- [New features](#) include enhanced export to Excel, a new integration with SurePayroll, and many new features for Amazon sellers
- Accountant multi-client interface and multi-company capabilities: While an accountant can use a drop-down menu to switch between companies, there is not a single application which provides a dashboard view of multiple Zoho Books companies – solved with Zoho Practice on Nov 14

Zoho Books



- Reporting and BI options: A good selection of reports are available in the application, and the Zoho Analytics platform is a very robust tool that integrates into other business applications
- Integration options: Zoho has a wide range of tools that can be used to create integrations, including a sophisticated API, iPaaS using [Zapier](#), low-code/no code interfaces with Zoho Creator, Zoho Orchestly, and within the application
- Other: [Zoho One](#) platform gives organizations all 60+ Zoho applications for a [small monthly fee](#); partner program gives an organization a free Zoho One account for one user



Zoho Finance Partner Program



Experience the convenience of cloud



Magnify your visibility



Network & grow



Integrate & collaborate



Get free access to Zoho apps



Dedicated account manager



Zoho Finance Partner Program - zoho.com/CPA

Welcome CPAs, Accountants, and Bookkeepers

Zoho is built for you and all your client businesses, small or large. With the most robust accounting suite in the industry, it's no wonder 50 million users trust Zoho.

[BECOME A ZOHO ADVISOR](#)

[FIND A ZOHO ADVISOR](#)

[Back to Zoho Books](#)



Zoho offers customers a broad set of products across a number of business categories

Sales & Marketing	Customer Service	Email & Collaboration	Business Intelligence
 CRM	 Desk	 Mail	 Analytics
 Begin	 Assist	 Meeting	 DataPrep
 Campaigns	 Lens	 Cliq	 Embedded BI
Human Resources	Finance	Custom Solutions	
 Recruit	 Books	 Creator	
 People	 Inventory	 Catalyst	
 Workerly	 Invoice	 Flow	

Customers can use more than 50+ business software solutions from Zoho,
individually or through attractively-priced value bundles



The State of the Business through

3 Corporate Values



**Financial
prudence**



**Customer
focus**



**Social
conscience**







One **model** doesn't fit all.



Copyright 2024, K2 Enterprises, LLC



There is a need for **multiple models**.

- **Narrow models**
- **Small Language Models (SLMs)**
- **Medium Language Models (MLMs)**
- **Large Language Models (LLMs)**



Copyright 2024, K2 Enterprises, LLC



Narrow Models

- Purpose-driven, narrow models doing one task at a time
 - Grammar (text), data sets, NLP (Ask Zia)
 - Predictions (events)
 - Anomaly (time-series), etc.
- Domain-specific
 - Finance, legal, security, etc.
- Multiple models deployed across Zoho



Copyright 2024, K2 Enterprises, LLC



Small Language Models (SLMs)

- Models in the 3-7 billion parameter range
- Easier to fine-tune, less emergent (than MLMs and LLMs)
- Inference is done on the CPU (as opposed to GPU)
- Our usage:
 - Translation
 - Advanced noise cancellation (AV Stack)
 - Transcript generation
 - ...



Copyright 2024, K2 Enterprises, LLC

Narrow Model: \$100

Small Language Model: \$9



Medium Language Models (MLMs)



- Models in the 20-50 billion parameter range
- Can be fine-tuned, more emergent than smaller models
- Our usage:
 - Documents: Ask questions in your documents; mark anomalous documents
 - AV: Generate intelligence over transcripts

Starting to deploy these



Copyright 2024, K2 Enterprises, LLC

Large Language Models (LLMs)



- Models in the 50+ billion parameter range
- Emergent behavior
- Not easy to fine-tune
- Integrated with public LLMs while investing in our own LLMs
 - Content generation
 - Find an anomalous legal document and recommend the corrected version



Copyright 2024, K2 Enterprises, LLC



- **Narrow models**
- **Small Language Models (SLMs)**
- **Medium Language Models (MLMs)**
- **Large Language Models (LLMs)**

One model doesn't fit all



Copyright 2024, K2 Enterprises, LLC



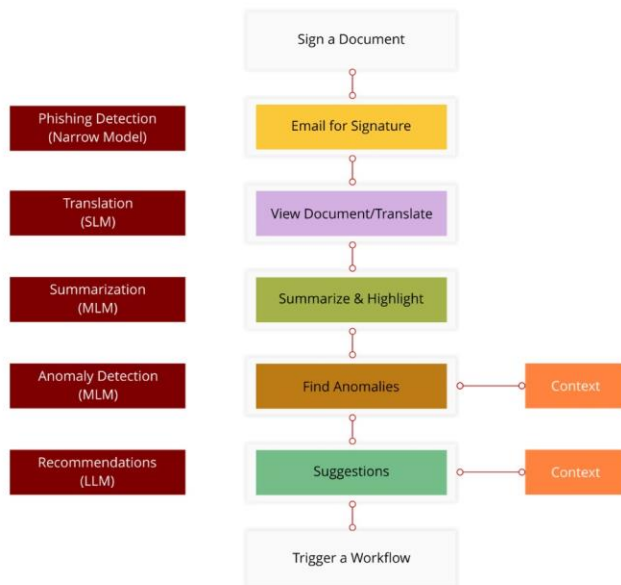
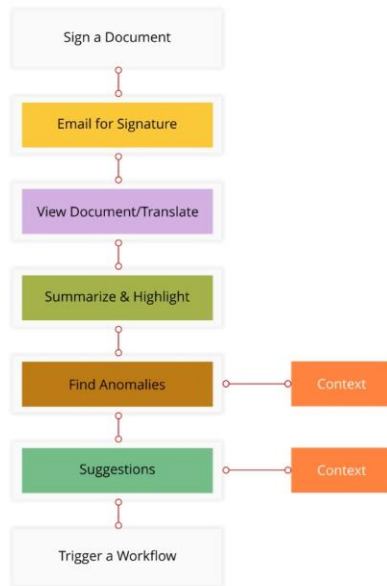
We expect AI models to be commoditized.
Value is in contextually combining models.



Copyright 2024, K2 Enterprises, LLC

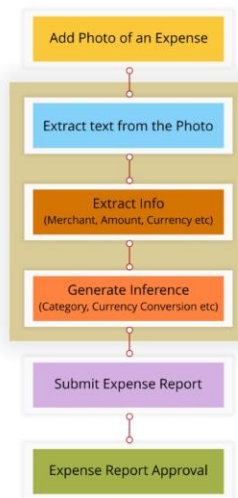
Legal

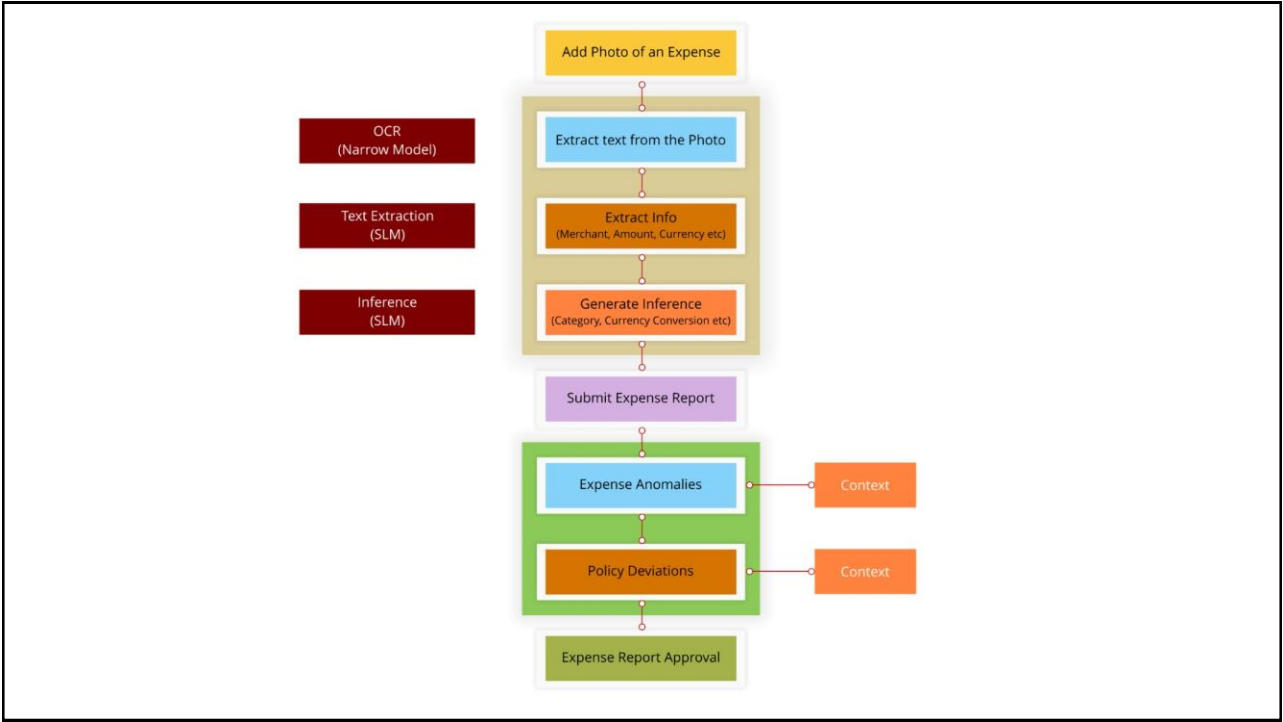
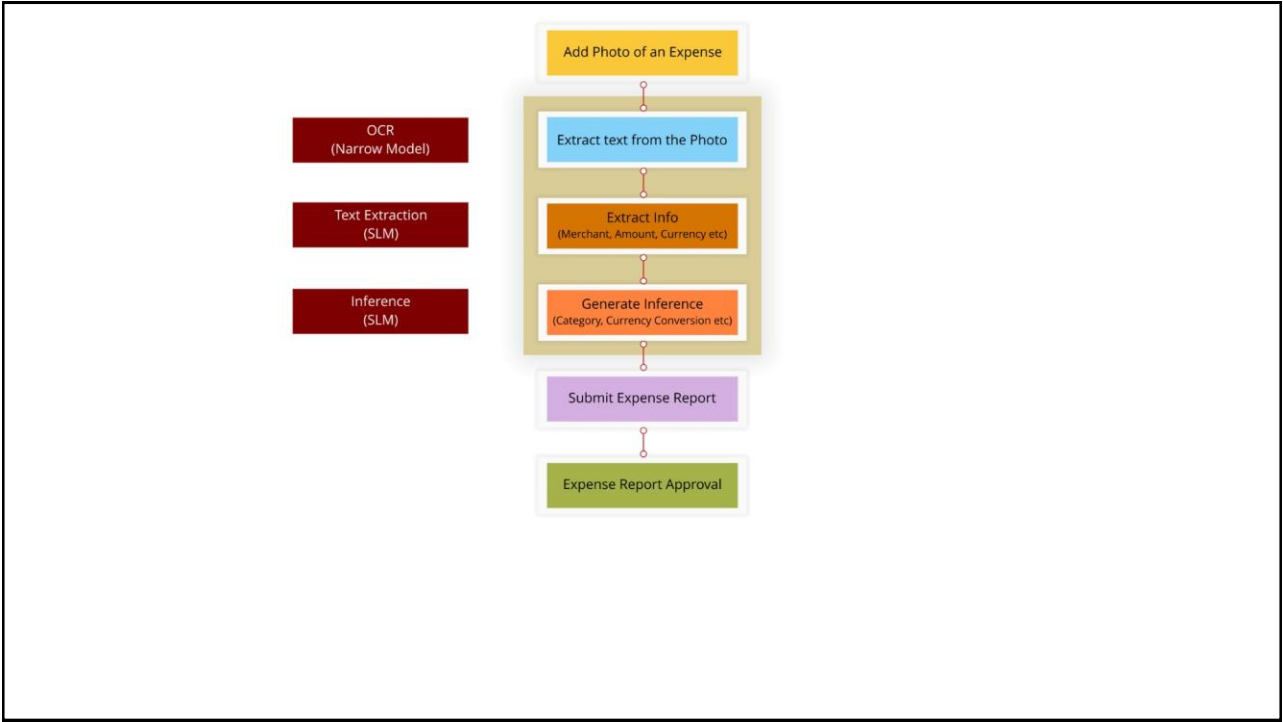


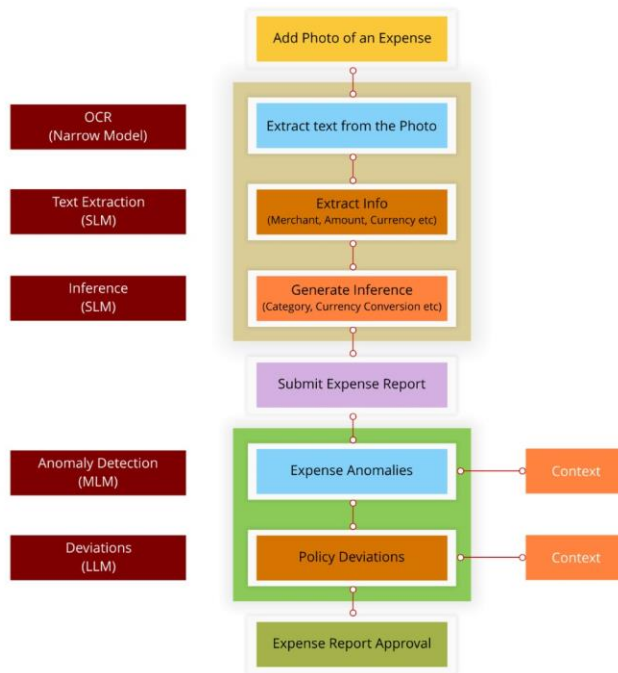


Finance

(Expense)







[Back to Zoho Books](#)

Spire Systems



- **Best fit:** Spire is an integrated business management solution for small and mid-sized companies looking to automate business processes and optimize inventory control. Designed to fill the gap between entry-level and high-end ERP systems, Spire provides a competitive advantage and helps cut costs, improve margins and meet customer demand
- **Poor fit:** Those who need non-profit or governmental fund accounting
- **Extensions and add-ons:** Add-on tools are available for Payroll, Production Manager, and Service Manager. Because Spire evolved from being a BusinessVision add-on, VAT (GST/HST/PST) is natively supported. With the full integration of third-party solution Avalara, Spire can manage cross-border (U.S.) commerce and tax compliance
- **Multi-location and multi-company capabilities:** Multi-location for more than one warehouse or production floor; multi-company with more than one database is included

Spire Systems



- Reporting and BI options: Sufficient management reports built-in. Add-on enhancements provide more in-depth BI, KPI and analytics
- Integration options: Friendly API allows for easy integration with niche applications and established robust third-party solutions enhance end-user experience. It is more capable and more contemporary than BusinessVision or QuickBooks [See Here](#)
- Other: Subscription-based, privately hosted, Cloud modules or premise-based application available

Who is Spire Systems?



