K2's Accounting Solutions And Add-Ons For Small Businesses

Major Topics

- Overview of small business accounting solutions
- Strengths and shortfalls of various accounting and add-on solutions
- Setup and configuration tips

Learning Objectives

- List the top five products in the small business market

- Identify shortfalls in typical small business solutions

- Differentiate between products based on strengths and weaknesses

- List examples of add-on solutions that can fill functionality gaps

OVERVIEW OF SMALL BUSINESS ACCOUNTING SOLUTIONS

Accounting Software World
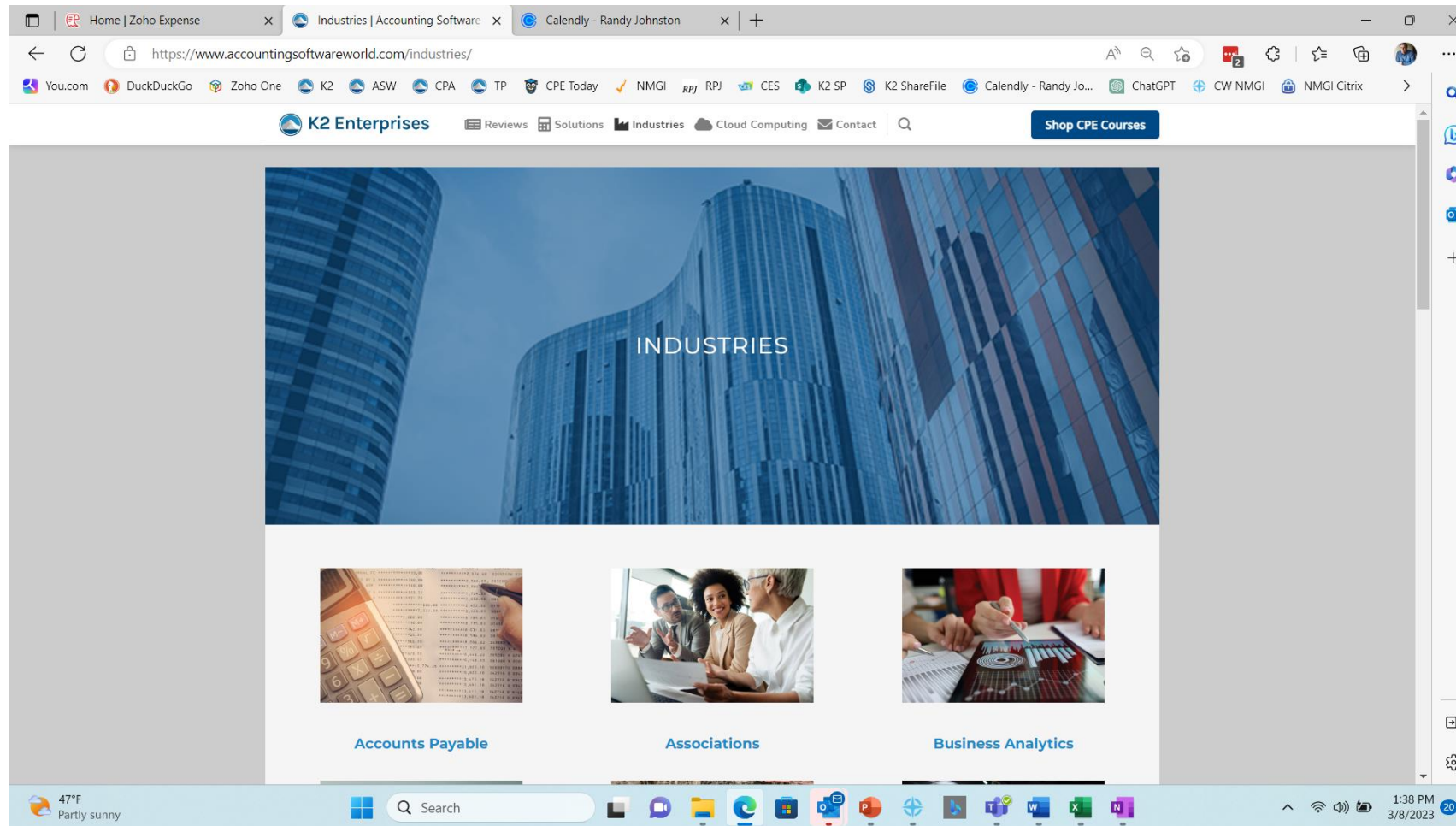
Top Products

- Accounting Power
- FreshBooks
- QuickBooks Online
- QuickBooks Desktop
- Xero

- AccountingSuite
- Sage 50
- Spire Systems
- Zoho Books

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

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

Entry Market Changes 2020-2023

- Intuit
  - Launched QBO Live, an Intuit run paid bookkeeping service that addresses the $10B assisted bookkeeping market (Intuit reports QBO Live is purchased by 10% of new QBO subscribers)
    - This service plus the TurboTax Live assisted tax return service puts Intuit squarely in competition with low-end professionals, and positions Intuit to move further up market in the future
  - Pushing hard to expand sales of full-service payroll, time tracking with QuickBooks Time, QuickBooks Payments, QuickBooks Commerce merchant services, Premium Apps, and other add-on solutions
  - Purchased OneSaas, an iPaaS provider that provides low code or no code integration and data synchronization between multiple cloud-based applications, particularly eCommerce tools like QuickBooks Commerce

Entry Market Changes 2020-2023

- Xero
  - Reached 3 million subscribers worldwide
  - Expanded Advisory offering in U.S. Market
  - Hubdoc document and data capture included in all plans
  - Payroll with Gusto for $39 per month plus $6 per employee
  - Enhanced multi-factor authentication (MFA), better reporting by tracking category, and other enhancements

Entry Market Changes 2020-2023

- AccountantsWorld Accounting Power CAS and Payroll Relief
  - Acquired by IRIS December 28, 2021
  - Collaborative accounting for a CAS practice to handle:
    - Clients who still write manual checks and need after-the-fact write-up
    - Clients who want to do some or most of their own bookkeeping
    - Clients who want to outsource all accounting processes
  - Reduces data entry time by 70-80% with bank feeds and ACH
  - Least cost payroll for accounting firms, including farm payrolls with Form 943 capability

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
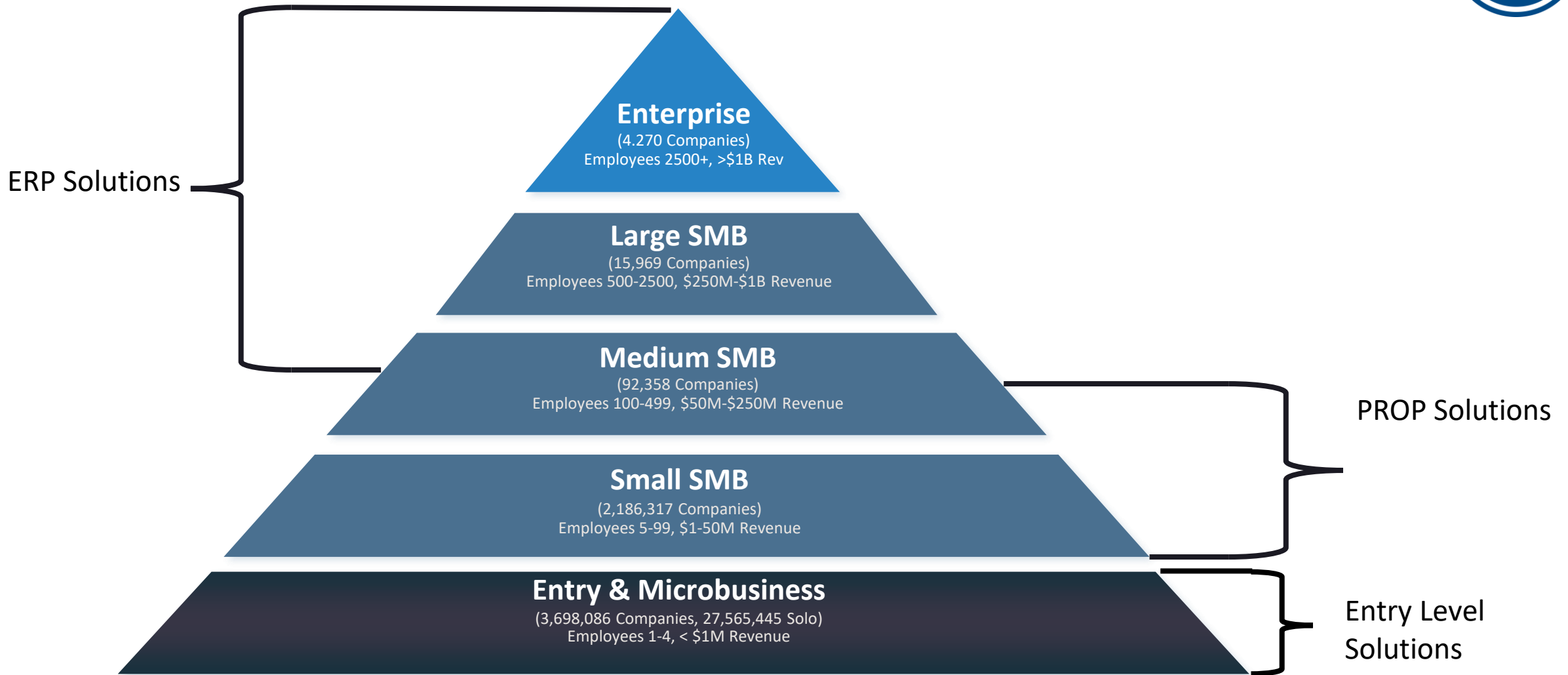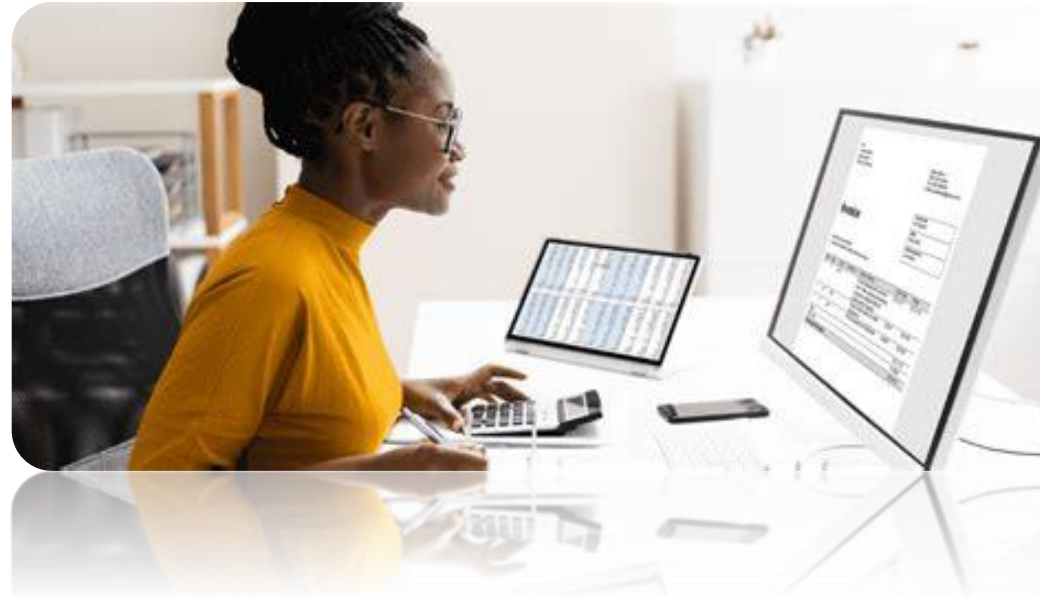
PROP Market Changes 2020-2023

