



# 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



Home | Zoho Expense | Industries | Accounting Software | Calendly - Randy Johnston

https://www.accountingsoftwareworld.com/industries/

You.com | DuckDuckGo | Zoho One | K2 | ASW | CPA | TP | CPE Today | NMGI | RPI | RPI | CES | K2 SP | K2 ShareFile | Calendly - Randy Jo... | ChatGPT | CW NMGI | NMGI Citrix

K2 Enterprises | Reviews | Solutions | Industries | Cloud Computing | Contact | Shop CPE Courses

INDUSTRIES

Accounts Payable | Associations | Business Analytics

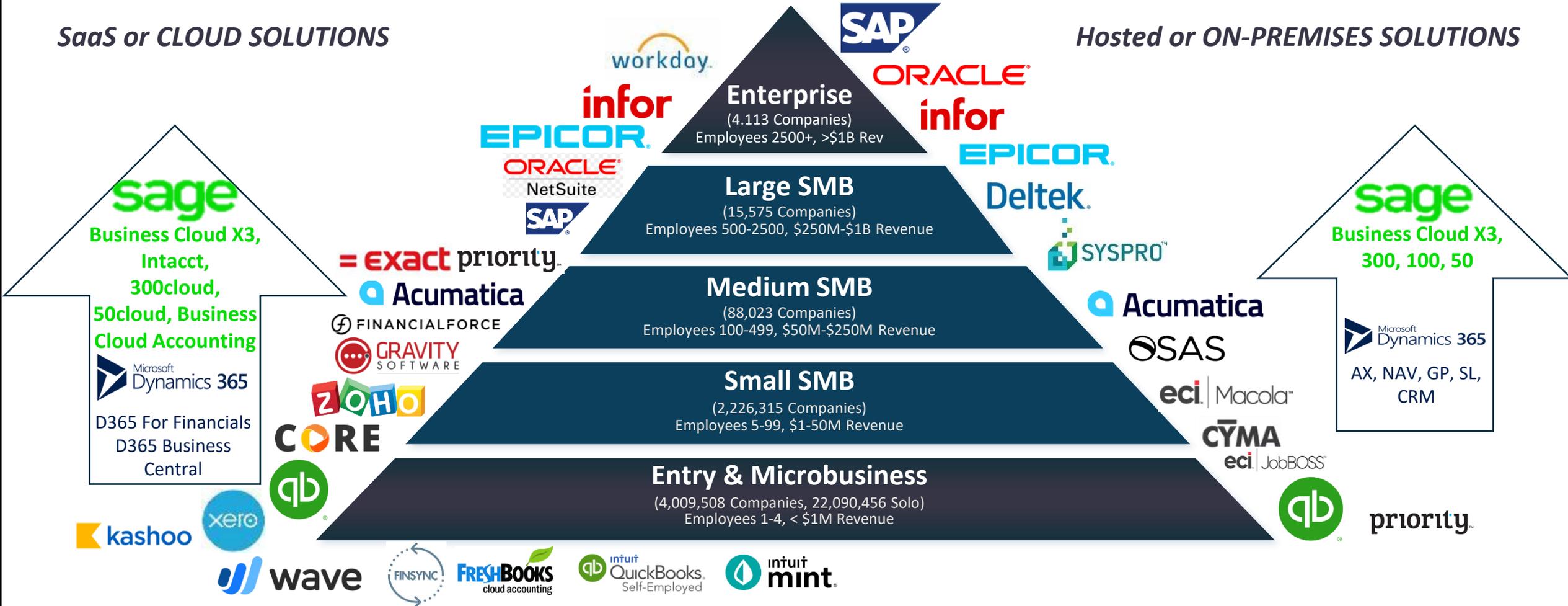
47°F Partly sunny | Search | 1:38 PM 3/8/2023

# Solutions By Segment



SaaS or CLOUD SOLUTIONS

Hosted or ON-PREMISES SOLUTIONS



# Small Business Market



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

Ees=businesses with employees, Non ER = businesses without employees      Data from [www.census.gov](http://www.census.gov) // Retrieved 2024-03-26