- Spire Systems provides business management software to small and mid-sized businesses
- Founded by industry veterans with over 40 years of combined experience, Spire Systems specializes in developing software with the latest technologies for efficiency, flexibility, and scalability
- With a network of partners across North America, Spire Systems offers business solutions that enables companies to streamline operations, gain better insight, and maximize their business potential

Spire History And Customers



- Over 40 years of industry experience
 - Al Romeyn
 - Peter Reimer
- 2014 – Present
 - Spire Business Management Software
 - Standalone business management solution based on Essentials features
- 2001 – Present
 - Essentials Add-ons for BusinessVision
 - Established partner channel supporting customers throughout North America
- 1989 – 2002
 - Customized solutions for accounting software
- Service and inventory-based businesses
- \$1M - \$50M annual revenue
- 2 - 500 employees
- Limited internal IT resources
- High demand distribution companies
- Limited data integration between systems

How Spire Improves Profitability



- Increases productivity and efficiency
 - Automates business processes within the company to generate process benefits across the organization
- Delivers a technology upgrade
 - Replaces the current system
 - Legacy or end-of-life product
 - High total cost of ownership solutions
 - Outgrown the current product
- Industry requirements
 - Regulatory compliance

Single Integrated Solution



Modules And Features



- Accounts Payable
- Accounts Receivable
- Account Reconciliation
- Bill of Materials
- Calendar
- Communications
- Customers
- General Ledger
- Inventory
- Job Costing
- Multi-Currency
- Price Matrix
- Point of Sale
- Purchase History
- Purchase Orders
- Requisitions
- Sales History
- Sales Orders
- User Defined Fields
- Vendors

Notable Spire Features



- Unlimited user defined fields
- Trilingual at a user preference level
- Change language for English Canada or English USA (cheque vs check, date format, and more)
- Multi company, multi location, multi divisional
- Drill down from anywhere (access to modules from within other modules, orders, alerts, and more)
- Chromium – web browser built into Spire (access your favorite or most frequented websites from within Spire)
- Drag and drop module menu – design Spire's module menu to your user preferences
- Powerful Google-like search (search for notes, names, partial pieces of known information)

Notable Spire Features



- Customize grids within modules for an at-a-glance look at the data pertinent to your role
- Easily review inventory quantities and quickly send suggested order quantities to Requisitions
- View average, current and standard margins on inventory items and easily adjust pricing
- Save adjusted pricing for customer into price matrix
- Avalara tax calculation fully integrated
- Allows split tenders on purchases
- Batch processing or live processing
- EFT's for Vendors, Customers and Payroll
- Spire Browser modules are included in on-premise when renewals are up-to-date

Spire Add-ons

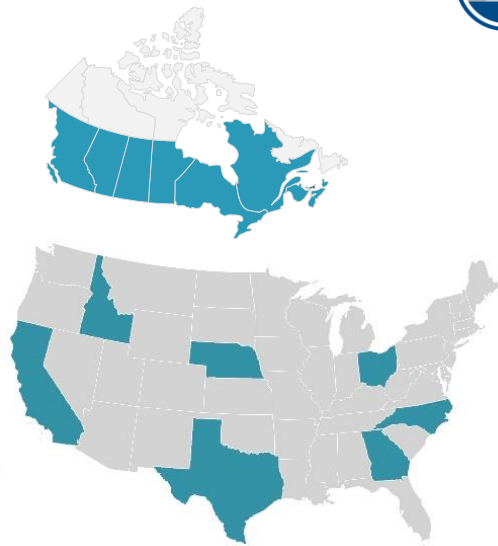


- Payroll
- Production Manager
- Service Manager
- Third-party add-ons for Business Intelligence, Cross-Border Tax Calculations, Credit Card Processing, and e-Commerce

Spire Partners



- 77 Spire partners across Canada specializing in multiple industries
- Opportunity to become a partner in the U.S.



What Spire Customers Are Saying



"Spire is the right choice for any small company looking for a very capable and easy to use ERP software. That Spire provides the efficiency, convenience and practicality of a fully integrated system is undeniable."

Roger Pinto

CEO, Custom Controls



Copyright 2024, K2 Enterprises, LLC

What Spire Customers Are Saying



"Once a customer order is placed, we have to manage multiple phases and incorporate the parts that go into production. We needed a system that could help us put everything together efficiently and enable us to effectively build and deliver the order. Spire has helped us do just that."

Colleen Kearney-Janssens

CEO, Kearney Planters



[Back to Spire Systems](#)

Copyright 2024, K2 Enterprises, LLC

Sage 50cloud*



- Best fit: Companies who need a full-featured desktop-based solution that supports consolidations, job costing, inventory, and light manufacturing; this is one of the most full-featured solutions for those who understand debits and credits and need strong reporting and consolidations
- Poor fit: Hosting is available, but primarily an on-premises solution
- Extensions and add-ons: Sage Drive tool for syncing Sage 50 databases with remote personal computers through Sage's servers; Sage Business Cloud services
- Accountant multi-client interface and multi-company capabilities: Supports consolidations; no multi-client interface, but accountant edition can work on files from any version of Sage 50

*U.S. version of Sage 50cloud only

Sage 50cloud*



- Reporting and BI options: Best in class financial reporting; optional Sage Intelligence Reporting; supports event triggers/alerts using the alert engine; can be used with the Crystal Reports (sold separately)
- Integration options: Strong Microsoft 365 integration; data can be imported/ exported in a variety of formats, and ODBC is natively supported; Marketplace includes Sage AP, AutoEntry, and Stripe
- Other: Quantum edition includes light process/workflow management; one of the only solutions that supports custom accounting periods for reporting (4-4-5/52-53 week and 4x13 periods)

*U.S. version of Sage 50cloud only

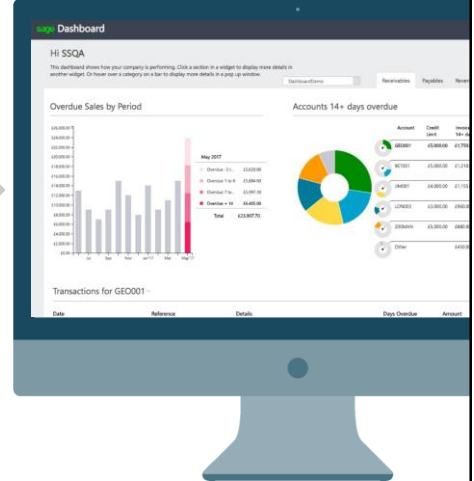
Sage 50cloud Is Cloud Connected



Cloud Functionality



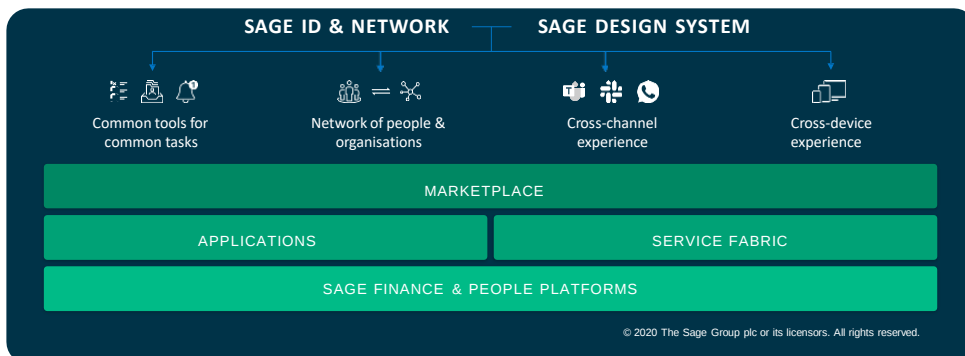
Connected Solution



Synergistic Product Portfolio



While **we serve customers through Sage products**, Sage Business Cloud digital environment provides automation, connections, insights, a seamless experience and ultimately, customer success in an era of digital transformation.



Customer Benefits



Digital Environment

for Finance and People professionals, where it is easy to connect, collaborate and do business.



Products and services that help customers digitize their businesses



Modern ways of interaction that reflect humans doing new, more valuable work



Consistent design and experience that creates comfort and confidence

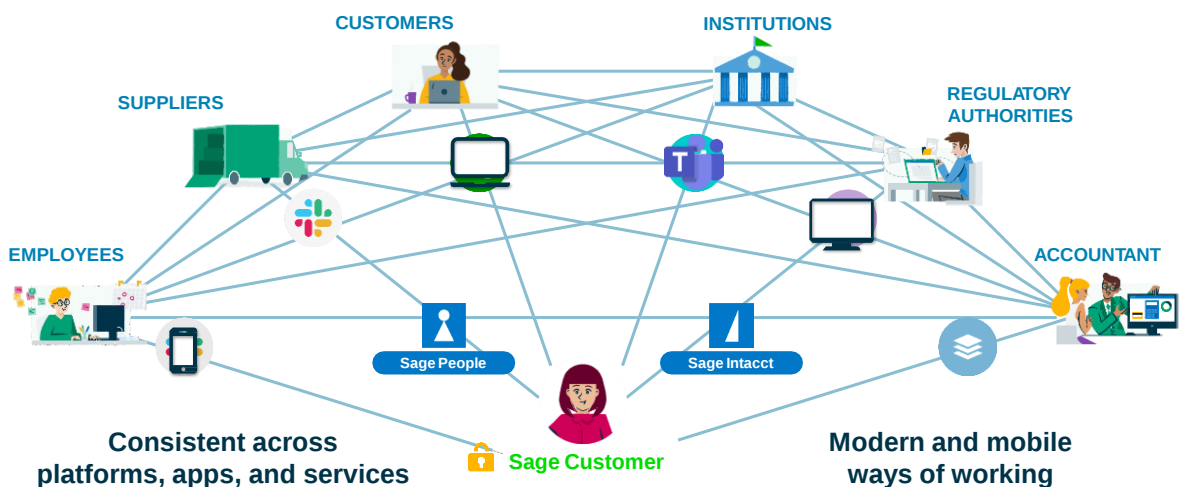


A network that enables customers to work digitally across their ecosystems



An environment that learns from all to deliver powerful AI capabilities

Consistent Digital Experience



9:01

W

Webalicious

slack

S

Sage Business Cloud Network 2:42 PM

Inst-a-eat sent you an invitation

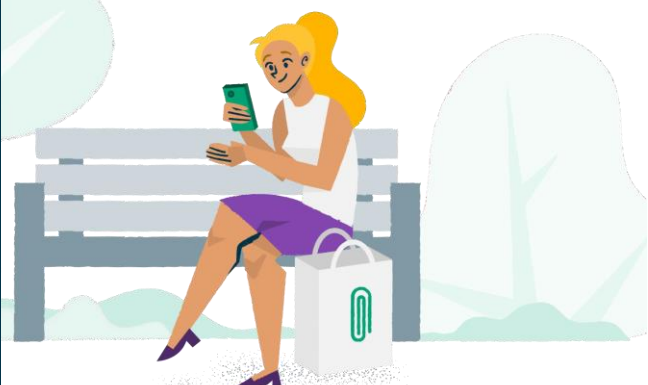
Inst-a-eat

Invitation to connect

Hi Annie!

Inst-a-eat would like to create a connection with Webalicious via Sage Business Cloud Network.

Accept & Connect





Copyright 2024, K2 Enterprises, LLC

sage | Accounting

Annie

Summary

Sales

Purchases

Contacts

Products & Services

Reporting

Customers

Create, view and manage customer records.

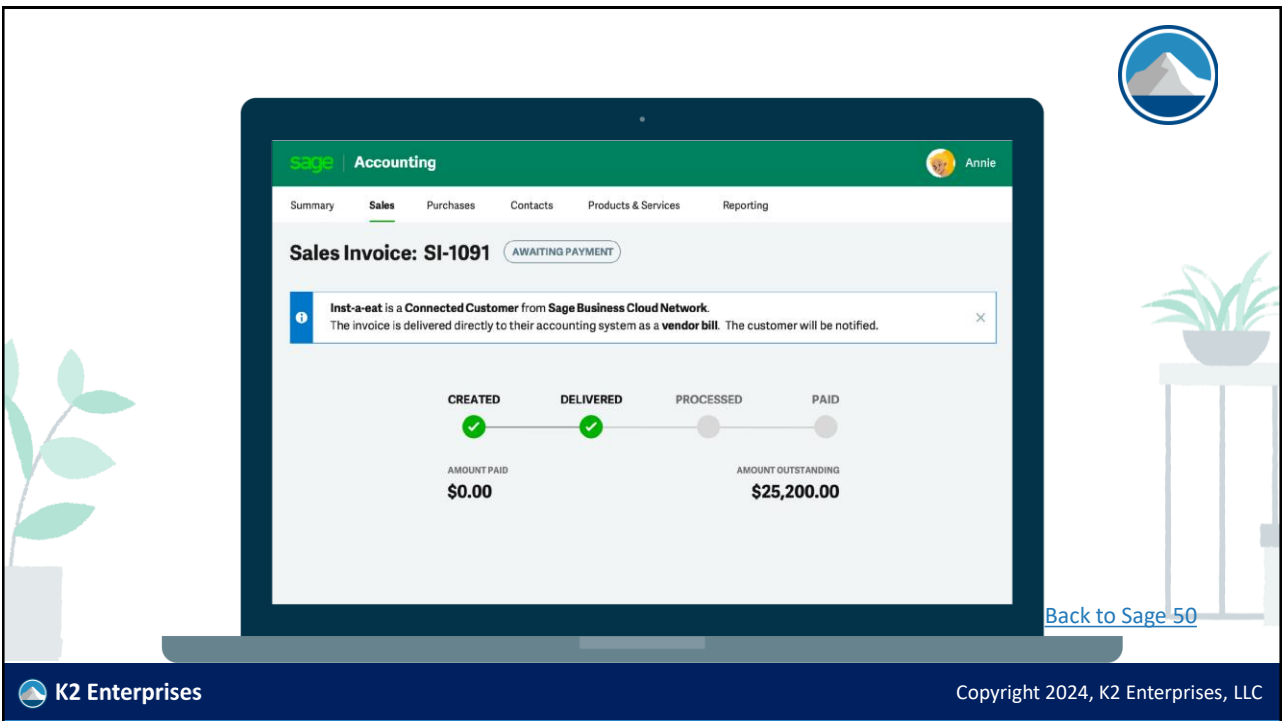
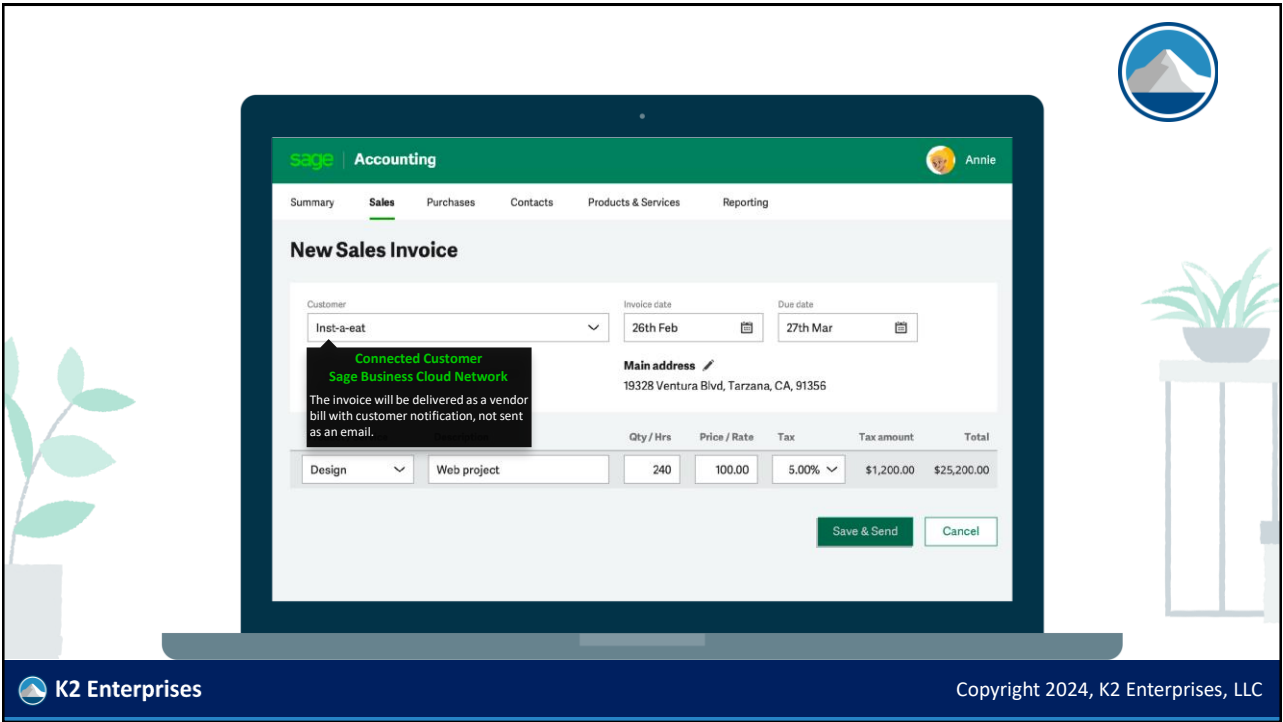
	Company / Name	Email	Balance due	Sales to date
☐	Inst-a-eat	bob@inst-a-eat.com	\$0.00	\$0.00
☐	Swim Co.	janet@swim.co	\$520.20	\$4.1k
☐	Papa Joe's Pizza	joe@pizzapizza.com	\$80.00	\$1.2k
☐	Kitchen West	n.west@kitchen-west.com	\$115.20	\$0.9k
☐	Westone Holding	jason@westone-holding.com	\$1,150.00	\$5.6k
☐	ADP International	alex@adp-international.com	\$1,221.92	\$6.0k
☐	Great-West Outdoors Inc.	anthony@gw-outdoors.com	\$80.00	\$0.2k
☐	Surrey Public School	angela@surreyschool.com	\$502.80	\$0.5k
☐	Health First Clinic	irma@healthfirstclinic.com	\$97.00	\$2.9k