- Zoho
  - Enhanced export to Excel, new integration with SurePayroll, and stronger than ever integration with the rest of the Zoho platform, including Zoho Expense, Zoho CRM, Zoho Subscriptions, and Zoho Inventory
  - Added sales tax returns, automated payments, and multi-currency invoicing
  - Continues to improve pro-code and low code/no code workflow management tools like Zoho Orchestly, Zoho Apps, and Zoho Creator
- Spire Systems
  - Robust system with more features than QuickBooks expands in U.S. market
  - Search across entire system for any item
  - Partner opportunities are available from Partner Ambassador Katie Griffin
    - Phone: 1.844.556.6789 x3520
    - Email: kgriffin@spiresystems.com
    - Web: https://www.spiresystems.com/become-a-spire-partner/

PROP Market Changes 2020-2023

- AccountingSuite
  - Inventory, Sales Management, eCommerce
  - Write-up Solutions including cash basis accounting
  - Consolidation across multiple entities plus customizations

- Sage 50cloud
  - Continues to implement Sage Business Cloud to "cloudify" legacy applications with a common set of available services
  - Sage 50cloud Quantum Accounting supports up to 40 users with role-based user permissions, faster order processing, and workflow
  - 30-day test drive available

SMALL BUSINESS ACCOUNTING SOLUTIONS

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.

QuickBooks Desktop

- 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

K2 Enterprises

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

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

K2 Enterprises

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

K2 Enterprises

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
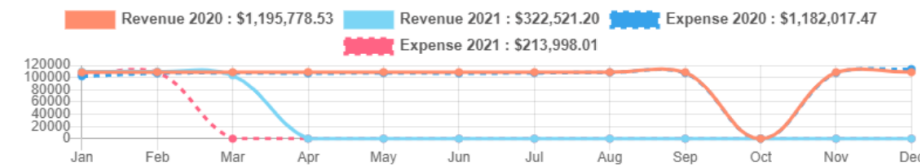
New Feature Highlights

- 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

Description	2020	2021	Change
Revenue	$1,195,778.53	$325,522.43	($870,256.10)
Revenue growth %	11.24	-72.78	-84.02
Gross margin %	11.21	40.41	29.20
Overheads %	9.75	6.04	-3.71
EBIT	$17,471.06	$111,879.43	$94,408.37
EBIT %	1.46	34.37	32.91
Net profit %	1.46	34.37	32.91

⌄ Revenue/Expense Comparison

Revenue 2020 : $1,195,778.53   Revenue 2021 : $322,521.20   Expense 2020 : $1,182,017.47
Expense 2021 : $213,998.01

⌄ Expenses Analysis (YTD)

91% Purchases   2% Auto expense - Repairs &   1% Salaries - Others   1% Officers Salaries
1% Office expense   4.0% Other
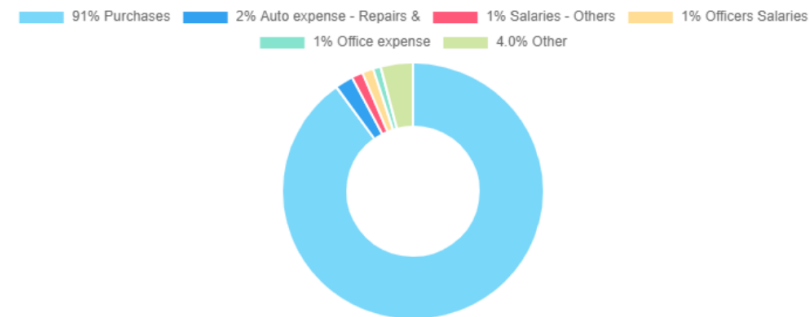
Bank Reconciled 9/30/2020

Cash Balances	Amount	Ratio Description	
Total	$10,136,349	Working Capital	10,962,248
Cash - Checking (1000)	$7,142,583	Current Ratio	20.38
Cash - Savings (1010)	$2,054,442	Quick Ratio (Acid Test)	20.22
Cash - Another Bank (1015)	$939,324	Net Profit Margin	0.34

⌄ Projected Cash Balances

Day	Starting	Receivables	Payables	Ending
03/14 - 03/20	$939,324.00	$0.00	$0.00	$939,324.00
03/21 - 03/27	$939,324.00	$0.00	$0.00	$939,324.00
03/28 - 04/03	$939,324.00	$0.00	$100.00	$939,224.00
04/04 - 04/10	$939,224.00	$3,001.00	$0.00	$942,225.00
04/11 - 04/17	$942,225.00	$0.00	$0.00	$942,225.00

⌄ Actual v/s Budget Revenue and Expense Comparison

Actual Income   Budget Income   Actual Expense   Budget Expense

K2 Enterprises

Copyright 2023, K2 Enterprises, LLC
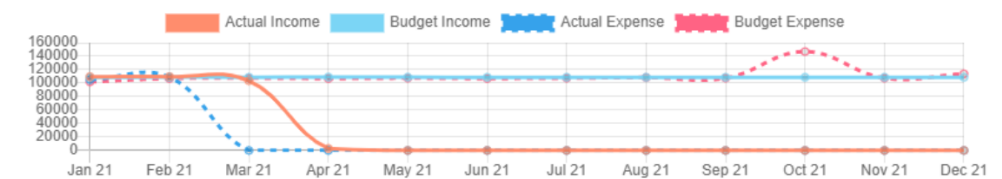
Financial Preferences

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

Delivering Product To Clients

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.
Financial Statements Guide	This detailed guide helps you set up and prepare custom financial statements.
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.

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.com, 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