# Top Small Business Products



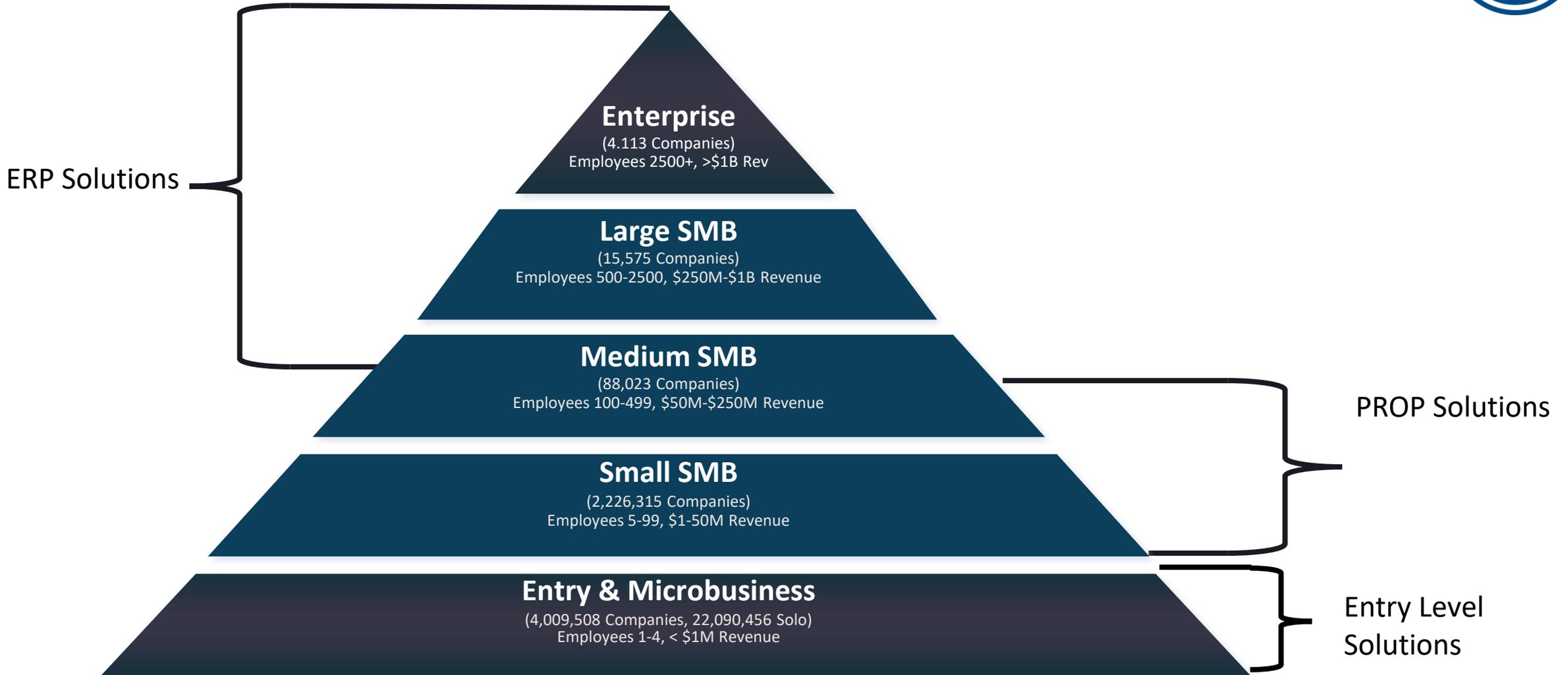
## SaaS

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/>



AccountingSuite™

# 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	Qqube	PATH by Simplex	Finagraph
Time Entry	QuickBooks Time	QBO	Nexonia	Swipedclock
Payroll	Payroll Relief	OnPay	Gusto	Rippling
CRM/Field Service/Operatio	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	Digilence	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