Copyright 2024, K2 Enterprises, LLC





MID-MARKET SOLUTIONS



Acumatica Background

- Entry level mid-market ERP solution
- Has integrated customer relationship management
- Licensing is not based on user counts, is instead based on transactions and capabilities
 - Good fit for very seasonal businesses
 - Encourages everyone to use the system
- eCommerce is done through add-ons – most commonly Magento and Shopify
- Product is white-labeled under a number of different names around the world (slide on this later)
- Comes in editions for Construction, Distribution, Manufacturing, and Retail – and later this year, Professional Services

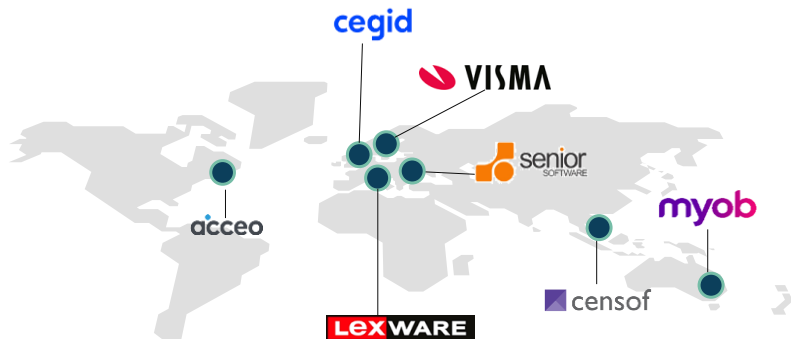
Global Cloud ERP Powered By Acumatica



Regional ERP Leaders Choose Acumatica

Long-term contracts provide Acumatica a strong financial foundation

Ongoing product development and code inspections augment Acumatica



Acumatica Announcements



- Launch of Professional Services edition during 2024
 - Joins existing editions for Construction, Distribution, Manufacturing, and Retail
 - Existing partners have already been selling into this vertical, this just creates a more targeted offering
- Under the Hood:
 - Replacement of financial and operational reporting engine over the next two years, including new data warehousing capabilities
- Culture seems largely intact despite PE transactions, but less public with sales, user information than in the past

Acumatica and AI



- Acumatica has “principles of innovation” which serve to protect data while they implement advanced techs like AI – any implementation must be:
 - "responsible," with guardrails to protect customer data
 - "practical," to address real-world needs
 - "valuable," driven by customer input
- Acumatica puts AI into three categories:
 - Things which can be automated easily
 - Interactive assistance like help searches and related chatbots
 - Trusted advisor, recommendations (the hardest for AI to accomplish, the technology is estimated to be 5-10 years out)
- Diginomica article at <https://cpate.ch/acmai>

Acumatica and AI



- Many different options, but most important to keep information confidential and not have your private data used to train a public model
- Partnership with Microsoft on AI technology
 - Discussed a possible “CoPilot” but CEO, CTO, CPO all said that they weren’t going to release any new technology until it was fully “baked”
 - Since Acumatica is a private company, they do not have to create buzz to boost their stock valuation
- The company has run “dozens” of experiments with generative AI over the last few , some of which will make their way into the product in the future

Acumatica and AI



Some scenarios with AI which were either on display at Acumatica Summit or were discussed as possible future directions included:

- Use of Microsoft 365 CoPilot in Excel to analyze financial data
- G/L anomaly detection engine which identifies unusual transactions
 - This will also help clean data to make AI conclusions more useful
- Creation of routine e-mails with generative AI – some customers are doing this with ChatGPT today

[Back to Mid-Market](#)



Agenda

- Introductions
- About Exact
- Why Exact



About Exact

We make business software



=exact



We are Exact



1984

Established



2001

Entered U.S. Market

We create business software



500

customer success professionals in 2020



5,000+ new customers



600,000 support tickets



1,000,000 portal hits

500

software engineers



security



UI



accessibility



60 events
organized since '22

Registrations (cumulative) **42,587**



audience



customers internal
accountancy partners



=exact

* unless specified otherwise

We are and always will be entrepreneurs

We are market leaders, but we refuse to get comfortable



Seasonal releases

Continuous development by
500 software engineers

=exact



Future
of Finance



Next Gen
ERP

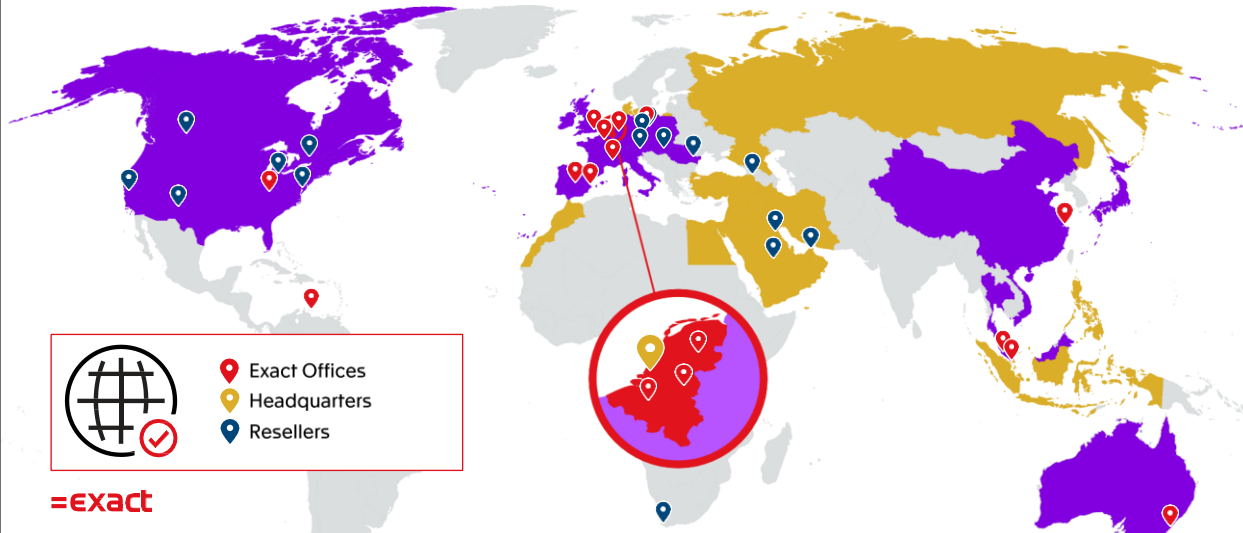


No Hands
Accounting

& beyond

We serve customers in **100+ countries**

with business software supporting **30+ legislations and languages**



=exact

Some of the **markets we serve**

	 Professional Services	 Wholesale Distribution	 Manufacturing
Accounting & Finance	✓	✓	✓
CRM	✓	✓	✓
Reporting & dashboards	✓	✓	✓
Time & Billing		Sales order management	Material req. Planning (MRP)
Project management		Digital warehouse	Shop floor control
Contract management		Purchasing and supplier management	Production order management



Add-ons



Cloud Services



Business Intelligence



Financial Consolidation



Expense management

[Back to Mid-Market](#)

=exact

11

Why Exact?

[Back to Mid-Market](#)

Exact is the Ideal Solution for now and for Future Growth

One Company, One Source

- We are the developers of the software. Complete Focus on one mid market Solution



=exact

Exact is the Ideal Solution for now and for Future Growth

Completely Integrated and Configurable Workflow and Document Management Solution – *Exact Synergy*

- Manage, track, and keep record of daily interactions and Business Processes Unique to your Business and Operation
 - CRM
 - HRM
- Quickly introduce workflows
- Integration with 3rd party systems – Exact RPA



=exact

Exact is the Ideal Solution for now and for Future Growth

Expanding In the Future

- One Consolidated Source to meet all functional requirements
- Exact is an International Company
 - One organization that operates and is managed the same throughout the world including Support and Services
- Future Growth and Future Needs



=exact

Exact is the Ideal Solution for now and for Future Growth

One Company, One Source

Completely Integrated and Configurable Workflow and Document Management Solution – *Exact Synergy*

Expanding In the Future

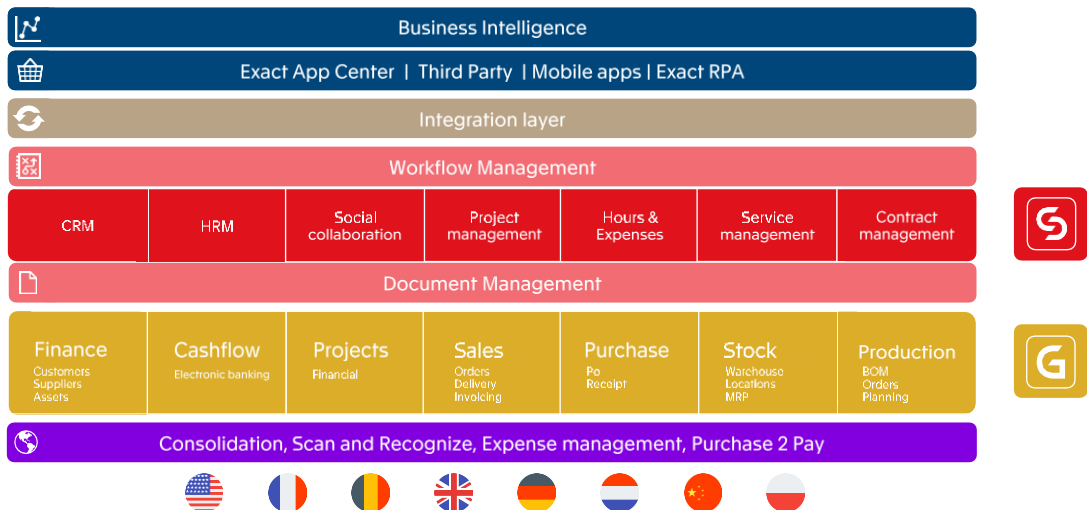


[Back to Mid-Market](#)

=exact

Our Solution

Solution overview



=exact



Exact for Finance

Analysis & results

More insight and grip through budget scenarios, cost analyses, currencies and consolidation

Customers

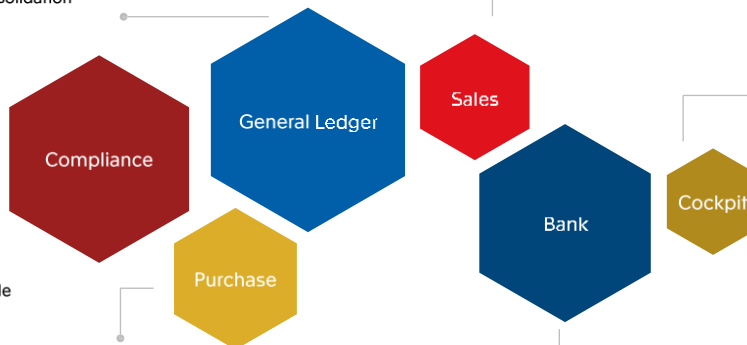
Electronic sales invoices, contract administration, sending reminders

Insights

Cash flow management, BI tooling, VAT & ICS declaration, workflow, social collaboration, workspaces

Cash flow

Automatically process receipts, bank statements, direct debits and payments.



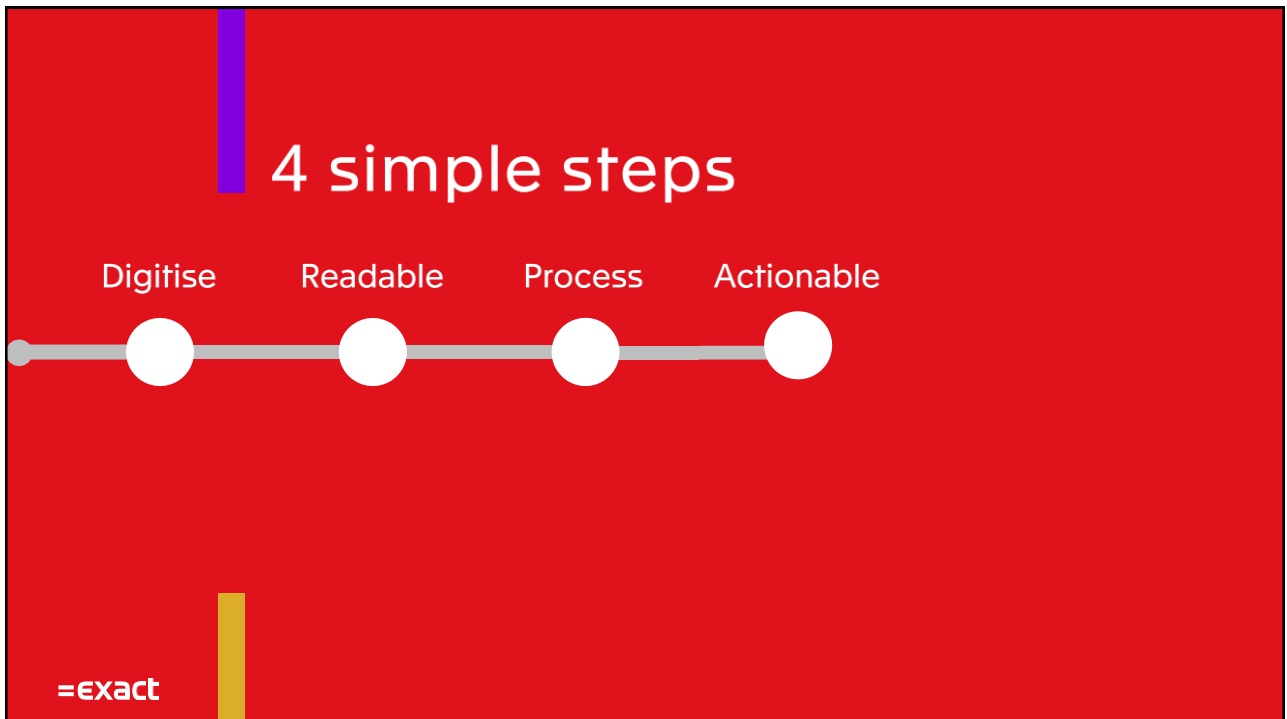
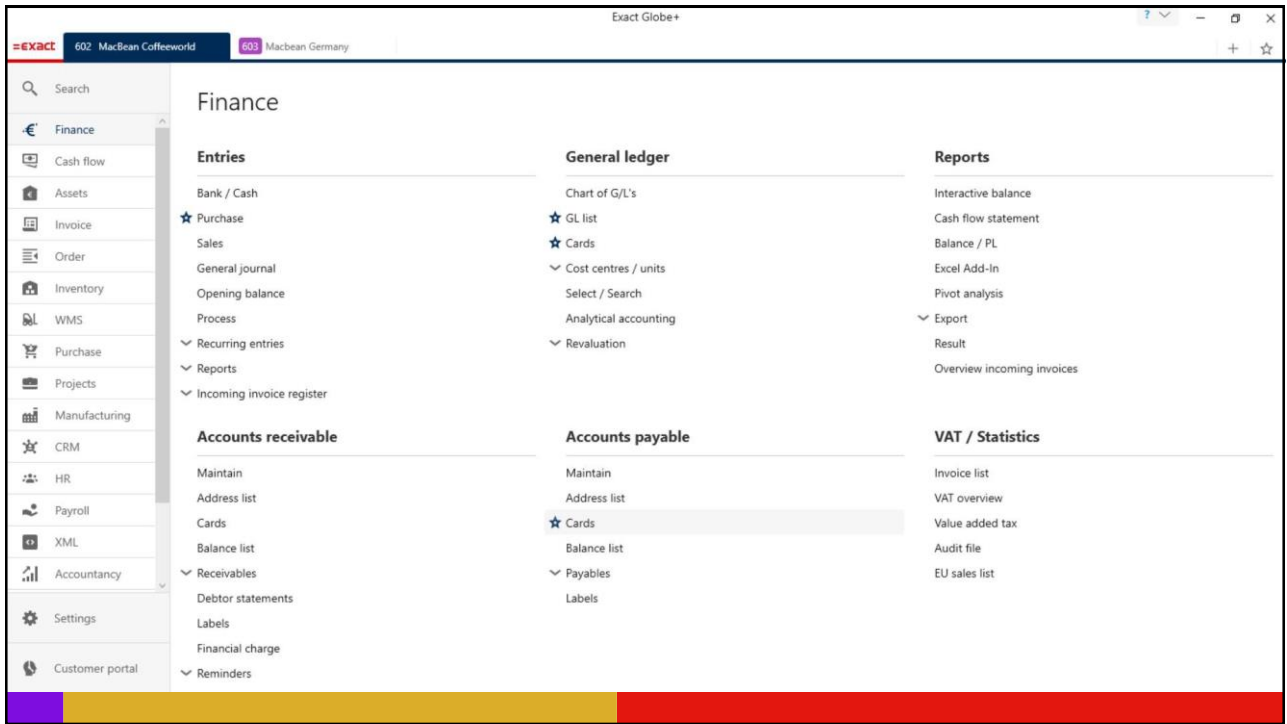
Legislation