190+
COUNTRIES

80+
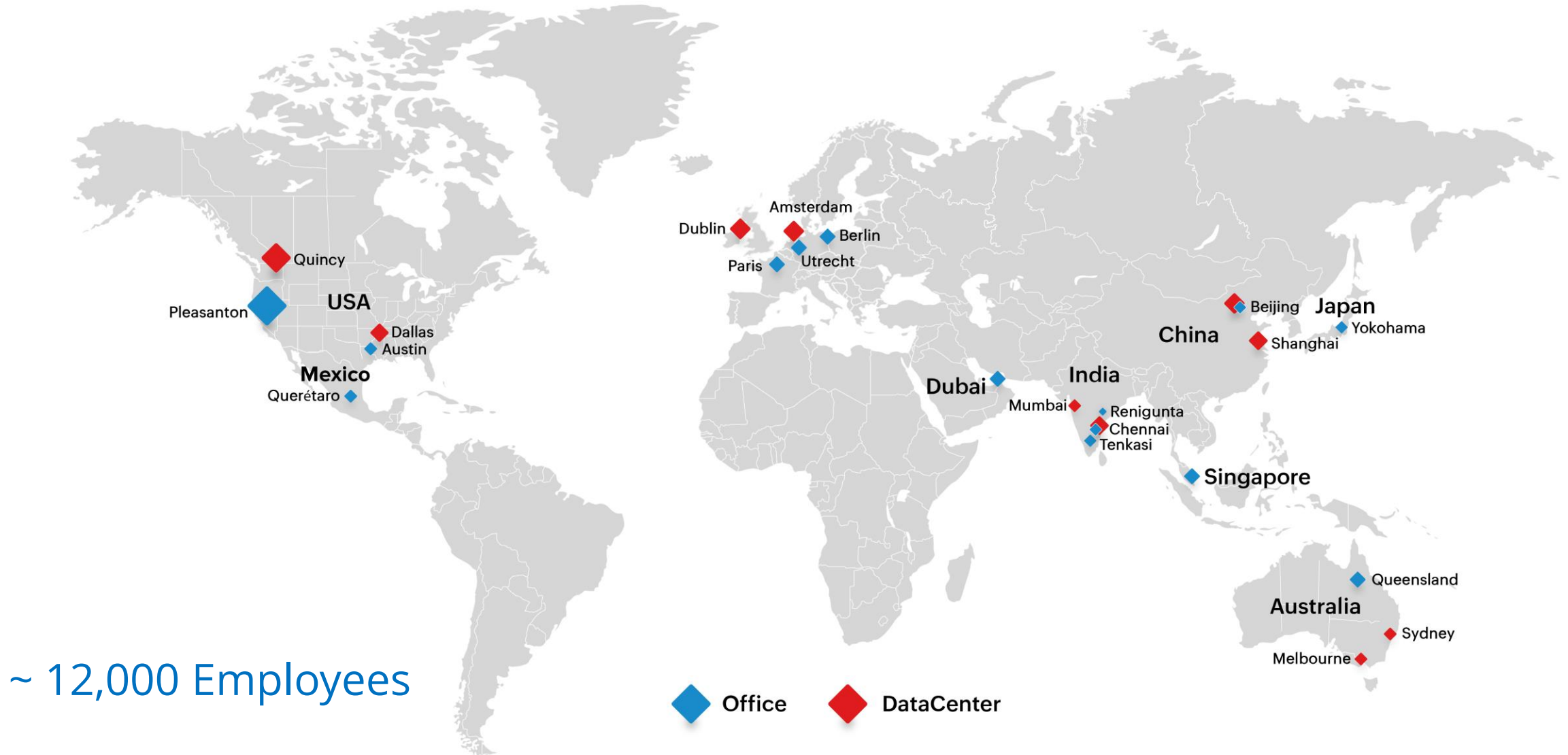MILLION USERS

16,000+
EMPLOYEES

60+
APPS

ABOUT

ZOHO

**CONNECTED**
ECOSYSTEM

27
YEARS

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

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
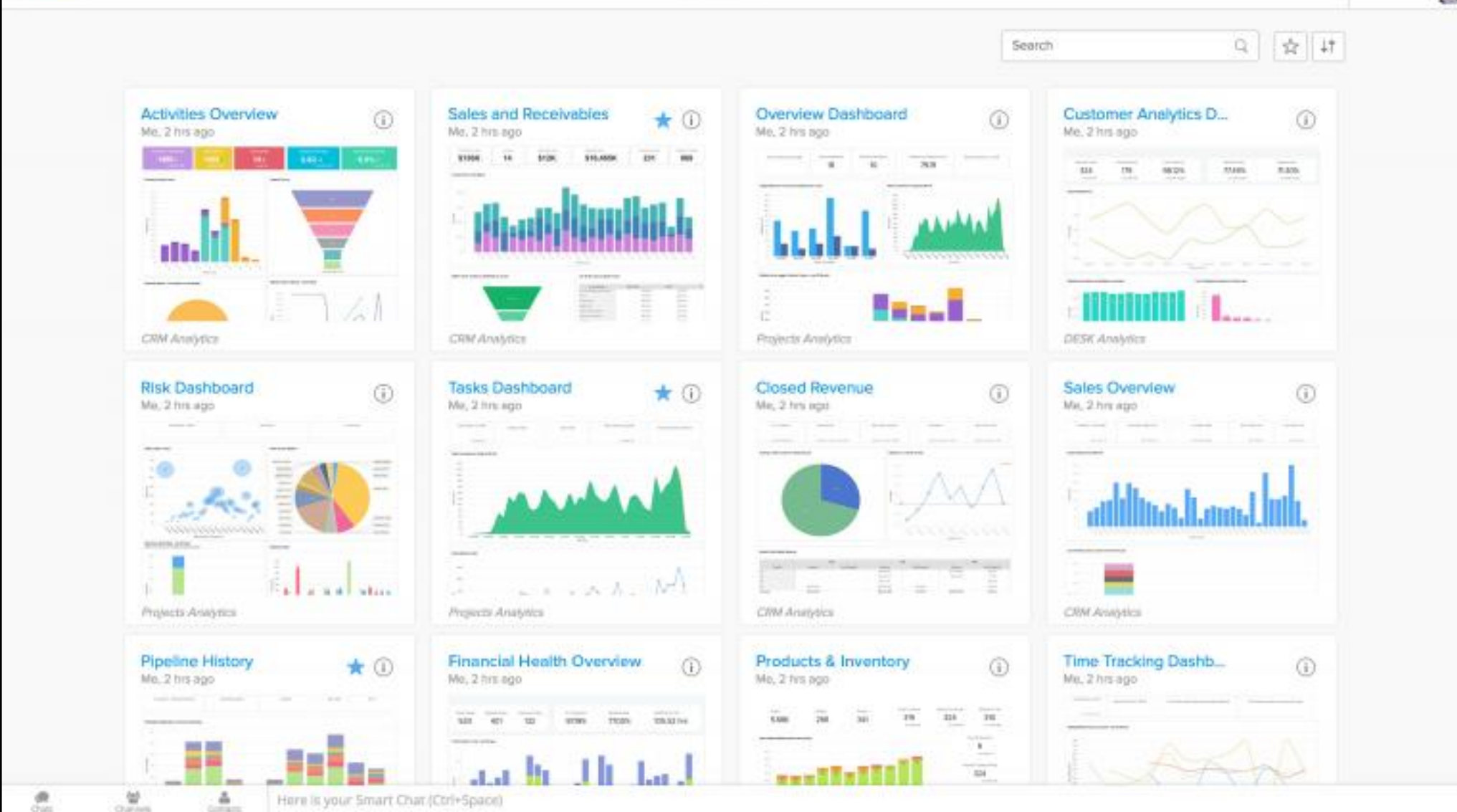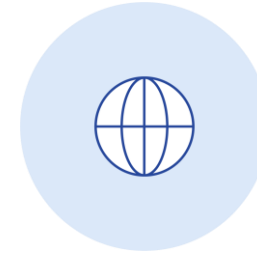
Zoho Finance Partner Program

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**

ZOHO Finance Plus

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**

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

Accounting

Sales

SPIRE

Inventory

Purchasing

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
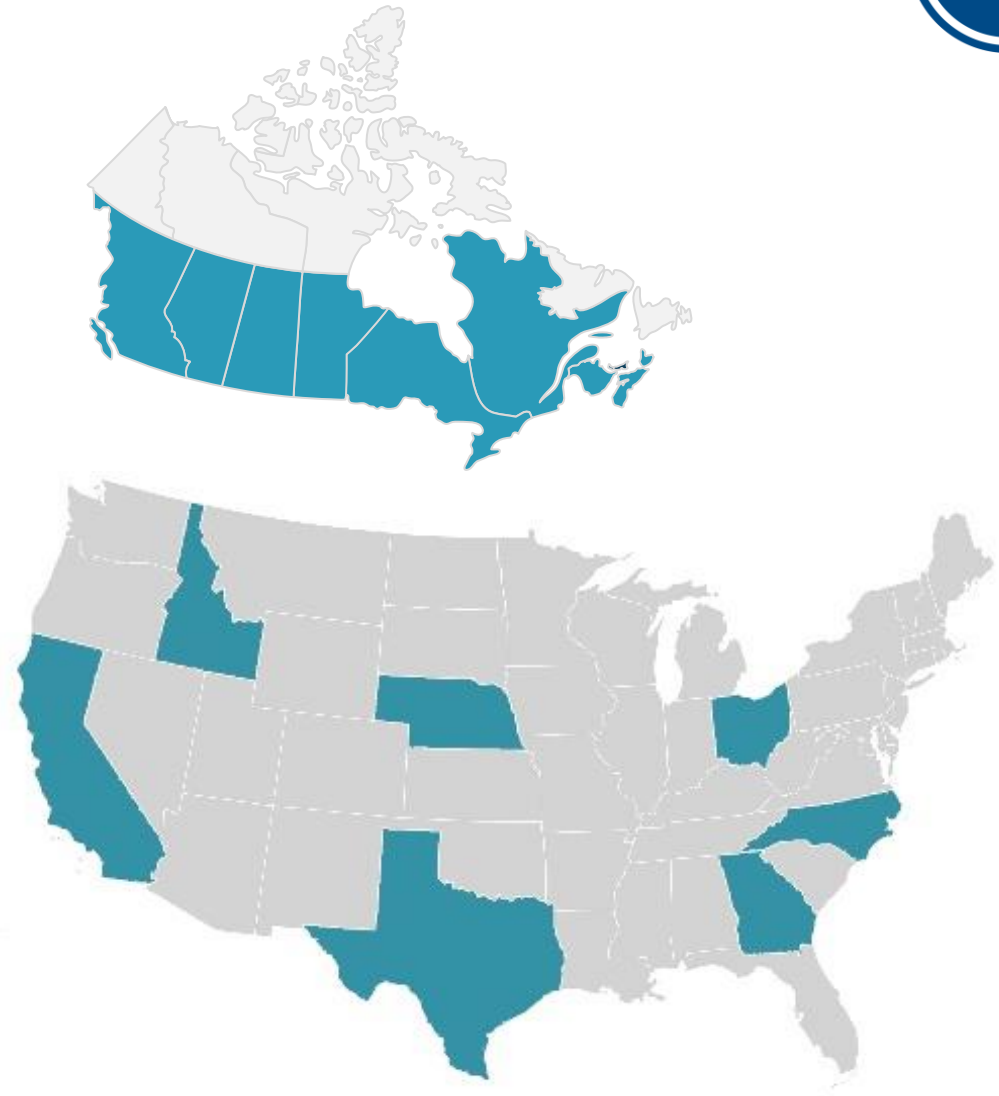
Spire Add-ons

- Payroll

- Production Manager

- Service Manager

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

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

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)
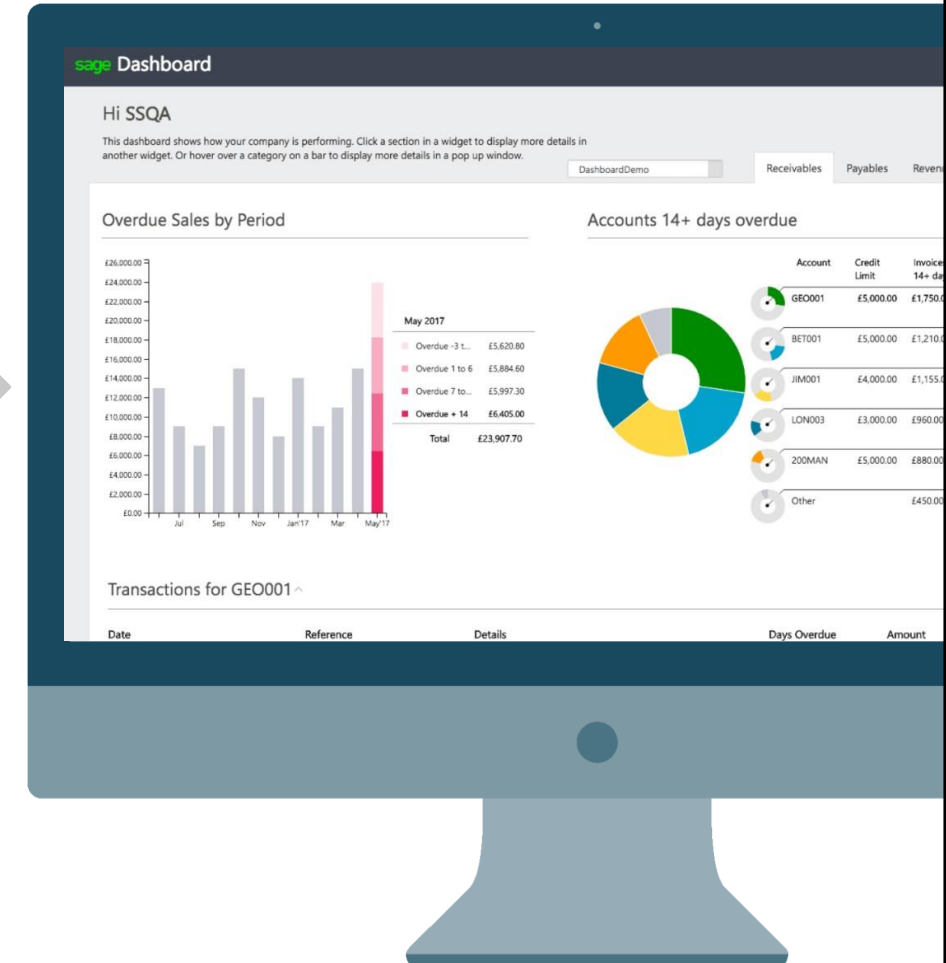
*U.S. version of Sage 50cloud only