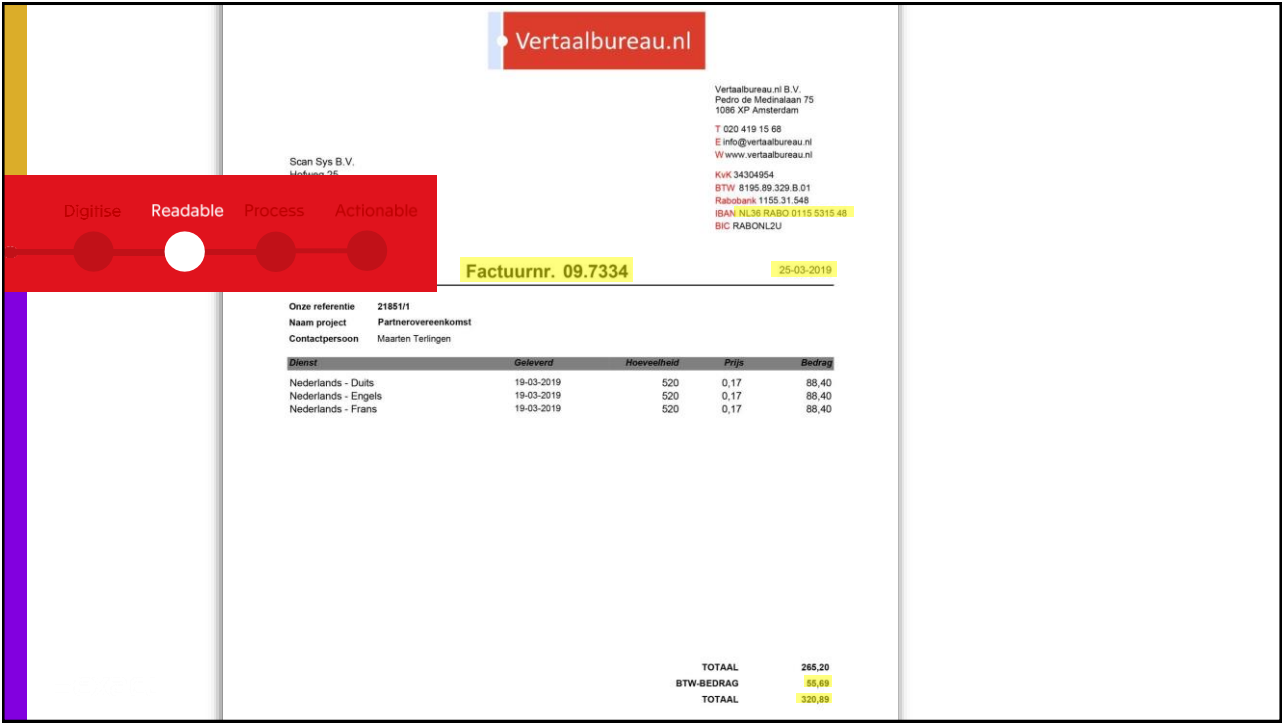
1 standard solution worldwide with 30+ languages and legislations

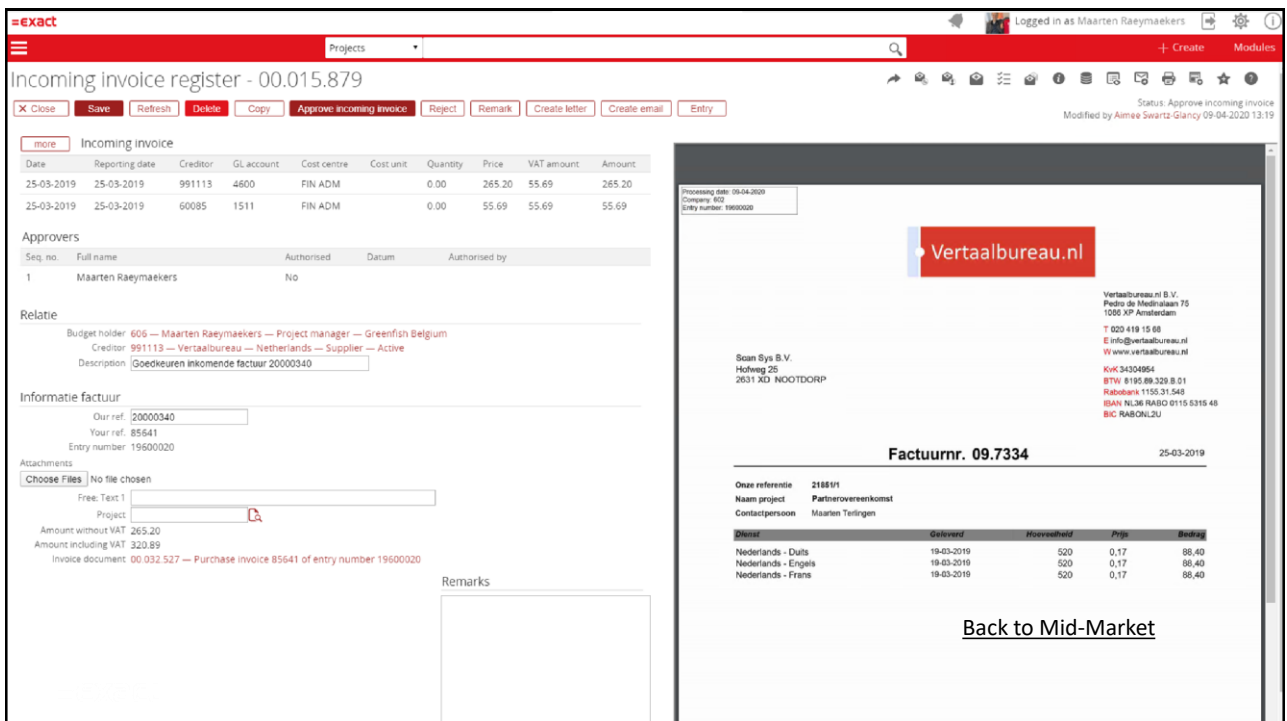
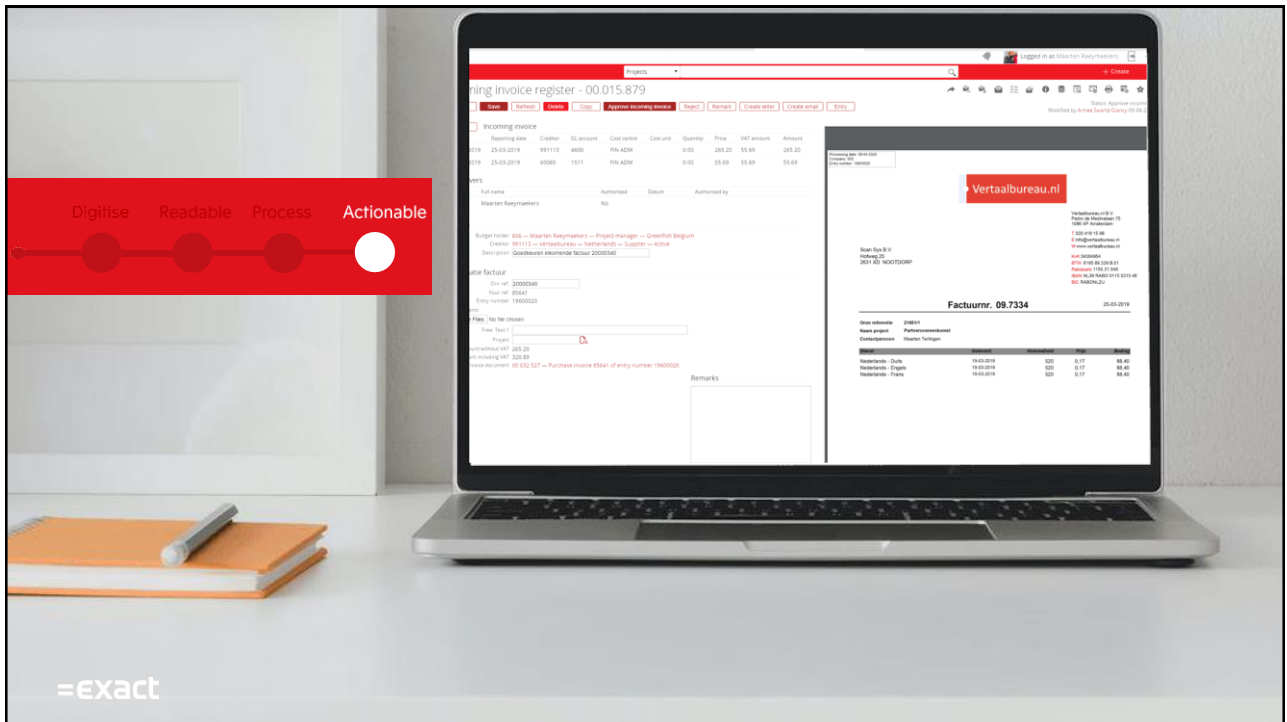
Suppliers

Purchase 2 pay, assets, invoice processing (scan and recognize, documents, receipts), approve payments

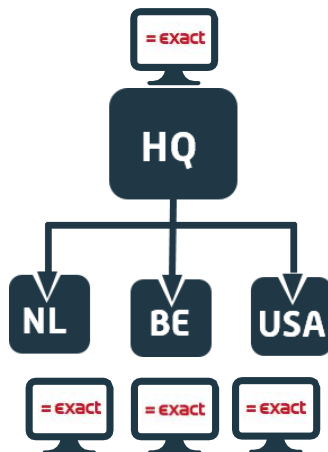
=exact







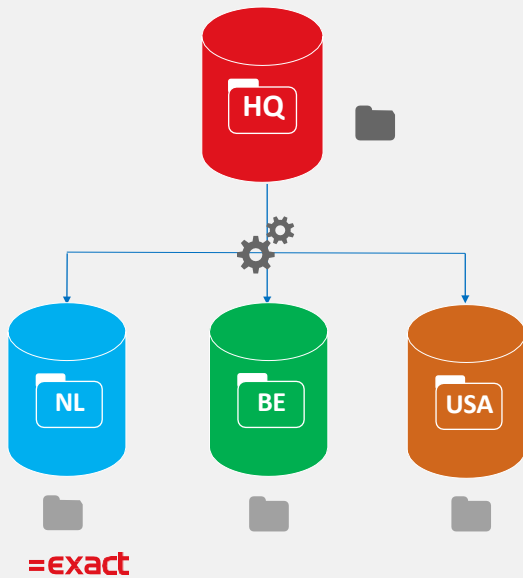
One Solution



With one solution data integrity becomes the new standard.

=exact

The solution: multi-company management



- Create master data in one source administration
- Instant financial insight through smooth month-end closing
- Also possible with layouts, currencies, exchange rates, journals, settings
- Reduce manual labor

Consolidation

Exact Consolidation



- Data available to transaction level from your subs around the globe
- Consolidated in real-time
- IC debts and revenue/cost eliminated automatically
- Instant insight in the group and manual labor reduced

Pair combinations		
Account	Partner	Dec 18
HQ vs. NL		ok
HQ vs. BE		21,221.06 C
HQ vs. Sub-holding Germany		500.00 D
NL vs. BE		1,263.72 C
Total		21,984.78 C

HQ vs. NL		
Threshold value for display: 1,000.00		
☐ Proportional consolidation		
Account	Dec 18	
To post:		
HQ	1,412,000.00	C
1130 Accounts Receivable	1,412,000.00	C
NL	1,412,000.00	D
2050 Accounts Payable	1,412,000.00	D
Total		ok
9901 Differences Due To ...	0.00	D
9901 Differences Due To ...	0.00	D
Total		ok

=exact

”

**Your monthly
figures, fast.**

**Always know
what's going on
anywhere.**

Be in control.”

Fokke de Jong
CEO | Suitsupply

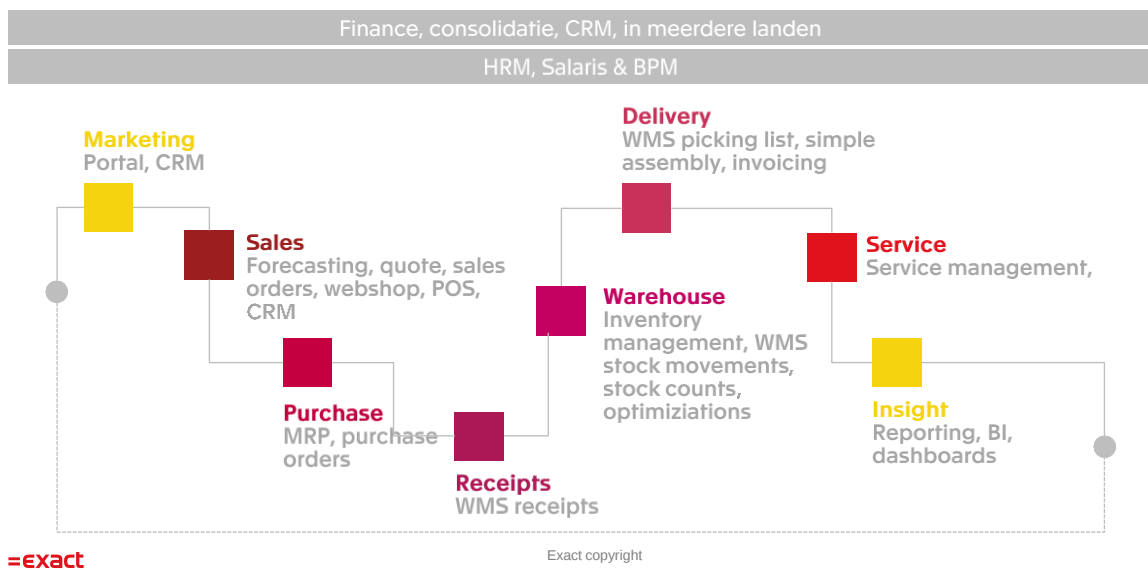


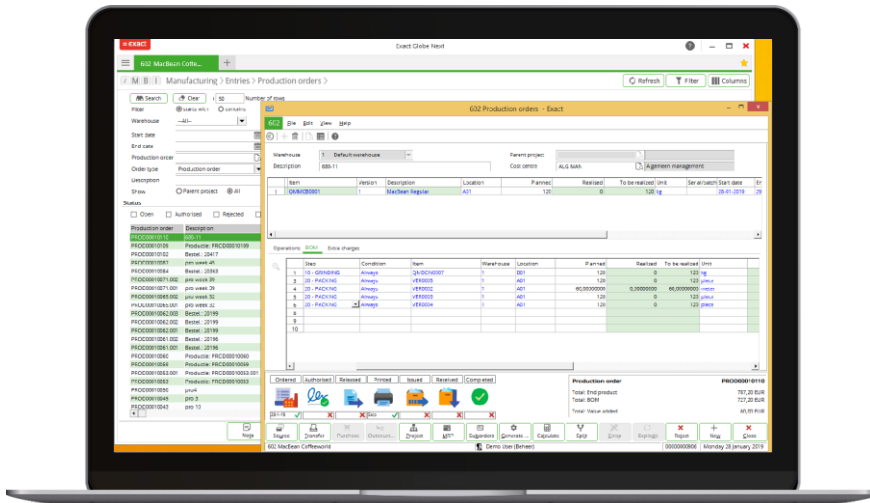
=exact

=exact

Logistics

Global operating standards





=exact

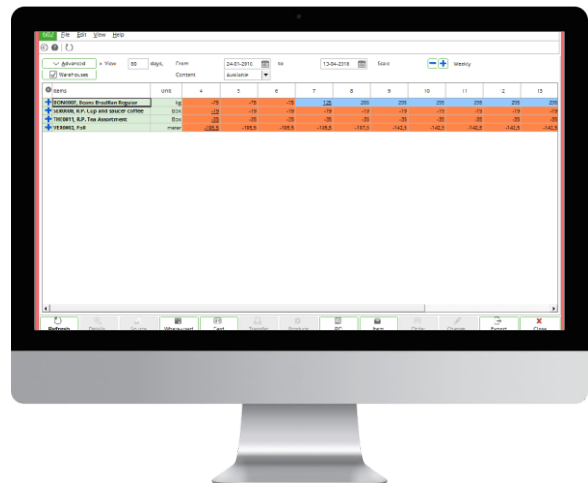
The right products on time! With MRP

Always insight into:

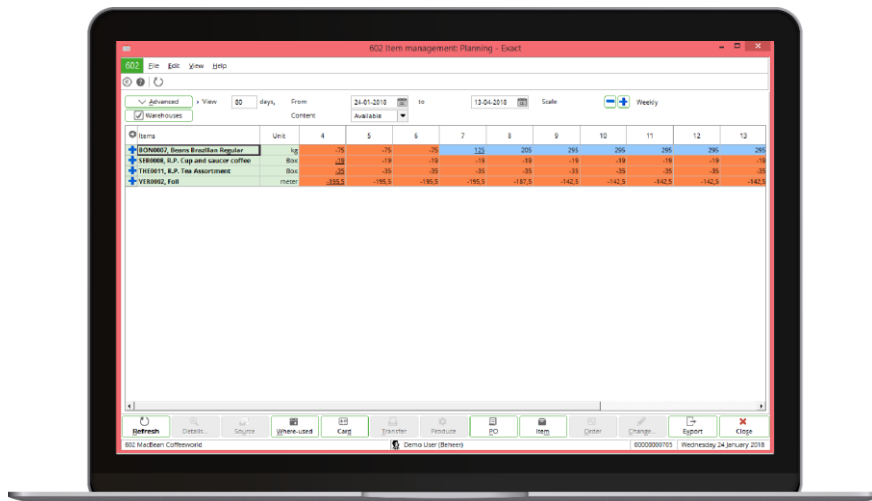
- + Which orders are planned?
- + What do we have available?
- + What to make or buy? And when?

Anticipate directly by

- + Ordering
- + Planning new production orders



=exact



=exact

EDI Gateway

Stay connected

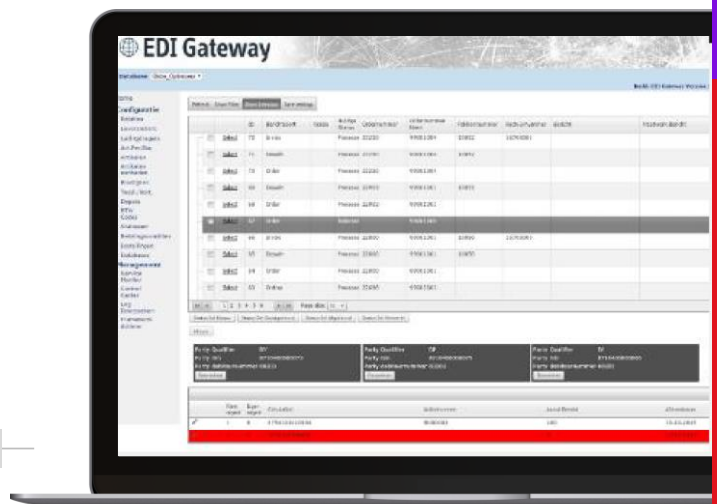
Connectivity becomes a more and more essential part of business.

Hook up your ERP using our EDI Gateway, provided and supported by Optimizers.

Optimizers



=exact



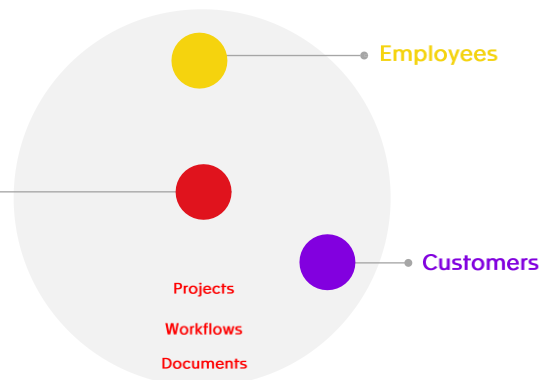
Exact copyright



Exact Synergy: the product

- Web-based product to integrate, manage, control and improve collaboration
- Unites processes and connects information
- Designed to improve business performance right out-of-the-box
- The result is clarity, structure and collaboration in one

Exact
Synergy



=exact

The engine behind Exact Synergy

Shared documents

- Exact Synergy ensures that document-intensive processes are supported throughout your business.

•Unified projects and masterdata

- Exact Synergy helps keeping all data stay in sync.

•Structured workflows

- Built-in workflows ensure clarity of ownership and provide insight into who is responsible for the next step.



=exact

Collaboration

Portals

Work together with customers, partners and colleagues online

Workspace

Find information in 1 central location

Social

Always up to date via social collaboration



Standardization

Standardized processes across departments

Quality

Uniform method for all your processes

Ecosystem

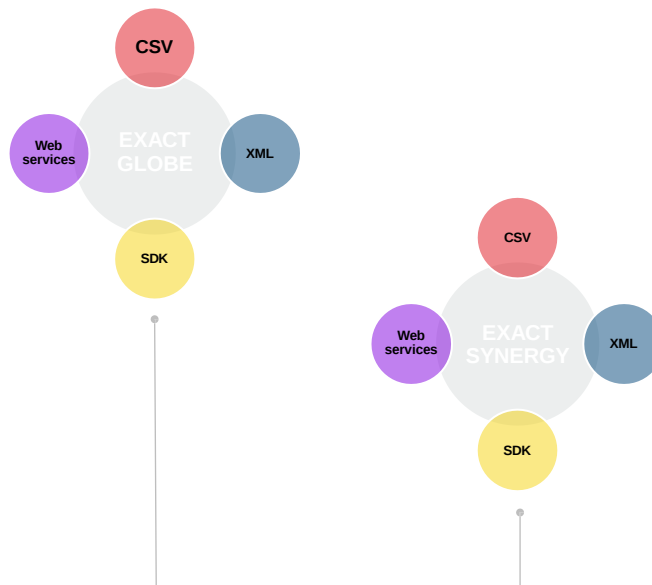
Extensive partner ecosystem for optimal support

=exact

=exact

Connectivity

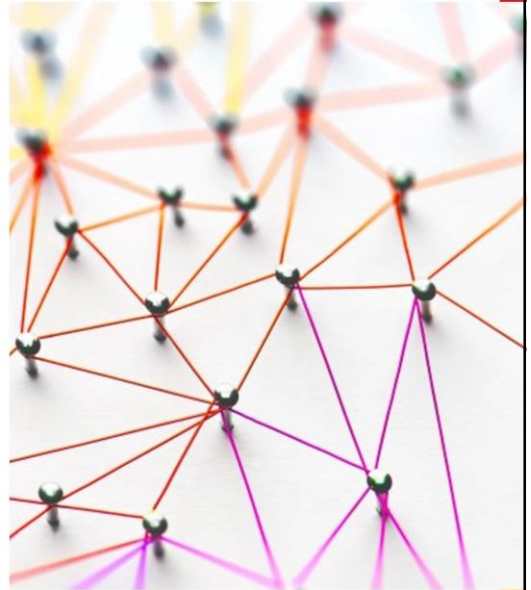
Interfacing



Connectivity DNA

- + **XML / CSV**
Data exchange via XML/CSV files
- + **Web services / Entity services**
Data exchange via SOAP or REST services
- + **Exact Globe / Exact Synergy SDK**
To create adjustments and or extensions on the existing standard functionality of Exact Globe and/or Exact Synergy

=exact



Exact RPA



Connects systems



Provides insight in data



Automates processes

RPA connects systems



=exact

Accounts

ConnectIt: Providers

Close Refresh New

Page size 999 Show

Name	Description	Provider Name	Active	SQL	OData
Acumatica	Acumatica The Cloud ERP	Acumatica	✗	✗	✓
Allotrac	Allotrac Transport Management Software	Allotrac	✗	✗	✓
Email Incoming	Email Incoming	Email	✗	✗	✗
Email Outgoing	Email Outgoing	Email	✗	✗	✗
Epicor ERP	Epicor ERP	Epicor	✗	✗	✓
Exact Globe	Exact Globe	ExactGlobe	✓	✓	✗
Exact Online	Exact Online	ExactOnline	✗	✗	✓
Exact Synergy	Exact Synergy	ExactSynergy	✓	✓	✓
Macola 10	Macola 10	Macola	✗	✓	✗
Macola Progression	Macola Progression	MacolaProg	✗	✓	✗
Macola Wisys	Macola Wisys Objects	MacolaWisys	✗	✓	✗
MYOB Advanced	MYOB Advanced	MYOBAdvanced	✗	✗	✓
Salesforce	Salesforce	Salesforce	✗	✗	✓
SAP Business One	SAP Business One	SAPB1	✗	✓	✗
SQL Database	SQL Database	SQL	✗	✓	✗

=exact



Embed views in Synergy

- Entity cards
- Workflows
- Workspaces

=exact

ict

Accounts ▾

FYI Order information - New

[Close](#) [Create](#) [Edit](#) [Draft](#)

Create Realise

Maarten Raeymaekers
09-10-2020 12:51

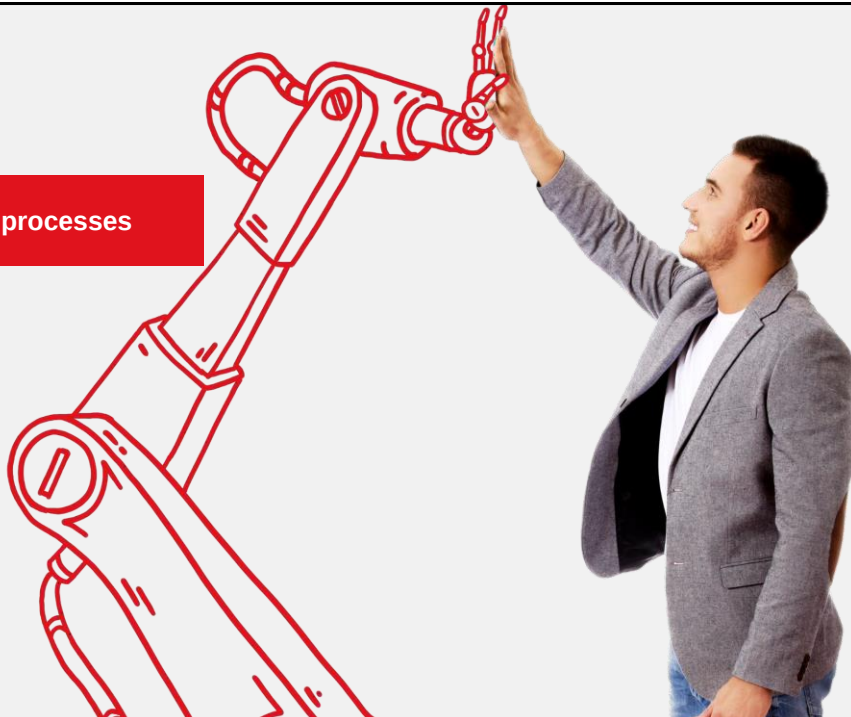
Person

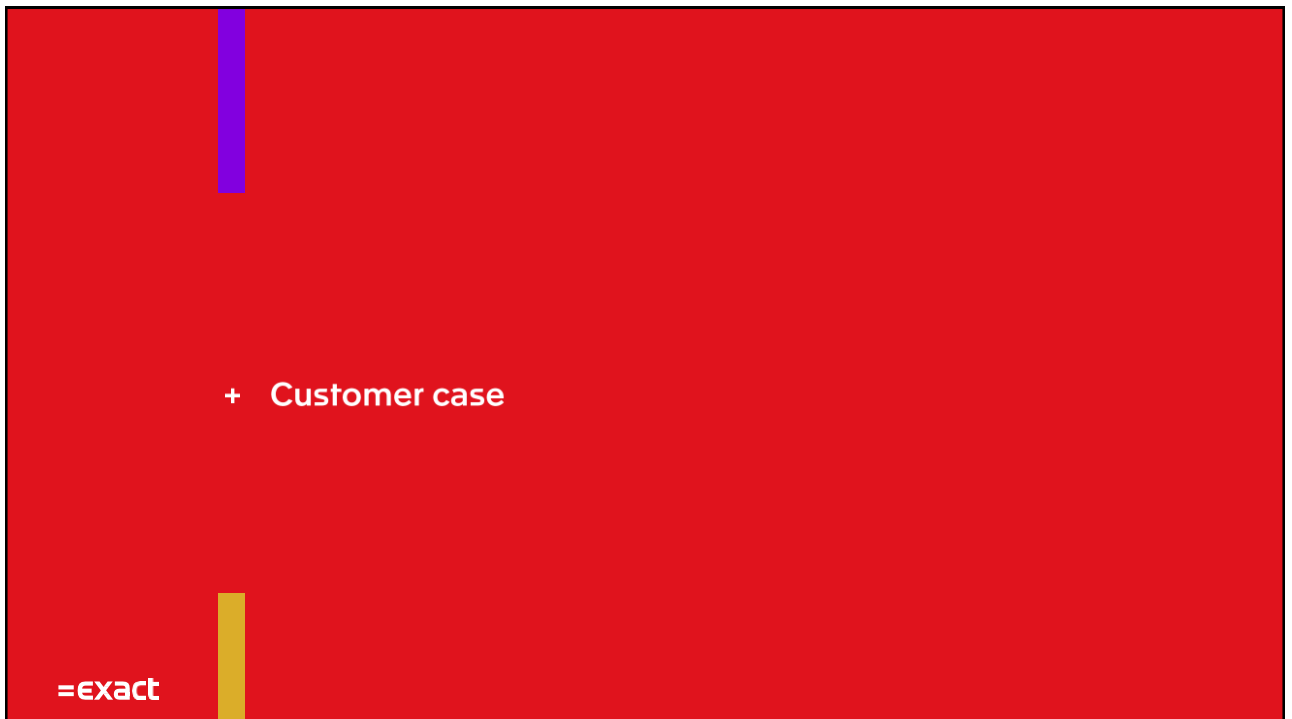
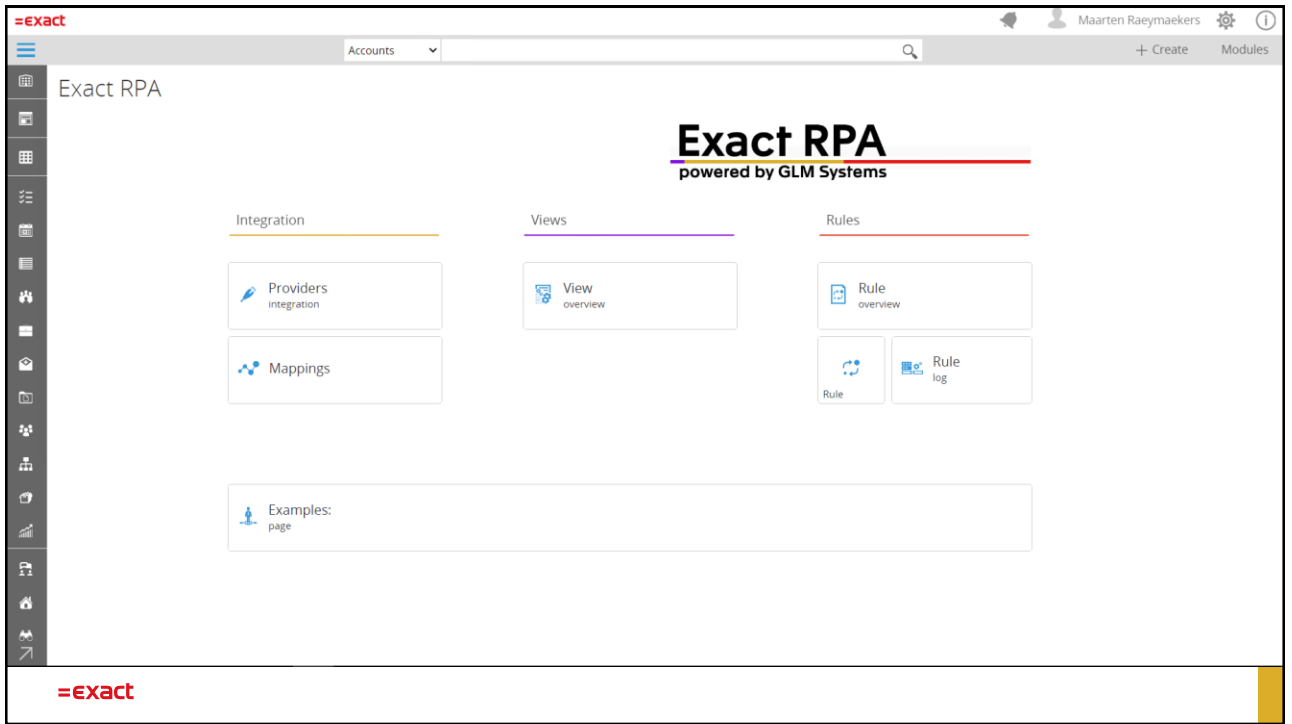
General Sales orders

Order number ▾	Debtor name ▾	Order date ▾	Doc
20000	Cafe Hout	22-03-2011	100
20001	Lunchroom de Orka	13-04-2011	PO
20002	Pizzeria Vesuvius	13-04-2011	PO
20003	Ikke a la Muntss	13-04-2011	PO
20004	Ikke a la Muntss	13-04-2011	PO
20006	Cafe Hout	14-04-2011	PO
20007	Brasserie Pigalle	10-05-2011	E-C
20008	Brasserie Pigalle	10-05-2011	E-C
20009	Brasserie Pigalle	10-05-2011	E-C
20010	Brasserie Pigalle	19-05-2011	E-C
20011	Brasserie Pigalle	19-05-2011	E-C
20028	Cafe de Lantaarn	02-02-2011	Bes
20029	Mevr. Viemniks	01-02-2011	Bes
20030	Pizzeria Vesuvius	02-02-2011	Bes
20032	Cafe de Lantaarn	04-02-2011	Bes

ies04/Synergyanywhere/docs/WtrRequest.aspx?PSARequestType=0&RemarkEmpID...