Sage 50cloud Is Cloud Connected
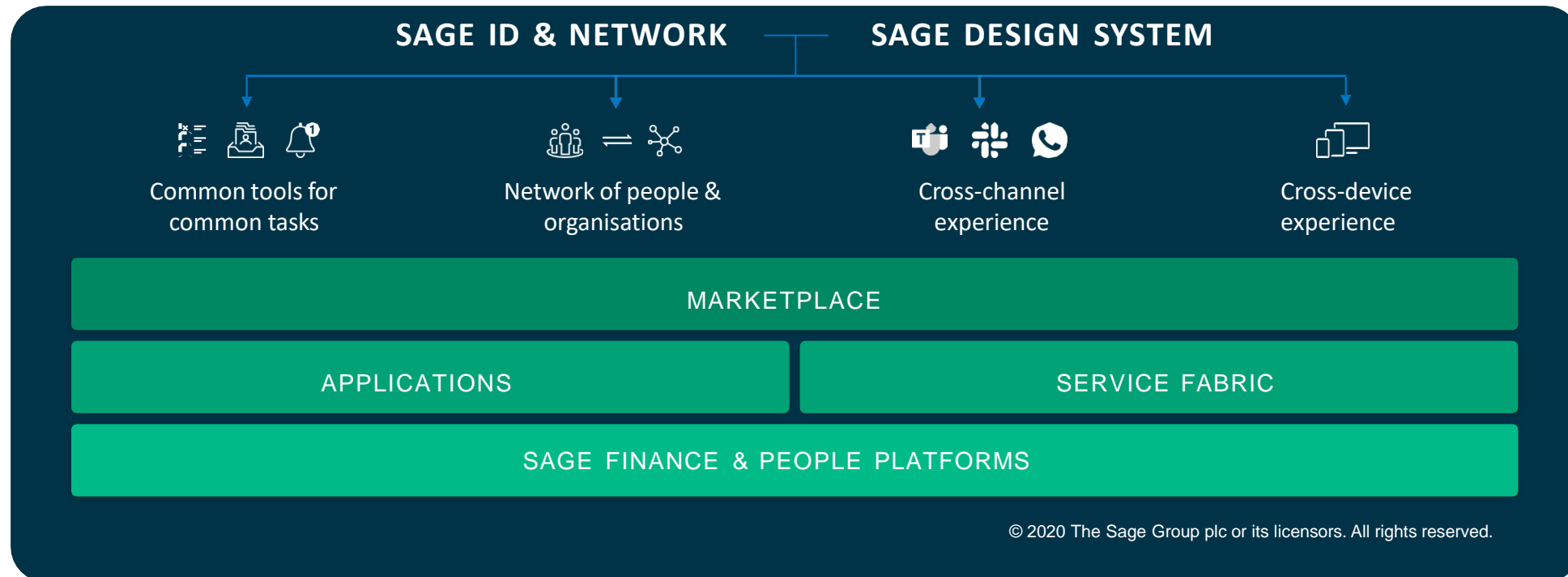
Cloud Functionality

Connected Solution

- Payroll
- Employee self-service
- Smart Invoices
- Automated receipt capture
- Financial statements
- Bank feeds & rules
- Approvals
- Digital Assistant
- Office 365
- Online payments
- Single Sign-On
- Tax calculations
- Automated bank reconciliation
- Reporting & Filing
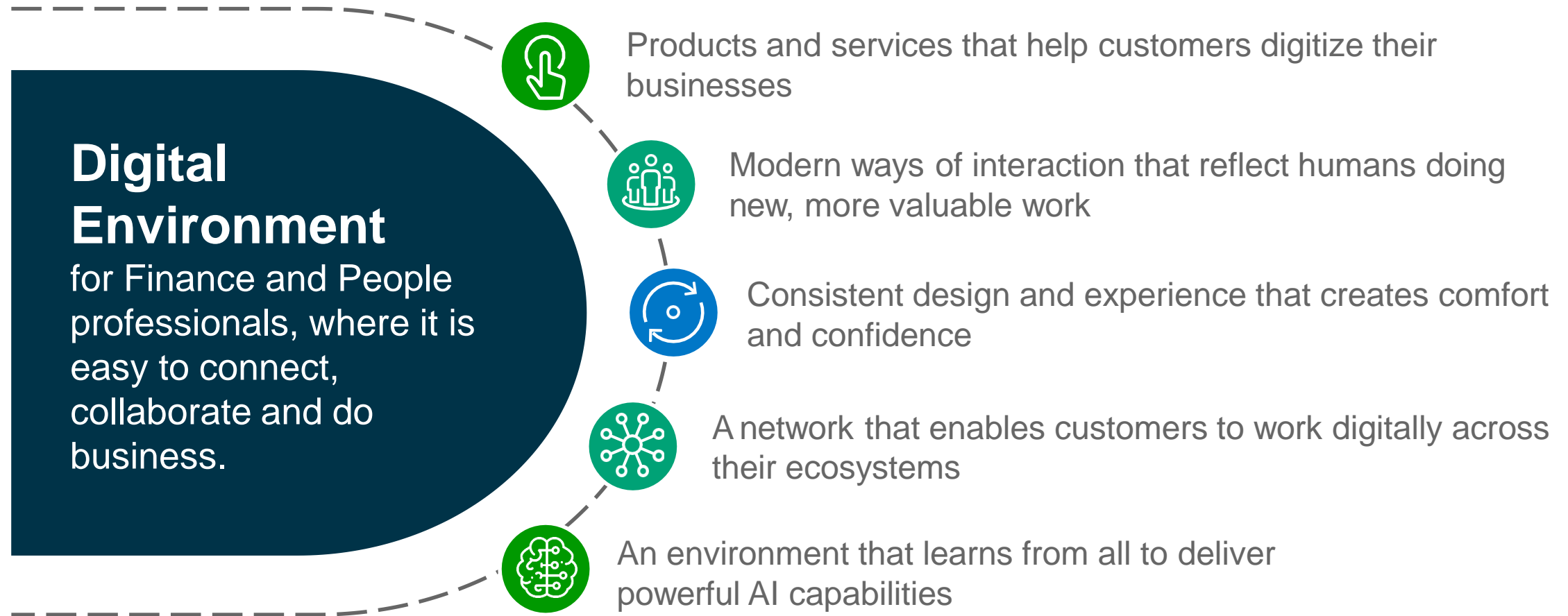
sage Business Cloud
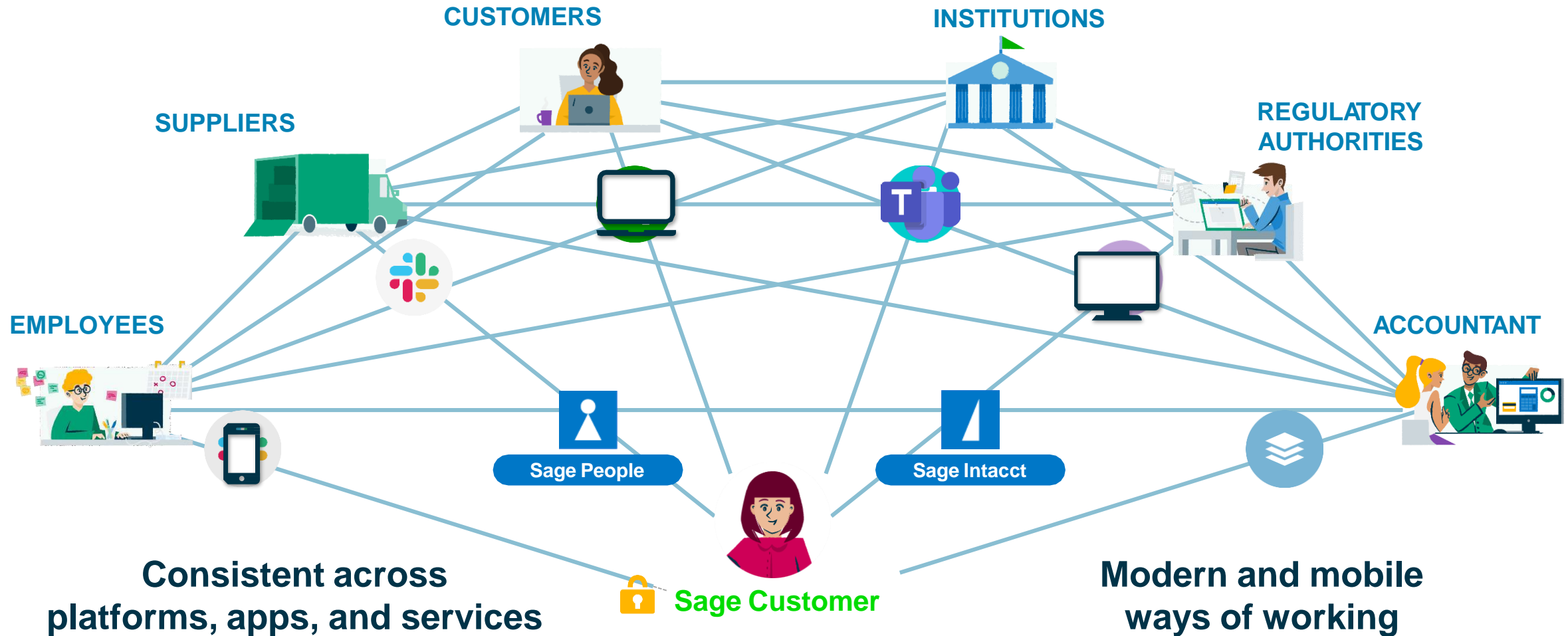
Synergistic Product Portfolio