RPA automates processes





Automation of Services

Solution area's in repair / maintenance / project process:

Pump Intake

Pump Strip Down

Pump Quotation process

Pump Purchase process

Pump Reassembly

Project and Financial reporting process

=exact

The screenshot displays the 'exact' software interface for job management. The top navigation bar includes the 'exact' logo, a 'Requests' dropdown, a search icon, and user information 'Logged in as Tyson Walls'. A secondary bar contains '+ Create' and 'Mod' buttons. The main header shows 'Job - 00.411.830' with a search icon and a status 'Status: Approved'.

Below the header is a toolbar with buttons: 'Close', 'Save', 'Refresh', 'Copy', 'Reject', 'Process', 'Assume', 'Remark', 'Rebuild', 'Mark as unread', 'Create letter', 'Save + Open', and 'Create email'. A 'Create' button is also visible on the left sidebar.

The job details section includes a 'Create' button and a 'Process' button. The 'Process' button is highlighted. Below this, the job details are organized into tabs: 'job', 'job related', 'Attachment', 'Job photos', 'Purchase Order', 'Summary', and 'Team Leader'. The 'job' tab is active, showing the following information:

- Job number: 1579 — Rep-Pump Blackmer FrM 200x150-500
- Parent job number: [Link]
- Status: Service Work in progress (highlighted with a red box)
- Account: 300155 — Kalgoorlie Consolidated Goldmines — Australia — Customer — Active
- Contact: [Link]
- Sales Rep: 30 — Andrew Baines — Sales Staff — Australia Pty Ltd
- Description: Rep-Pump Blackmer FrM 200x150-500
- Type: Pump (highlighted with a red box)
- Item: REP-CENT-BLACKMER SYSTEM ONE Repair - Blackmer System One Process Pump
- Version: 137 — FrM 200x150-547 2507/CFBM/CFBM
- Serial number: [Link]
- Old Job No.: [Link]
- Intake date: 06-05-2020
- End date: - -
- Customer Order Number: RFQ 47188
- OGA / Request for quote number: RFQ 47188

Below the job details is a 'Follow up actions' section with a 'Process medium' button and a 'New Catalogue Item' button. A row of buttons is shown: 'Strip down production order and check sheet', 'Quotation', 'Reassembly production order and check sheet', 'Inspection Charge', 'As assembly purchase order' (highlighted with a red box), and 'Subsidiary purchase order' (highlighted with a red box). Below these buttons are checkboxes for 'Yet required', 'Customer report required', and 'Review required'.

The 'Linkage' section at the bottom shows a 'Stripdown/Inspection' button, a '00.411.832' button, a 'Pump Check Sheet A — Rep-Pump Blackmer FrM 200x150-500' button, a 'Production order' button, a 'PR0800010704' button, and a '200x150-500 Fr M' button.

Requests

+

 Create

Job - 00.411.830

X Close

Save

Refresh

Copy

Reject

Process

Assume

Remark

Rebuild

Mark as unread

Create letter

Save & Open

Create email

Status:

Modified by Mika Wouters 16-06-2020

Create

Chris Romeijn
06-05-2020 09:53

Process

Nicole van Ommeren - Looman, Olaf Smulders, Antoine de Groot Assumed

job

job related

Attachment

job photos

Purchase Order

Summary

Team Leader

Page size

1000

Show

#	Type	Category	Description	Date	File name	Image
1	Pump Check Sheet B	Pump Assembly Photos	Rep-Pump Blackmer FrM 200x150-500	16 June 2020 08:52	20200609_142459 .jpg	
2	Pump Check Sheet B	Pump Assembly Photos	Rep-Pump Blackmer FrM 200x150-500	16 June 2020 08:52	20200609_142513 .jpg	
	Pump Check Sheet B	Pump Assembly Photos	Rep-Pump Blackmer FrM 200x150-500	16 June 2020 08:52	20200609_142516 .jpg	

=exact

Requests ▾

Job - 00.411.830

[X Close](#)
[Save](#)
[Refresh](#)
[Copy](#)
[Reject](#)
[Process](#)
[Assume](#)
[Remark](#)
[Rebuild](#)
[Mark as unread](#)
[Create letter](#)
[Save + Open](#)
[Create email](#)

Create	Process
Chris Romeijn 06-05-2020 09:53	Nicole van Ommeren - Looman, Olaf Smulders, Antoine de Groot Assumed

Job Job related Attachment Job photos Purchase Order Summary Team Leader

Section

Summary	Planning	Actual
Revenue USD	29,745.00	0.00
Production cost USD	22,673.06	542.50
Purchase cost USD	12,945.23	8,737.76
Total cost USD	35,618.29	9,280.26
Margin USD	-5,873.29	-9,280.26
Margin %	-	-

=exact

=exact

Requests [v] Search [magnifying glass icon]

+ Create Mod

Job - 00.411.830

X Close Save Refresh Copy Reject Process Assume Remark Rebuild Mark as unread Create letter Save & Open Create email

Status: Appro
Modified by Miki Wouters 16-06-2020 13:00

Create	Process
Chris Romeijn 06-05-2020 09:53	Nicole van Ommen - Looman, Olaf Smulders, Antoine de Groot Assumed

Job Job related Attachment Job photos Purchase Order Summary Team Leader

Order number	Project	Item	Description	Qty ordered	Qty received	Amount	Receival Date	Supplier	Received
50030552	PR0800010768	XS-BOSNAR	Machine mech seal sealing surface on backcover min clean up	150.00	0.00	150.00	16-06-2020	Bosnar Engineering Pty Ltd	
50030488	PR0800010768	XS-BALANCE	Balance Impeller to G1 @ 3000pm (Standard Cert/Freight)	650.00	650.00	650.00	11-06-2020	IKAD Engineering Pty Ltd	✓
50030226	PR0800010768	2-042A80	O RING 2-042 AFL	1.00	1.00	8.82	19-05-2020	Western Seals Australasia Pty Ltd	✓
50030226	PR0800010768	2-147A80	O RING 2-147 AFL	1.00	1.00	8.00	19-05-2020	Western Seals Australasia Pty Ltd	✓
50030226	PR0800010768	2-231A80	O RING 2-231 AFL	1.00	1.00	11.78	20-05-2020	Western Seals Australasia Pty Ltd	✓
50030226	PR0800010768	2-470V75	O-RING 2-470 VITON	1.00	1.00	52.50	20-05-2020	Western Seals Australasia Pty Ltd	✓
50030226	PR0800010768	360797	ORing Vit Lab Seal Rad Rotor Frame M	6.00	6.00	10.80	19-05-2020	Western Seals Australasia Pty Ltd	✓
50030226	PR0800010768	637477	Thrust Cartridge O-Ring	1.00	1.00	1.59	19-05-2020	Western Seals Australasia Pty Ltd	✓
50030225	PR0800010768	630998	Thrust Bearing Frame M Power End	2.00	2.00	740.00	18-05-2020	Powerdrive (WA) Pty Ltd	✓

=exact

=exact

Logged in as Tyson Walls

Job - 00.411.830

X Close
Save
Refresh
Copy
Reject
Process
Assume
Remark
Rebuild
Mark as unread
Create letter
Save & Open
Create email

Create

Chris Romeijn
06-05-2020 09:53

Process

Nicole van Ommeren - Looman, Olaf Smulders, Antoine de Groot
Assumed

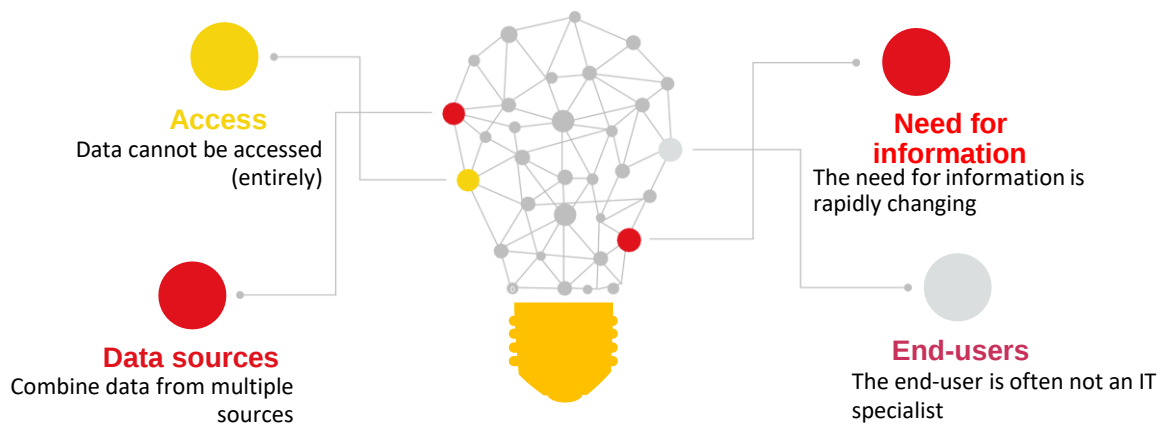
Job	Job related	Attachment	Job photos	Purchase Order	Summary	Team Leader
HID	Type	Description				Person
00.414.037	Time Sheet - Technicians	Rep-Pump Blackmer FrM 200x150-500				Mika Wouters
00.414.032	Purchase order	Reassembly - Rep-Pump Blackmer FrM 200x150-500				Andrew Baines
00.414.004	Time Sheet - Technicians	Rep-Pump Blackmer FrM 200x150-500				Mika Wouters
00.413.667	Time Sheet - Technicians	Rep-Pump Blackmer FrM 200x150-500				Alan Ferris
00.413.662	Purchase order	Reassembly - Rep-Pump Blackmer FrM 200x150-500				Andrew Baines
00.413.626	Time Sheet - Technicians	Rep-Pump Blackmer FrM 200x150-500				Alan Ferris
00.413.169	Time Sheet - Technicians	Rep-Pump Blackmer FrM 200x150-500				Matthew Neale
00.413.132	Time Sheet - Technicians	Rep-Pump Blackmer FrM 200x150-500				Alan Ferris
00.413.088	Time Sheet - Technicians	Rep-Pump Blackmer FrM 200x150-500				Matthew Neale
00.413.070	Time Sheet - Technicians	Visit to Bosnar				Matthew Mason
00.412.788	Time Sheet - Technicians	Liaising with vendor re clearances etc.				Matthew Mason
00.412.432	Time Sheet - Technicians	POs				Matthew Mason
00.412.427	Time Sheet - Technicians	Quotation				Matthew Mason
00.412.418	Time Sheet - Technicians	Amended POscope				Matthew Mason

=exact

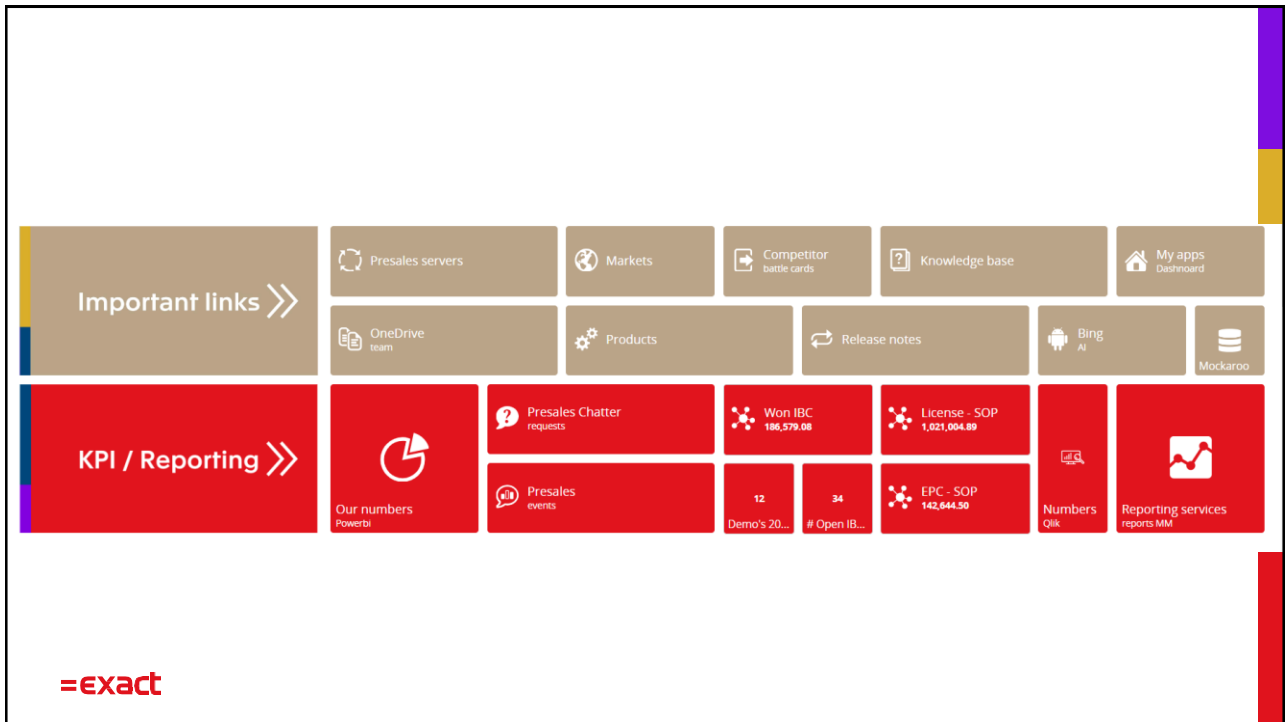
=exact

BI

Challenges



=exact



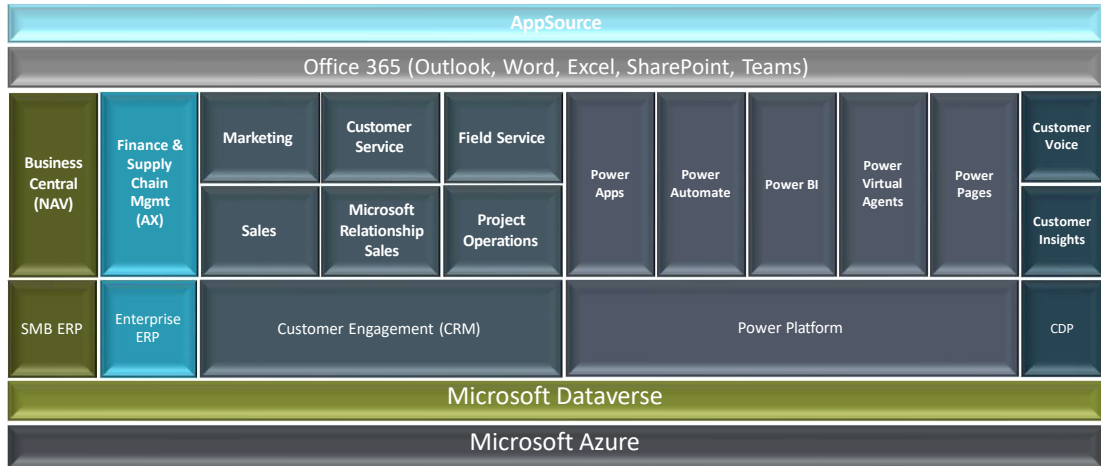
=exact

[Back to Mid-Market](#)