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.
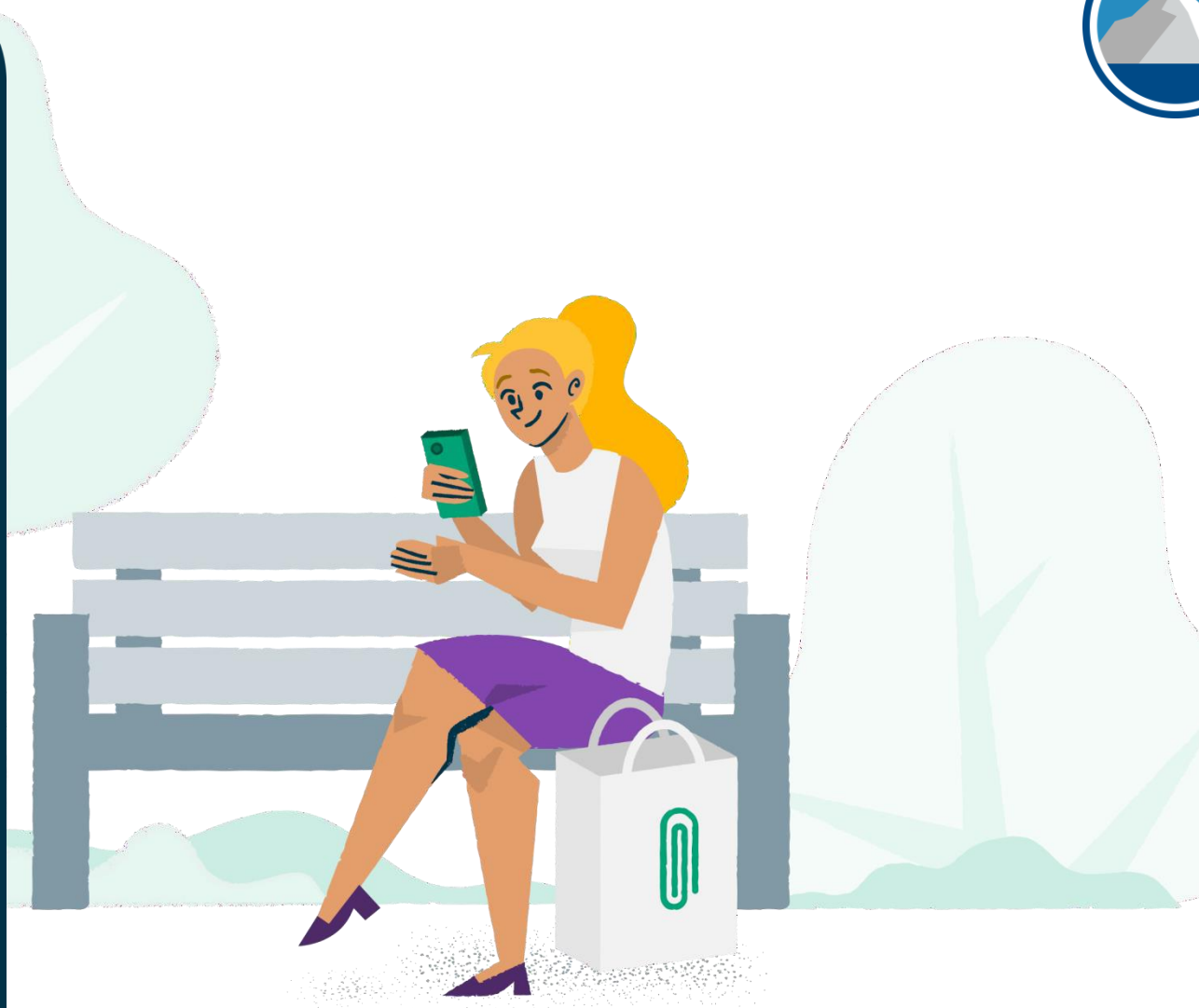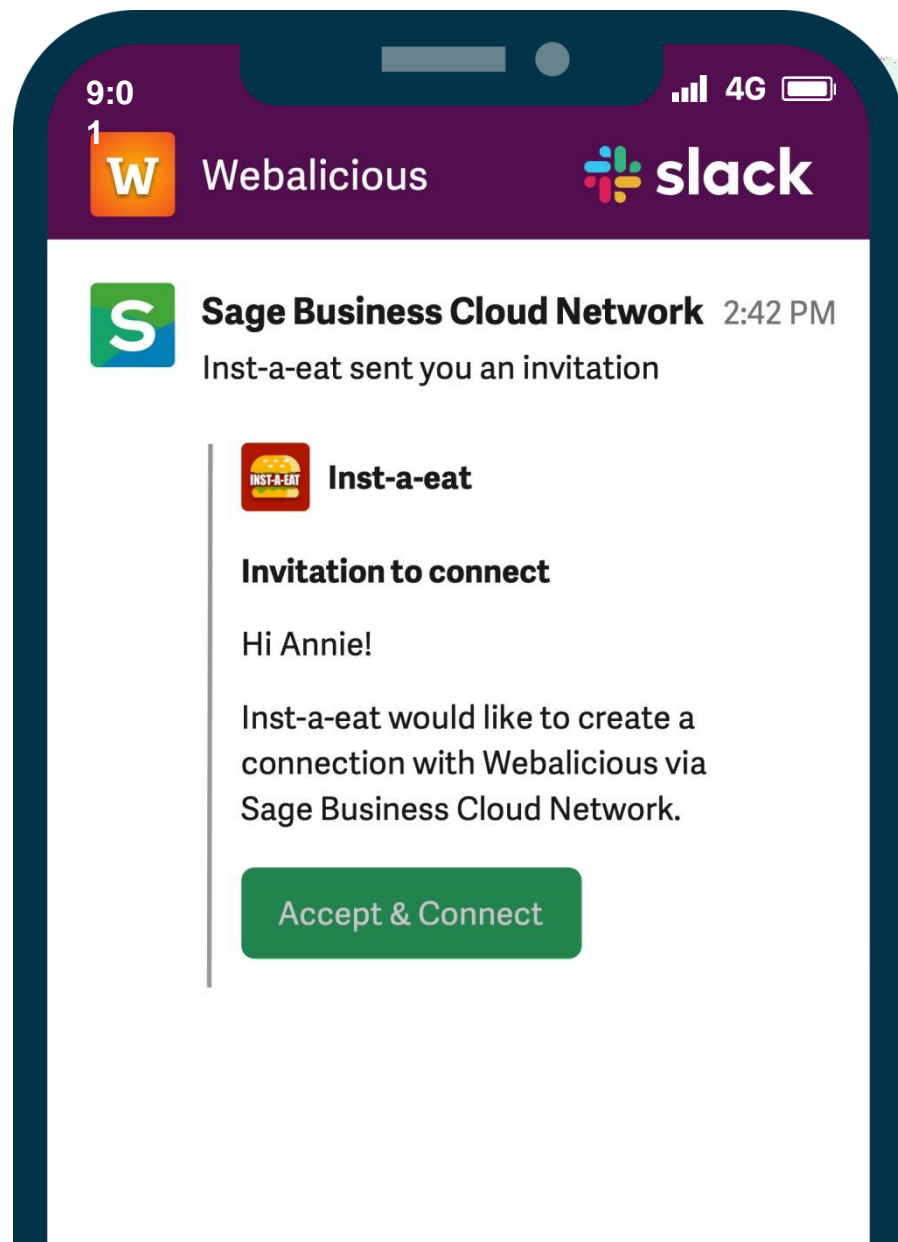
Customer Benefits

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
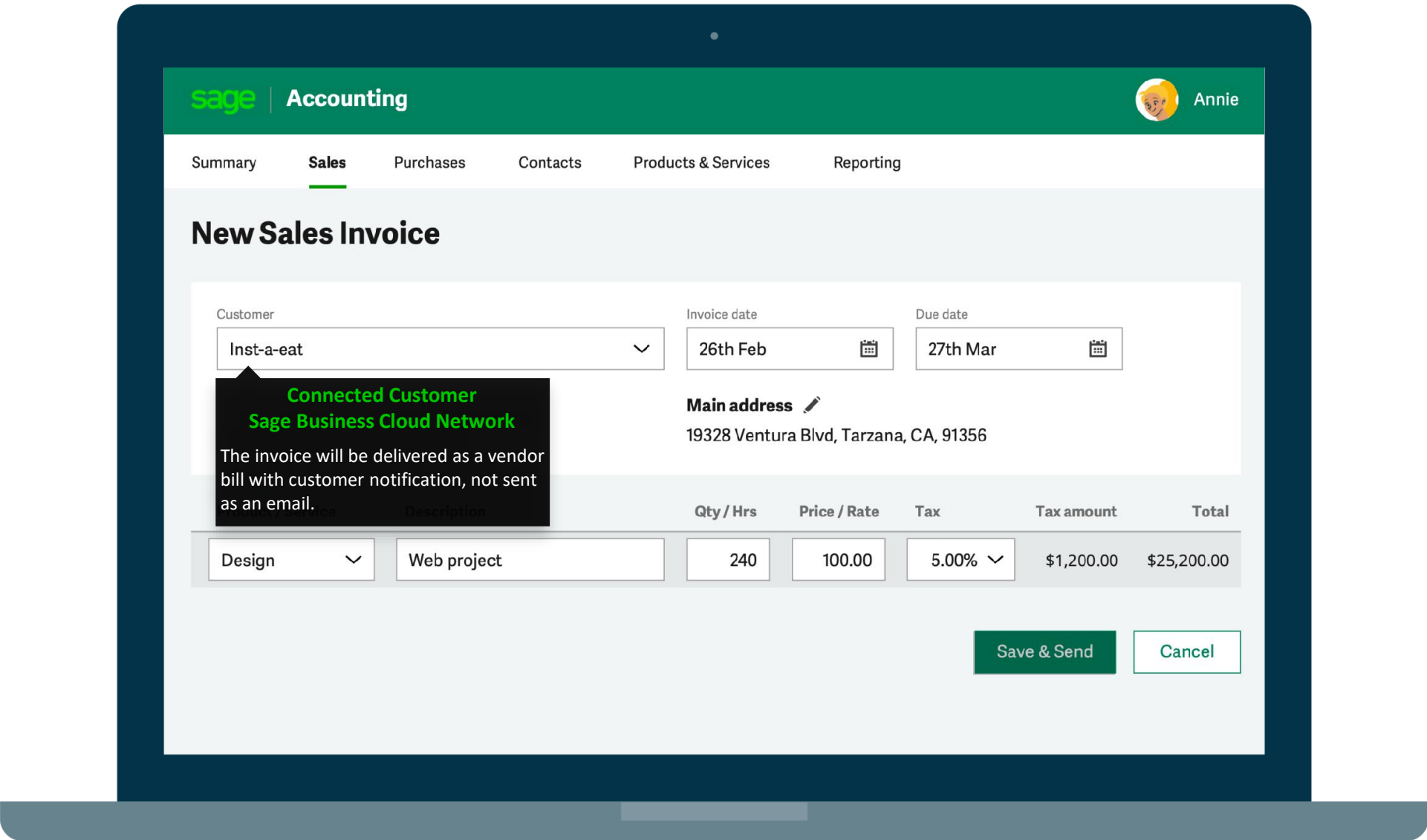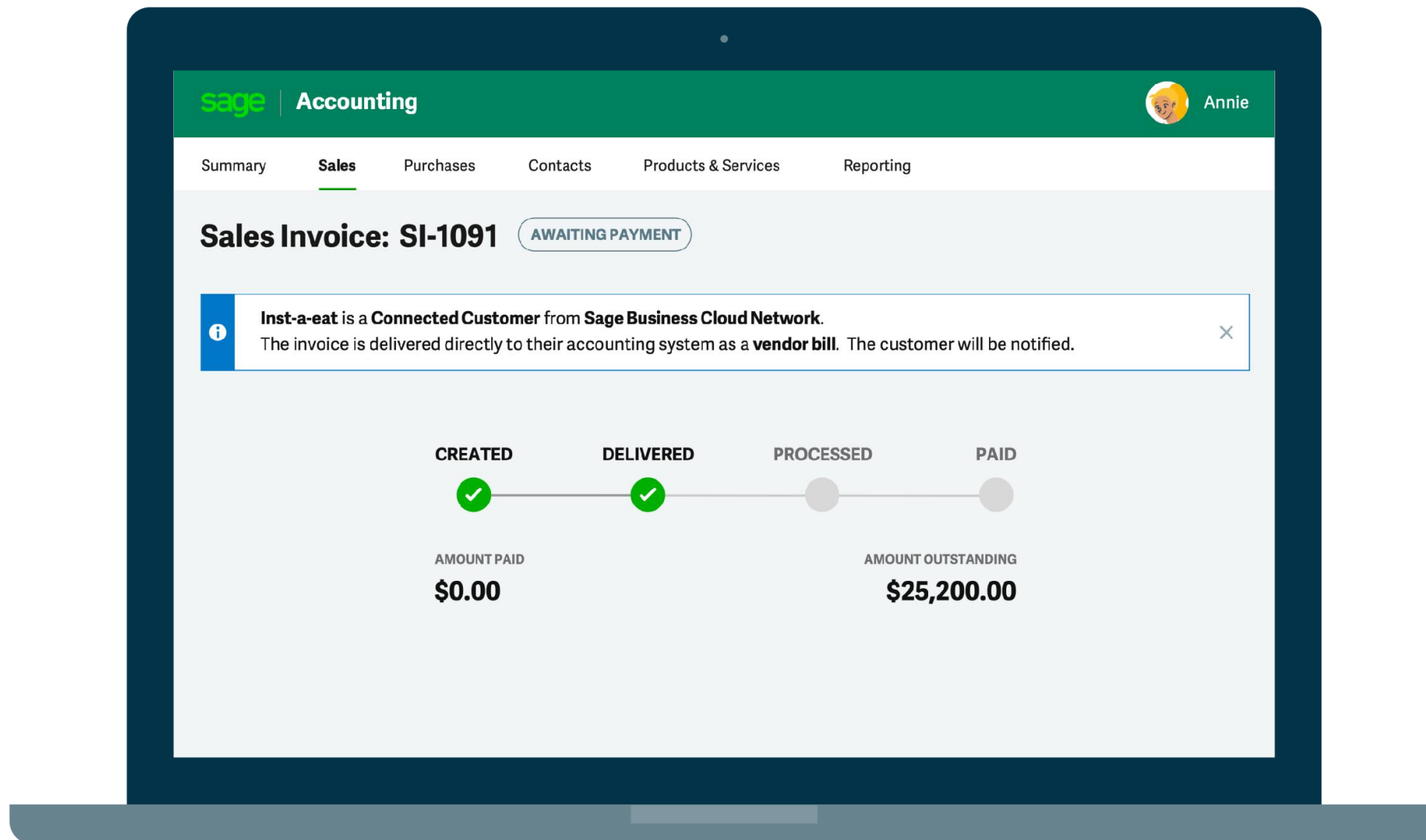
OVERVIEW OF THIRD-PARTY ADD-ON ACCOUNTING SOLUTIONS

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

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 2MM 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)

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
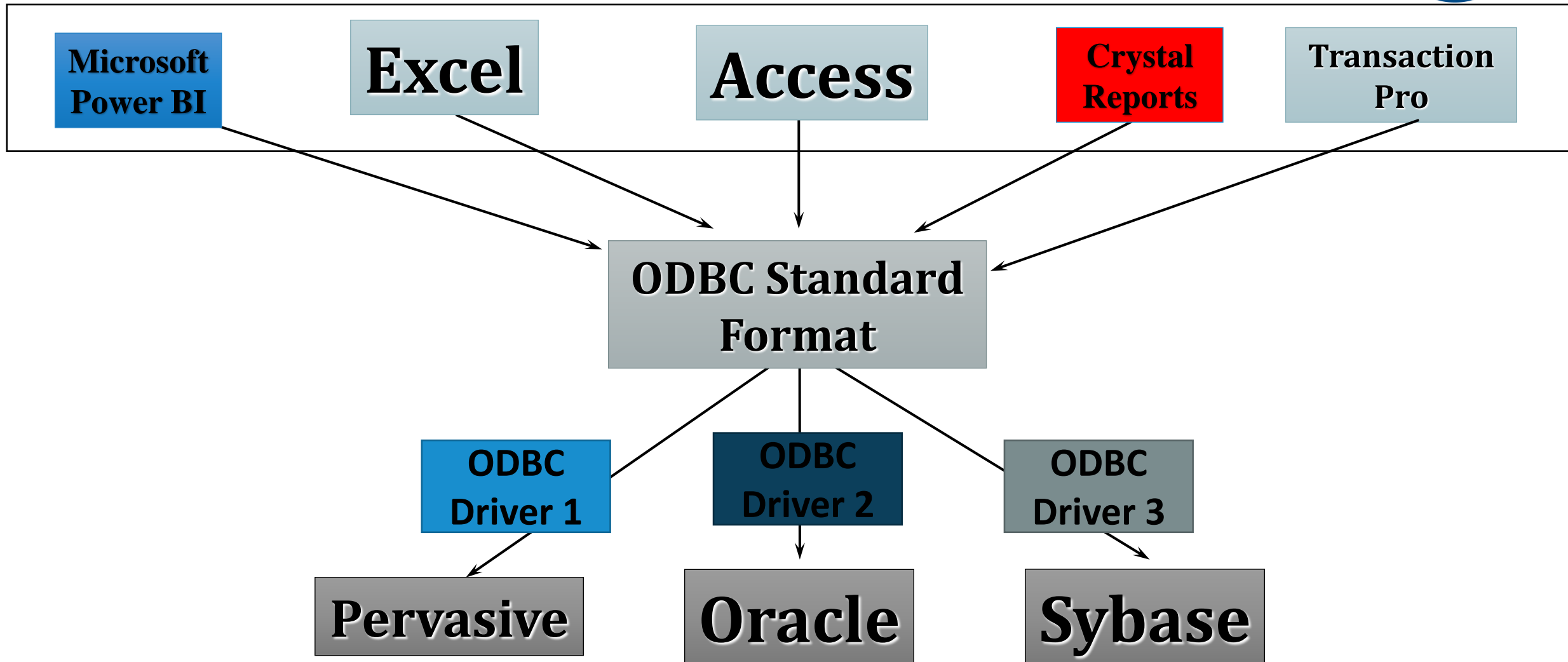
The Vision
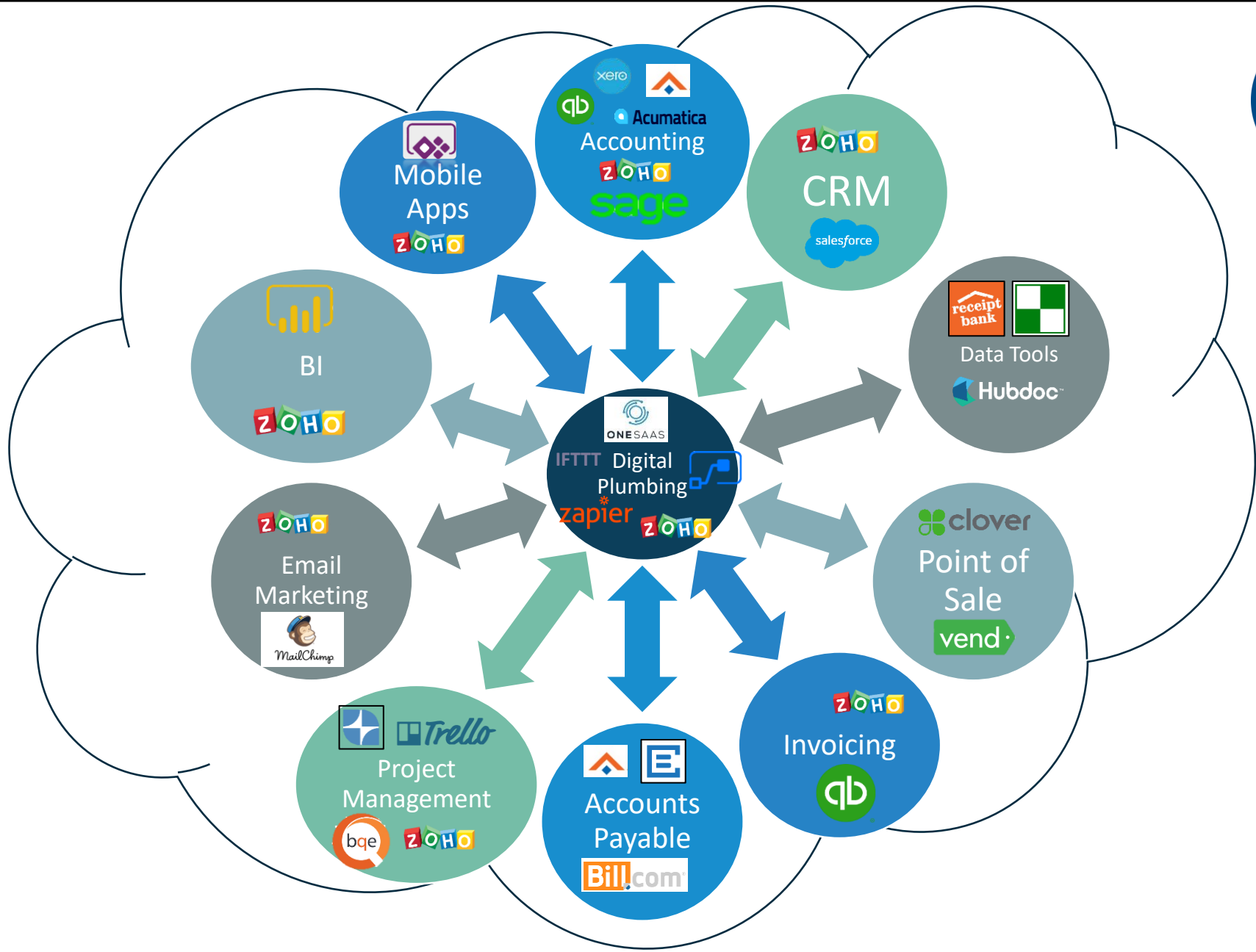
Key Terms For Digital Plumbing - ODBC