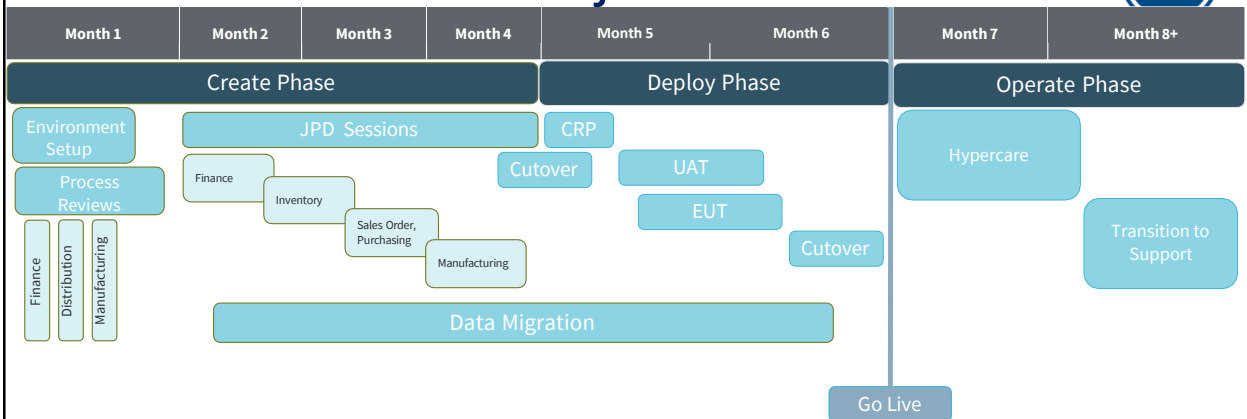


MICROSOFT DYNAMICS 365

Microsoft Dynamics 365



Business Central Project Timeline



JPD – Joint Process Design Session
 CRP – Conference Room Pilot
 UAT – User Acceptance Testing
 EUT – End User Training

Business Central – Major Releases



Happens twice per year

Partner facilitates a seamless client experience

Clear & timely client-facing communication

Structured testing process



Business Central: Major Releases



Development spins up Sandbox



Email notifications sent to Clients



Sandbox and Production Scheduled



Clients Test



Failures auto create Support Case



Production Release

[Back to Mid-Market](#)

CUSTOMER ENGAGEMENT LICENSING



Sales and Customer Service Professional

- Entry level versions of these apps
- \$65 for Sales / \$50 for Customer Service

Sales, Customer Service, Field Service Enterprise

- Additional capabilities
- \$95 each

Marketing

- \$1,500 stand alone
- \$750 with qualified number of other CE licenses

Dynamics 365 Team Members

- Read only users
- \$8 per user

“Attach” Licenses

- \$20 attach to many existing to BC or CE licenses

[Back to Mid-Market](#)

ORACLE NETSUITE

NetSuite By The Numbers

 **The first
cloud company**

ORACLE®
NETSUITE
Global Business Unit

 **Customers
in over 203
Countries
and
Territories**

 **Record
FY23
Growth**

 **7,500+**
Employees globally

 **37,000+**
Customers worldwide

 **3,000+**
New logos in last 12 months

3
1

Copyright © 315, Oracle and/or its affiliates | Confidential: Restricted

ORACLE NETSUITE

The NetSuite Platform

Solution Development Network

*1000's of applications built directly ON or for NetSuite
to extend your platform.*



API-Friendly Software
*Connect via APIs to any modern
Software.*

Alliance Partner Implementers
*Implementers who specialize in your
industry and offer a hands-on approach
working hand in hand with NetSuite
corporate. ONLY implement NetSuite, do
not sell NetSuite.*

3
1

Copyright © 316, Oracle and/or its affiliates | Confidential: Restricted

ORACLE NETSUITE

SuiteSuccess: A Proven Path to Success



- Ready day 1 with industry-specific features, dashboards, KPIs and reports
- Developed by NetSuite Corporate

3
1

Copyright © 2023, Oracle and/or its affiliates

ORACLE NETSUITE

Oracle NetSuite



- Offers integrated CRM, accounting, and eCommerce
- Used by 37,000 organizations as of February 2024, with over 324,000 entities total (parent/subsidiary companies) in 219 countries, >\$3B revenue
 - Up from 30,000 orgs/260,000 entities/209 countries in 1Q 2023
- Runs entirely on Oracle Cloud Infrastructure in multiple geographies around the world
- There is one version of the solution, and everyone who uses NetSuite is on the latest version of the solution; major efforts are made to have updates not break customizations and add-ons
- User-based licensing, pricing for a full user is typically \$200-\$250/mo/user, including new lower cost CRM and WMS read-only licensing

Oracle NetSuite



- Product scales up from startups/QuickBooks graduates to very large companies
 - One customer has 1,600 subsidiaries, and another runs NetSuite in 160 different countries
 - NetSuite itself runs NetSuite, and has 11,000 users on the platform worldwide
 - Product is more structured than true Enterprise software like SAP or Oracle Fusion, and everyone experiences NetSuite through the same UI, although roles are implemented to filter the menus and other options
- 60% of high-tech IPO's in the last five years run NetSuite
- Used and marketed heavily to private equity groups
 - Can do divisional/regional "carve outs" in 3-4 months
- Existing customers are doing 20% more sales transactions in 2023 than in 2022
- Runs on Oracle Cloud Infrastructure (OCI) which gives NetSuite control of the complete platform – including ancillary services like maps for field service
 - 28 data centers in 13 regions
 - Black Friday: 9 billion application requests, 2.9 billion customer website visits

Oracle NetSuite



- Many capabilities for a complete single solution
 - Enterprise performance management
 - HR management/payroll
 - Cash management
 - Payments
 - Business intelligence
 - Consolidations
- Robust add-on ecosystem – 500+ ISV's, 600+ product in marketplace
- Public practitioners can receive a free license to access their client's NetSuite instance by joining Suite Accountants program

Major Industries Served by NetSuite



- Advertising
- Apparel and accessories
- Campus stores
- Consulting
- Education
- Energy
- Financial services
- Food and beverage
- Government
- Health and beauty
- Healthcare and life sciences
- IT services
- Manufacturing
- Media/publishing
- Nonprofits
- Professional services
- Restaurant/hospitality
- Retail
- Software/high tech
- Transportation and logistics
- Wholesale distribution

Oracle NetSuite – New Features



- Automated bank reconciliation and close management
- AI-based generation of part descriptions and other routine items
- Compliance manager which will provide HIPAA compliance into the financial parts of the suite later in 2024 (healthcare a target industry)
- E-Invoicing partnership with Avalara
- Oracle Business Network integration starting with version 24.1
- Company is in the process of creating “limited” and “read only” licenses which are based on usage and allow reports-only and read-only users, although this is a new concept that hasn’t been finalized
- Oracle Redwood Design Experience is a significant UI refresh

Key Announced Technologies for NetSuite



- NetSuite Planning and Budgeting (NSPB)
 - Rolling forecasts
 - Annual budgets with backfill percentage and drivers
 - Bottom-up or top-down
 - Keep Only in Excel in planning ad hoc
 - Reforecasting with AI
- NetSuite Analytics Warehouse (NSAW)
 - Pre-built visualizations (~8)
 - Pre-built connections (~20)
 - Drill capability
 - Can convert historical competitive data like a safe deposit box

[Back to Mid-Market](#)

Sage Intacct Cloud Financial Management

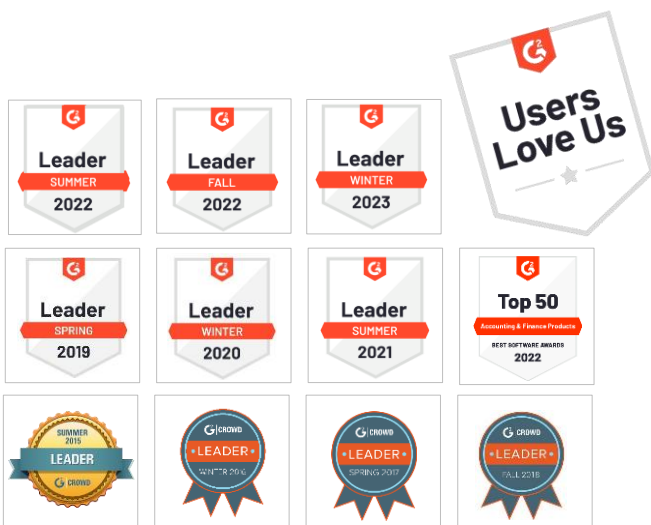
March 20, 2024

Why Sage Intacct....

Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

#1 in customer satisfaction year after year



Since 2015, users rank Sage Intacct as a **clear leader** in:

- ✓ Satisfaction
- ✓ Product direction
- ✓ Likelihood to recommend
- ✓ Ease of use
- ✓ Ease of doing business with

And more...

Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

The AICPA's preferred provider

The AICPA "wrote the book"
on accounting



Of all the systems reviewed,
Sage Intacct is the only preferred provider
of financial applications



Business Solutions
Preferred Provider of Financial Applications

Sage Intacct

Sage

Today's Agenda

1. Provide a Great User Experience



2. Boost Dimensional Insight & Analysis



3. Multi-Everything



4. Streamline Processes Across Entities



5. Confidently Integrate All Platforms



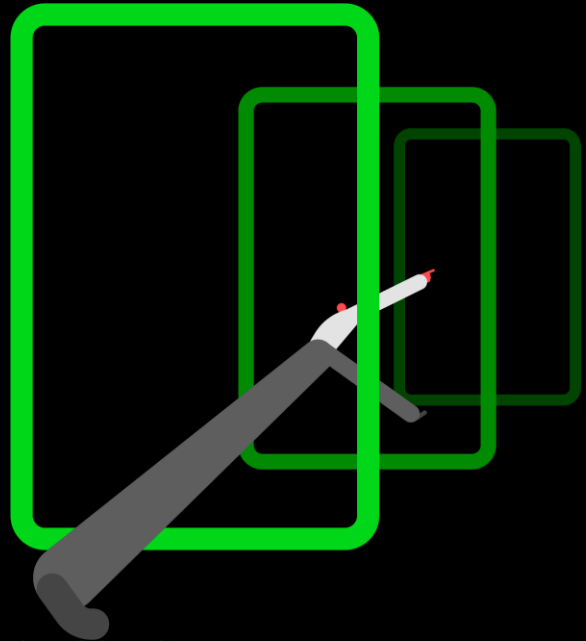
Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Let's take a look at



Sage Intacct



Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Best-in-Class Cloud Financial Management

1. Provide a Great User Experience



2. Boost Dimensional Insight & Analysis



3. Multi-Everything



4. Streamline Processes Across Entities



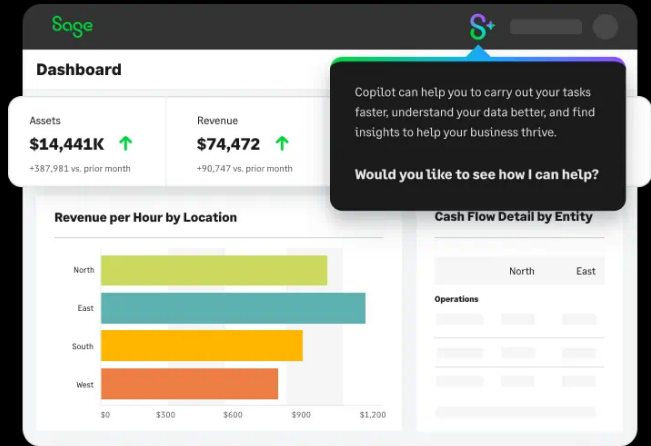
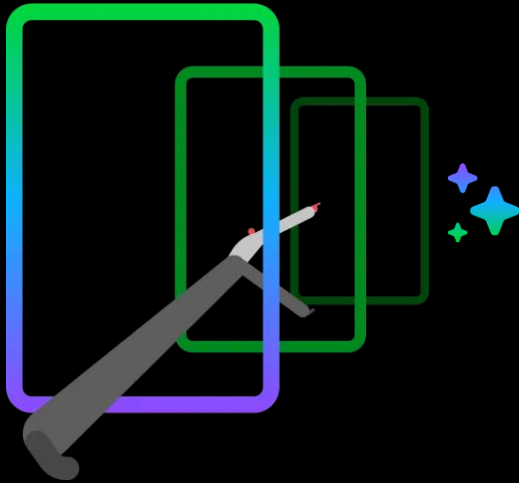
5. Confidently Integrate All Platforms



Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Intelligent generative AI business assistant



Sage Copilot

Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Intelligent generative AI business assistant

8+ years delivering AI solutions

50M Monthly AI transactions

40+ years experience

Supporting millions of SMBs worldwide

Serving **15** major verticals globally

Sage Copilot



Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Best-in-Class Cloud Financial Management

1. Provide a Great User Experience



- ✓ Navigation
- ✓ Shortcuts
- ✓ Favorites
- ✓ Online help
- ✓ Global Search
- ✓ Sage Copilot



© 2022 The Sage Group plc, or its licensors. All rights reserved.

Best-in-Class Cloud Financial Management

1. Provide a Great User Experience



2. Boost Dimensional Insight & Analysis



3. Multi-Everything



4. Streamline Processes Across Entities

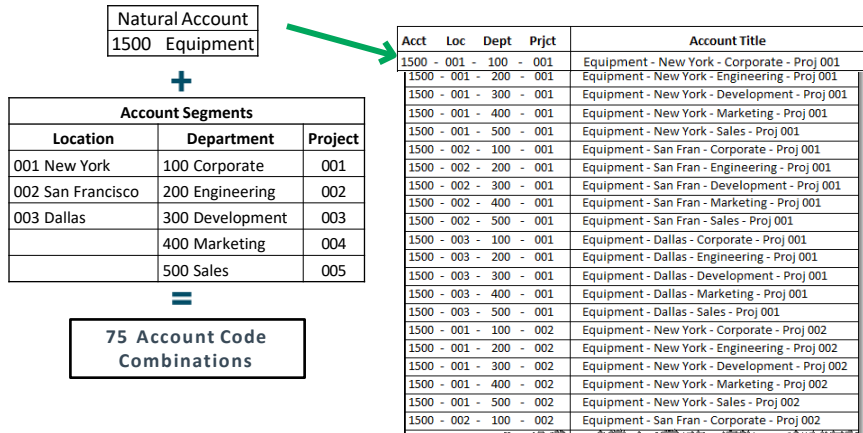


5. Confidently Integrate All Platforms



© 2022 The Sage Group plc, or its licensors. All rights reserved.

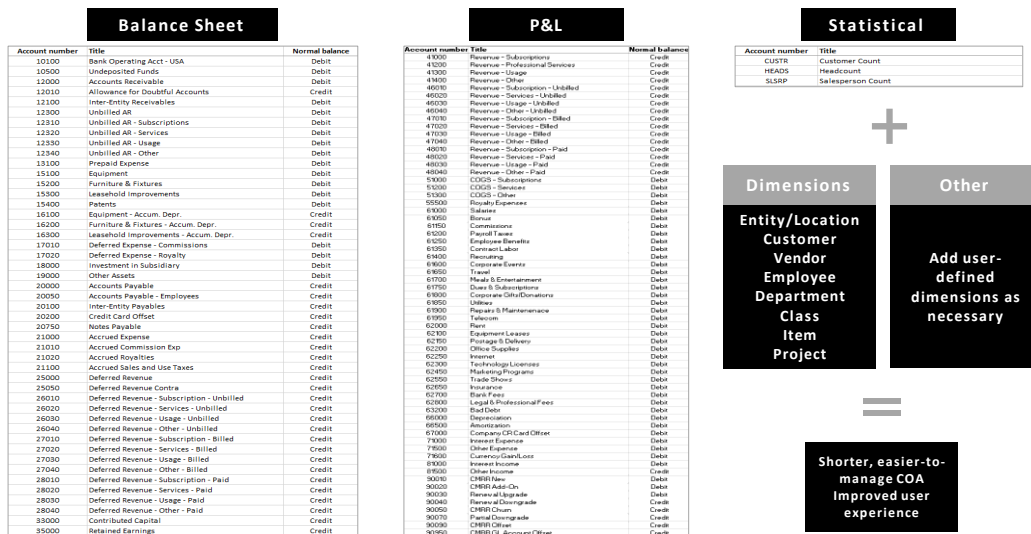
Sample Historical Chart of Accounts



Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Modern Chart of Accounts

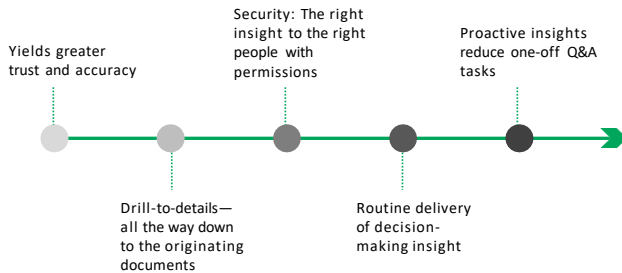


Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Moving beyond spreadsheets

sage Intacct



Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Best-in-Class Cloud Financial Management

2. Boost Dimensional Insight & Analysis

- ✓ Role-based dashboards
- ✓ Drill-down capabilities
- ✓ Financial and statistical data
- ✓ Dimensional analysis

Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Best-in-Class Cloud Financial Management

1. Provide a Great User Experience



2. Boost Dimensional Insight & Analysis



3. Multi-Everything



4. Streamline Processes Across Entities



5. Confidently Integrate All Platforms



© 2022 The Sage Group plc, or its licensors. All rights reserved.

Multi-Entity

- Log in once at the “top level” and have access to any and all entities (subject to security permissions)
- Create new entities with a few clicks
- Share master lists (chart of accounts, vendors, and customers) for automated cross-entity reporting
- Centralize payables and receivables
- Automate inter-entity transactions – enter a single transaction for multiple entities from a single screen and Sage Intacct will automatically create the offsetting entries
- View real-time, consolidated reports and dashboards

Top level ▾

- Top level
- 100--Entity #100
- 200--Entity #200
- 300--Entity #300
- 400--Entity #400
- 500--Entity #500
- 600--Entity #600
- 700--Entity #700



© 2022 The Sage Group plc, or its licensors. All rights reserved.

Best-in-Class Cloud Financial Management

3. Automate Everything



- ✓ Multi-entity
- ✓ Intercompany transactions
- ✓ Zero-click consolidations
- ✓ Multi-currency



© 2022 The Sage Group plc, or its licensors. All rights reserved.

Best-in-Class Cloud Financial Management

1. Provide a Great User Experience



2. Boost Dimensional Insight & Analysis



3. Multi-Everything



4. Streamline Processes Across Entities

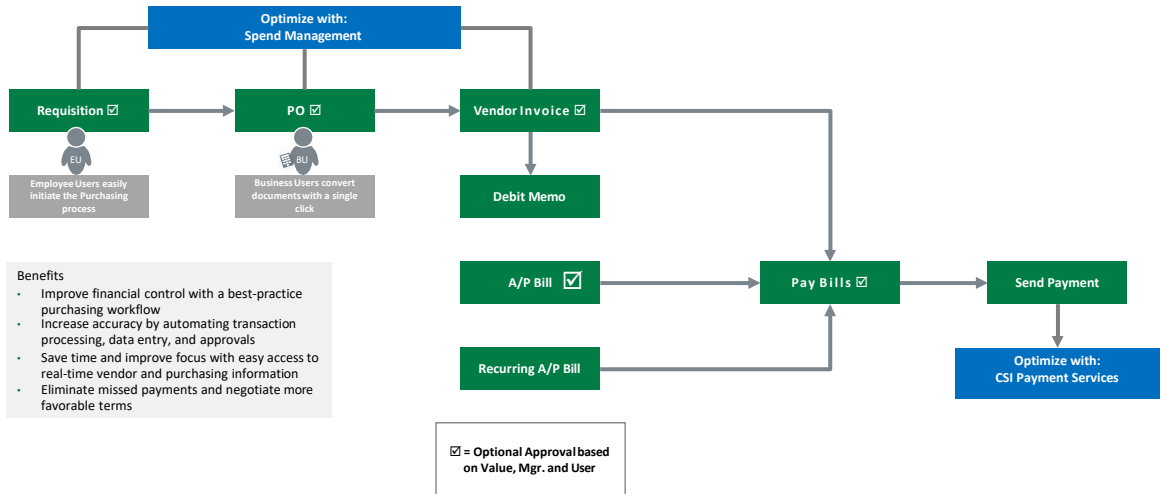


5. Confidently Integrate All Platforms



© 2022 The Sage Group plc, or its licensors. All rights reserved.

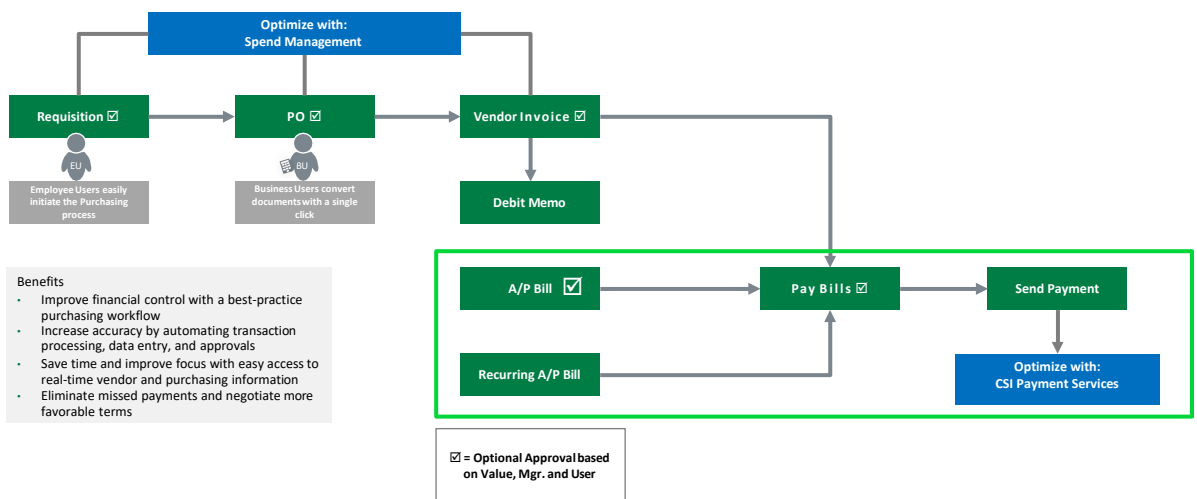
Full Procure-to-Pay Functionality



Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

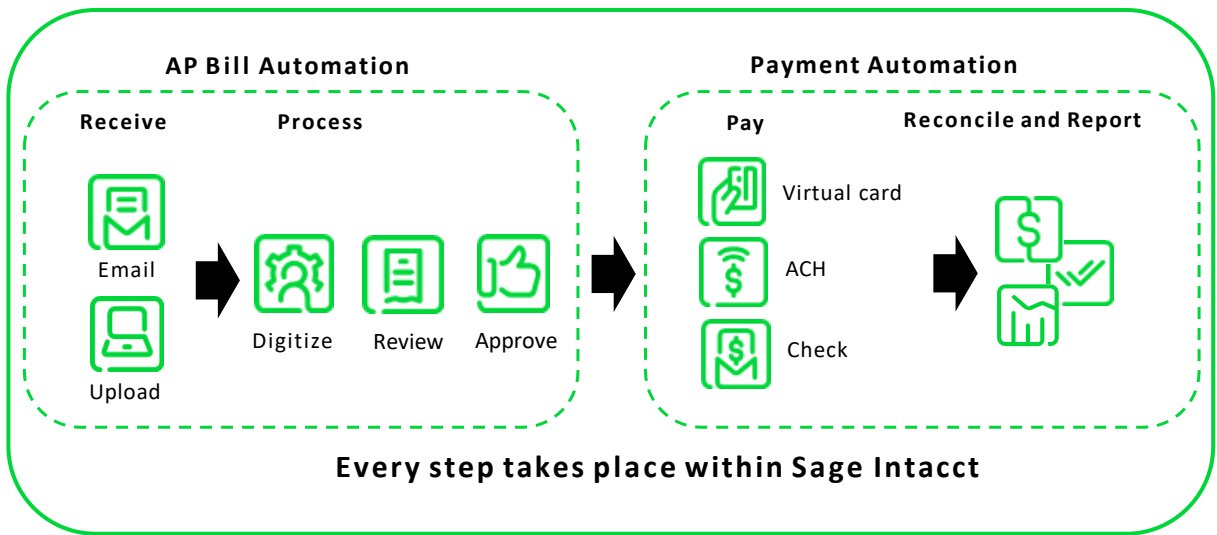
Bill-to-Pay Process



Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

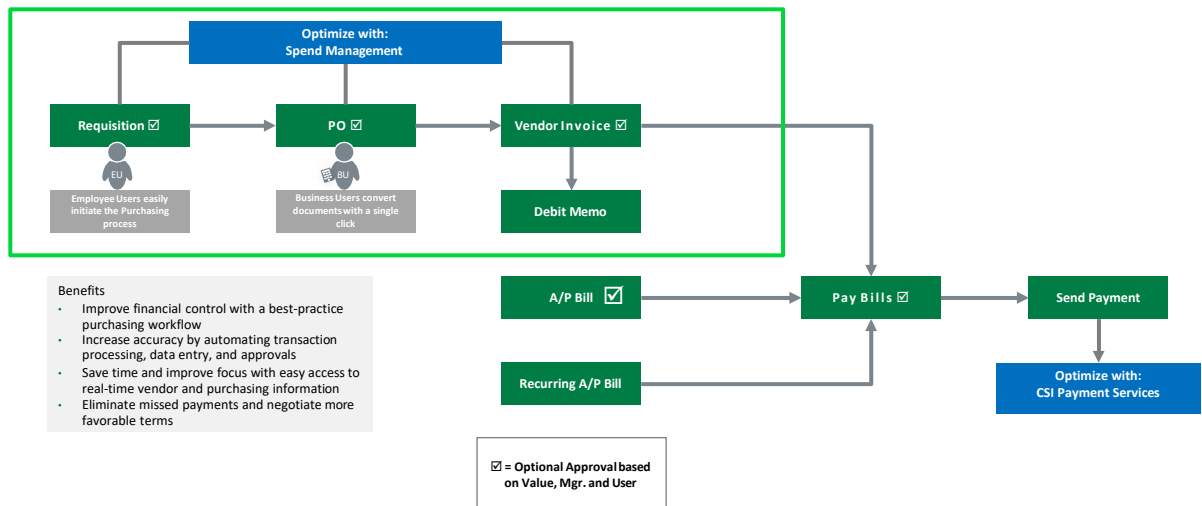
Sage Intacct AP Automation



Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Procure-to-Pay Process



Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

GL Outlier Detection – Spot Errors, Build Trust

Approve Journal Entries

All ▾ Manage views ▾

Select	Outlier	Request status	Requester	Journal	Transaction type	No
☐	☐					
☐ View Approve Decline	☒	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	19
☐ View Approve Decline	☐	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	18
☐ View Approve Decline	☒	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	16
☐ View Approve Decline	☐	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	13
☐ View Approve Decline	☐	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	9
☐ View Approve Decline	☐	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	5
☐ View Approve Decline	☐	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	4

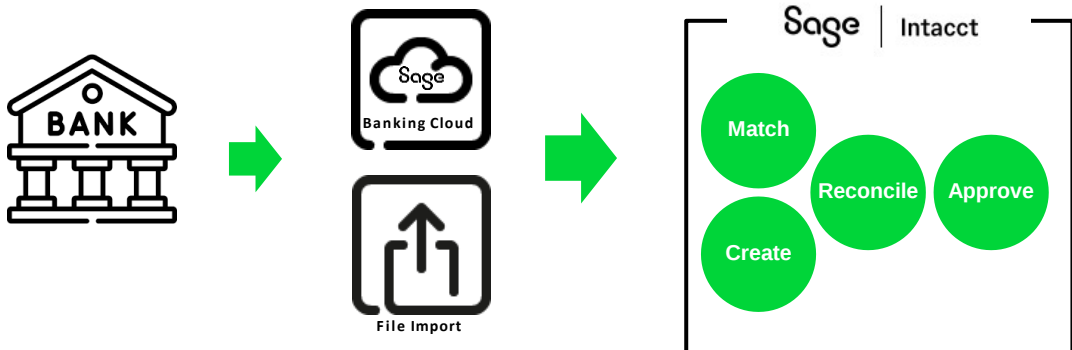
Entries

	Doc	Outlier	Account	Department	ShiDim	Project	UDD	Location	Txn currency	Transaction debit	Transaction credit	Base debit (USD)	Base credit (USD)
1	--	☒	1000.99--Bank of America 2	11--Accounting	--	--	--	1--United States of America	USD	1.00	--	1.00	--
2	--	☒	4000--Sales	11--Accounting	--	--	--	1--United States of America	USD	--	1.00	--	1.00
Total			These combinations are unusual - Account, Department, Location, Amount							1.00	1.00	1.00	1.00

Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Bank Reconciliation



- **Thousands** of US banks and expanding international coverage
- **Easy import** streamlining manual processes

- **Automated matching**, for daily cash insight
- **Easy creation** of un-entered transactions

Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Auto-create GL transactions from bank data

Save time by automatically creating and matching GL transactions to bank data

- ✓ Use existing rule engine on bank data
- ✓ Define criteria for incoming bank data
- ✓ Create matching GL transactions in draft or posted state based on reusable transaction templates.

Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Sage Fixed Asset Management

- **Asset dimension** asset tracking from acquisition to disposal with instant spending analysis.
- **Natively connected** with accounts payable process enabling drill down to source anytime.
- **Automated** recording of depreciation expense journal entries into the general ledger across multiple financial and tax books.

Date	Department	Asset	Location	Account	Ter currency	Transaction debit	Transaction credit	Base currency	Base debit	Base credit	Allocation	Memo
1		15-Shop	15-Shop	2001-Accounts Payable	USD	10,000.00		USD	10,000.00			
2		15-Shop	15-Shop	2001-Accounts Payable	USD	30,000.00		USD	30,000.00			
3		15-Shop	15-Shop	2001-Accounts Payable	USD	40,000.00		USD	40,000.00			
4		15-Office building	15-Office building	2001-Accounts Payable	USD	200,000.00		USD	200,000.00			
5		15-Shop	15-Shop	1000-Furniture and Fixtures	USD	10,000.00		USD	10,000.00			
6		15-Shop	15-Shop	1000-Furniture	USD	20,000.00		USD	20,000.00			
7		15-Shop	15-Shop	1000-Computer Hardware	USD	40,000.00		USD	40,000.00			
8		15-Office building	15-Office building	1000-Computer Hardware	USD	200,000.00		USD	200,000.00			
Total					USD	500,000.00		USD	500,000.00			

Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Best-in-Class Cloud Financial Management

4. Streamline Processes Across Entities



- ✓ Order-to-Cash
- ✓ Procure-to-Pay
- ✓ General Ledger
- ✓ Cash Management
- ✓ Fixed Assets
- ✓ Month-end Closing



© 2022 The Sage Group plc, or its licensors. All rights reserved.

Best-in-Class Cloud Financial Management

1. Provide a Great User Experience



2. Boost Dimensional Insight & Analysis



3. Multi-Everything



4. Streamline Processes Across Entities



5. Confidently Integrate All Platforms



© 2022 The Sage Group plc, or its licensors. All rights reserved.

Best-in-Class Cloud Financial Management

5. Confidently Integrate All Platforms



- ✓ Import / export templates
- ✓ Open APIs
- ✓ Marketplace partners

Sage

© 2022 The Sage Group plc, or its licensors. All rights reserved.

Sage Intacct Marketplace

AP Workflow 	AP Payments 	AP Purchasing 	AR Automation 	Budgeting & Planning 	Inventory Management 	Time, Expense, Travel, Attendance
Document Management 	Donor / Grants Management 	EDI 	Close Management 	Fixed Asset & Leasing 	HCM & Payroll 	Commission & Incentive Compensation
Manufacturing 	Payment Processing 	Project Management 	Field Service Management 	AI / Analytics / Reporting 	Restaurant Management 	Association Management
Checks & Supplies 	Spend / Cash Management 	Tax Management 	CRM 	Tools 	Wealth & Asset Management 	Professional Services Automation

Sage

300+ Partners

75% of our customers integrate with 2+ partners

Best-in-Class Cloud Financial Management

5. Confidently Integrate All Platforms



- ✓ Import / export templates
- ✓ Open APIs
 - ✓ Marketplace partners
 - ✓ Custom integration
 - ✓ “Buy With Confidence” - Integrations
guaranteed not to break (really!)
- ✓ Website: developer.intacct.com

[Back to Mid-Market](#)



© 2022 The Sage Group plc, or its licensors. All rights reserved.