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

- 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
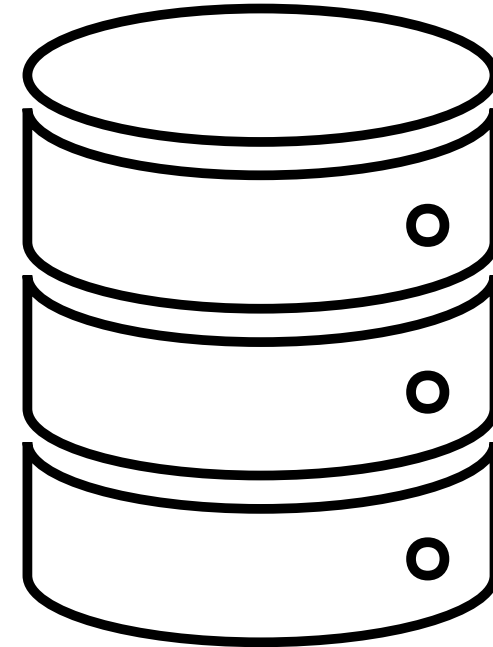
Key Terms

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
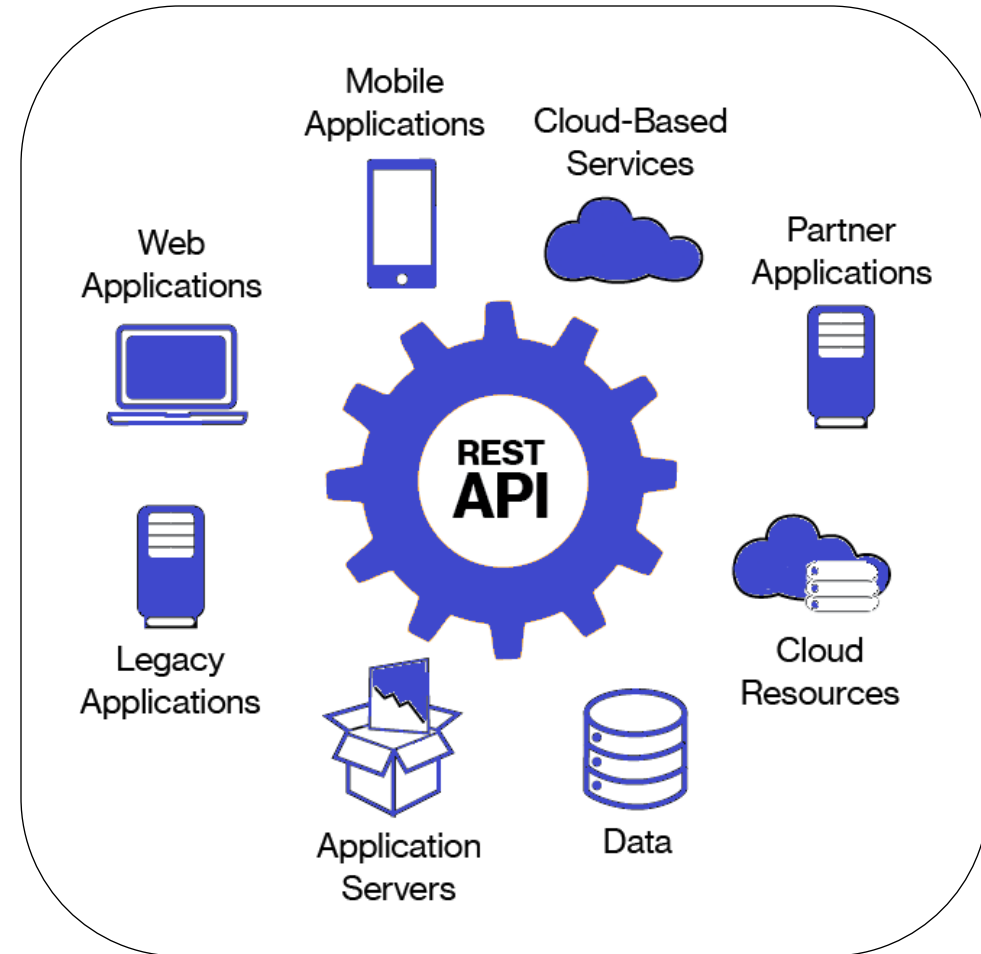
Key Terms

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 logins, 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
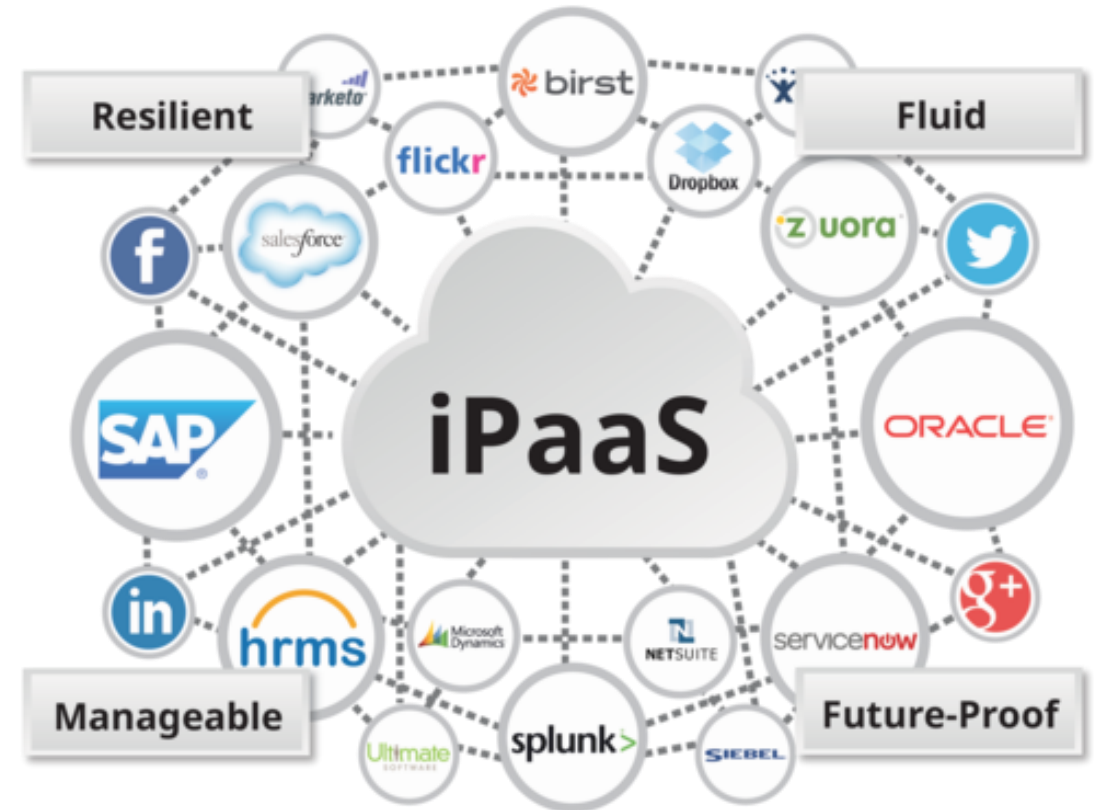
Some iPaaS Vendors

- Microsoft Power Automate

- OneSaas

- Webgility

- Workato

- Zapier

- Celigo

- IFTTT (consumer oriented)

INVENTORY, WAREHOUSING, & MANUFACTURING

K2 Enterprises

Inventory Management

Add-in Name	QBO	QBD	Xero	Others	Website
SOS Inventory	X				https://www.sosinventory.com/
Locate	X	X		QBES	https://locateinv.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)
  - TradeGecko
  - Acctivate
  - Dear Inventory

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 http://www.cpate.ch/sos
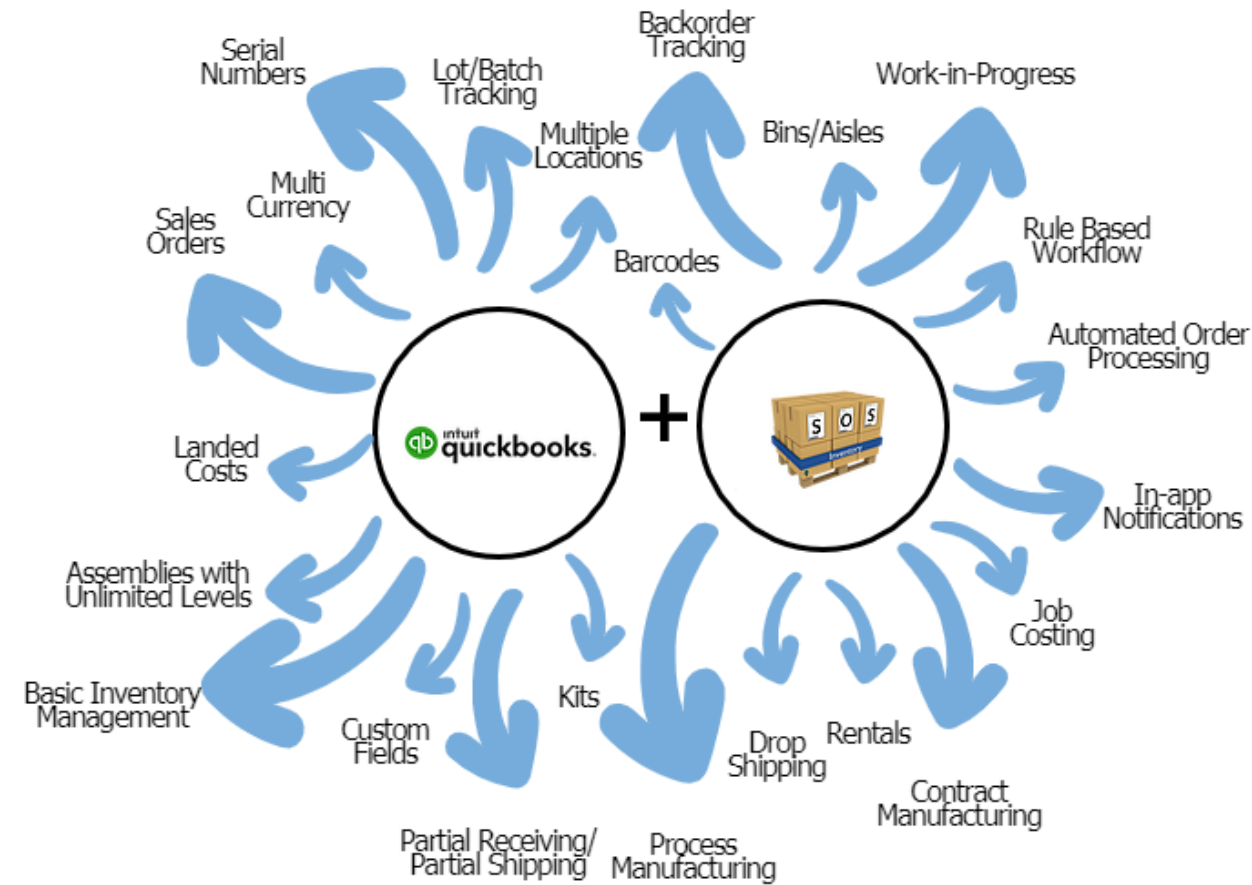
Fishbowl Inventory

- 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
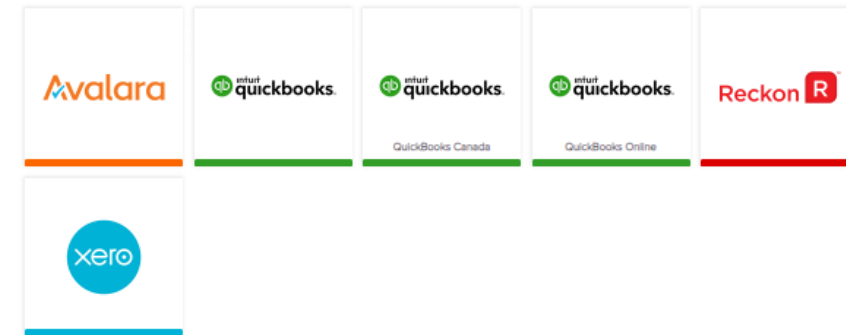
Unleashed Inventory

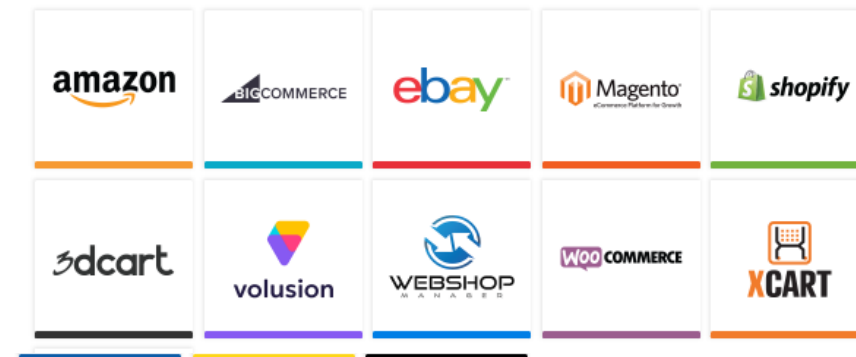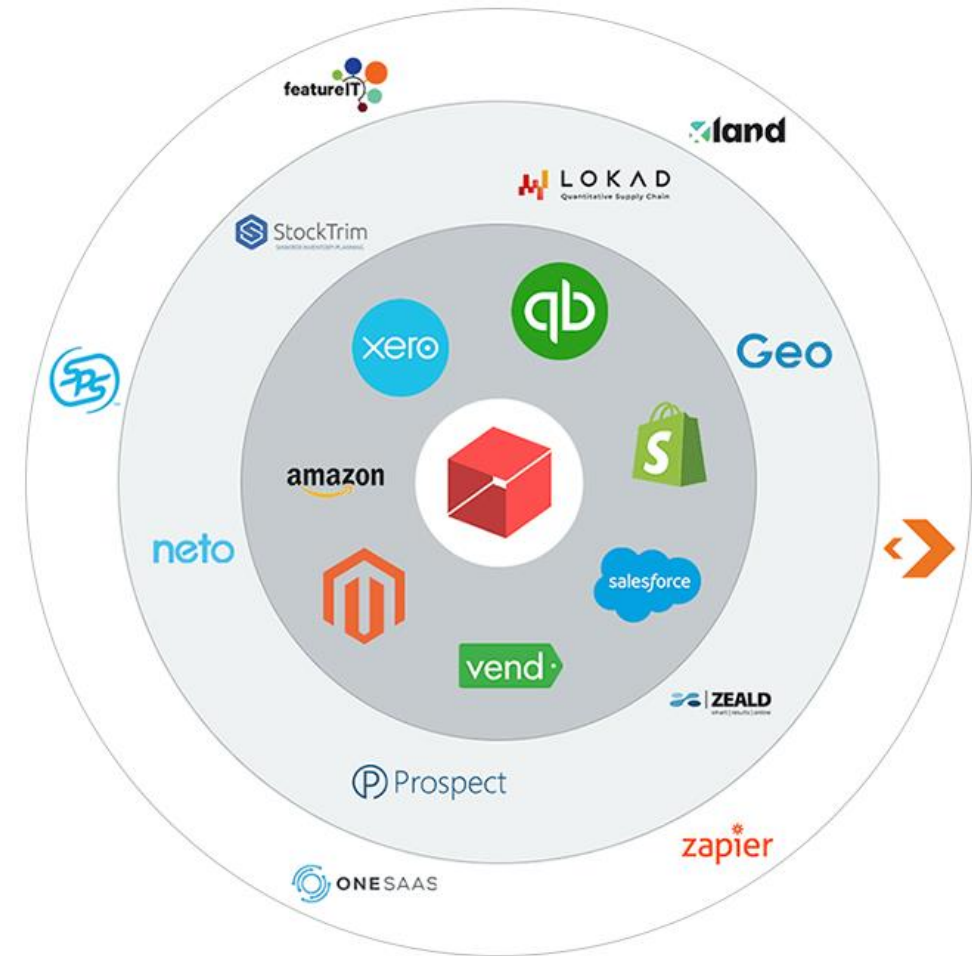- Handles purchases, production, inventory, and sales
- Supports lot tracking/serial numbers, barcodes, and mobile application
- Works with primarily QBO/Xero, but also offers iPaaS support with OneSaas and Zapier
- Plans start at $259/mo. for 3 users

Inventory

- 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	CRM	Payment services
Amazon	Zoho CRM	Stripe
eBay		PayPal
Etsy	Digital Signature	2CHECKOUT
	Zoho Sign	Braintree
Shopping Cart		
Shopify	Shipping integrations	More Integrations ▶
Zoho Commerce	USPS	
	UPS	
Accounting	FedEx	
Zoho Books	DHL Express	
QuickBooks Online	Australia POST	
Analytics	Shipment tracking	
Zoho Analytics	AfterShip	

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

why?

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

eCommerce Tools

Add-in Name ▼	QBO ▼	QBD ▼	Xero ▼	Others	Website ▼
BigCommerce	X	3rd pty	X	FreshBooks, OneSaas (multiple), Webgility(NetSuite, QBPOS, QBES)	https://www.bigcommerce.com/
Adobe Magento	3rd pty	3rd pty	3rd pty	Integrates with many mid-market solutions	https://www.magento.com
Shopify	3rd pty	3rd pty	3rd pty	Paid integrations with most applications	https://www.shopify.com
WooCommerce	X	X	X	Zapier, MYOB, FreeAgent	https://woocommerce.com
Volusion	3rd pty	3rd pty	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 $29.95/mo.
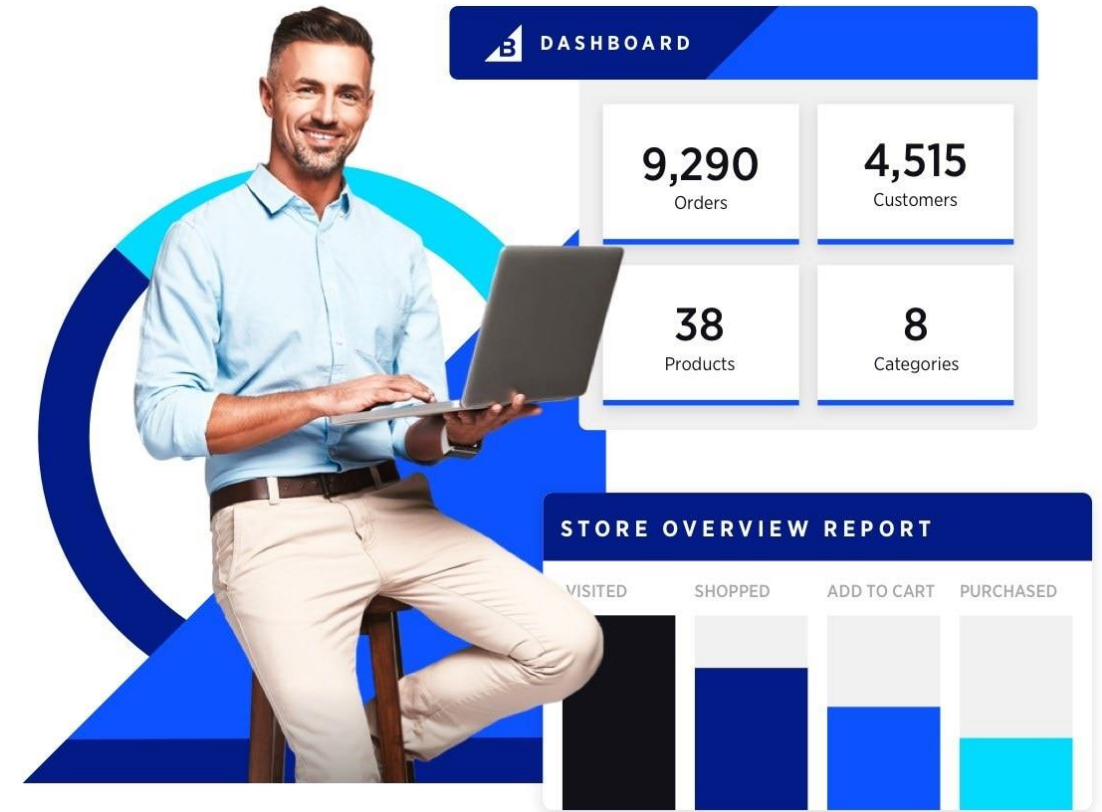
Adobe Magento Commerce

- 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 $29/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 $26/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)

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

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

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

FIELD SERVICE

K2 Enterprises

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

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

K2 Enterprises

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.com)
- 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

K2 Enterprises

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)

MILEAGE TRACKING

K2 Enterprises

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)

- Others: Mineral Tree, ApprovalMax, Lightyear

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

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

- DoMore CRM

- Insightly

- Method CRM

- Results CRM

- Salesforce

- Zoho CRM

PAYROLL AND HR

K2 Enterprises

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

- Handing 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

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

K2 Enterprises

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

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

K2 Enterprises

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

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