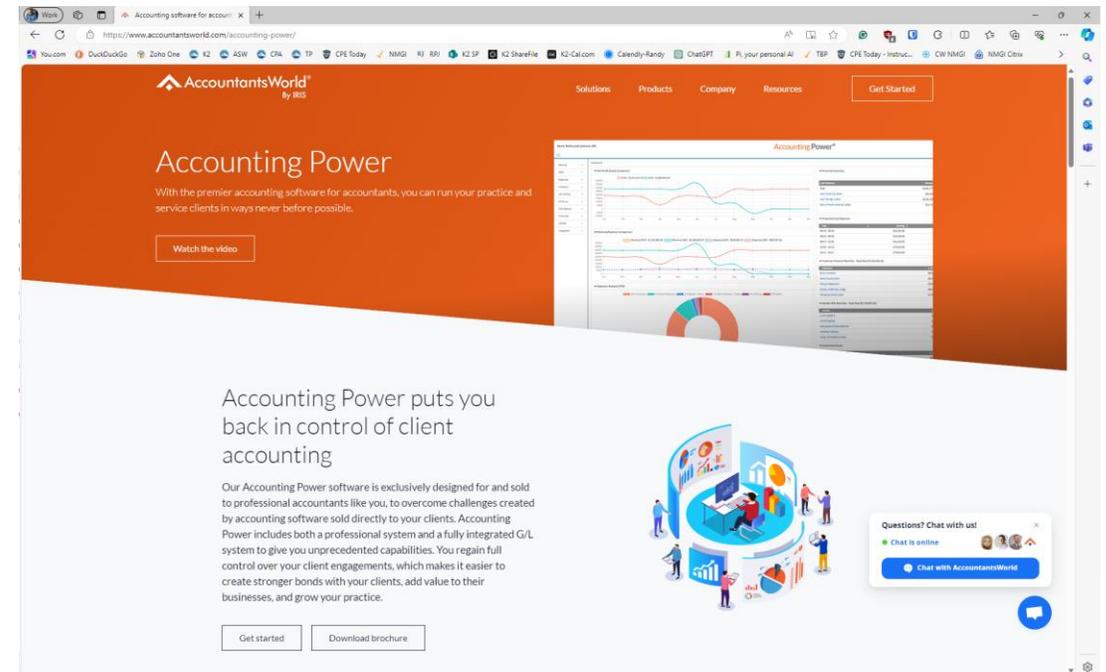


- Cloud – Natively runs in a web browser (QuickBooks Online, Xero, Zoho Books, Accounting Power, etc.), with all data, programs, and execution taking place on the software publisher's servers
- Cloud-Connected – An on-premises solution with all data, programs, and execution taking place locally, but 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

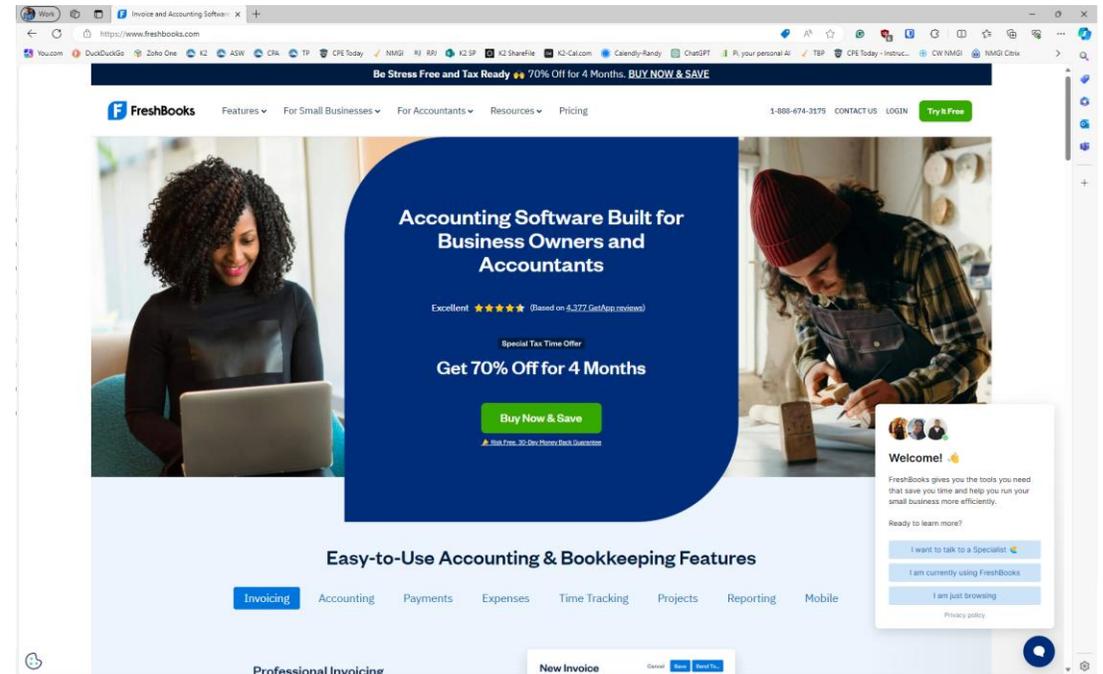


[More on Accounting Power](#)

# FreshBooks



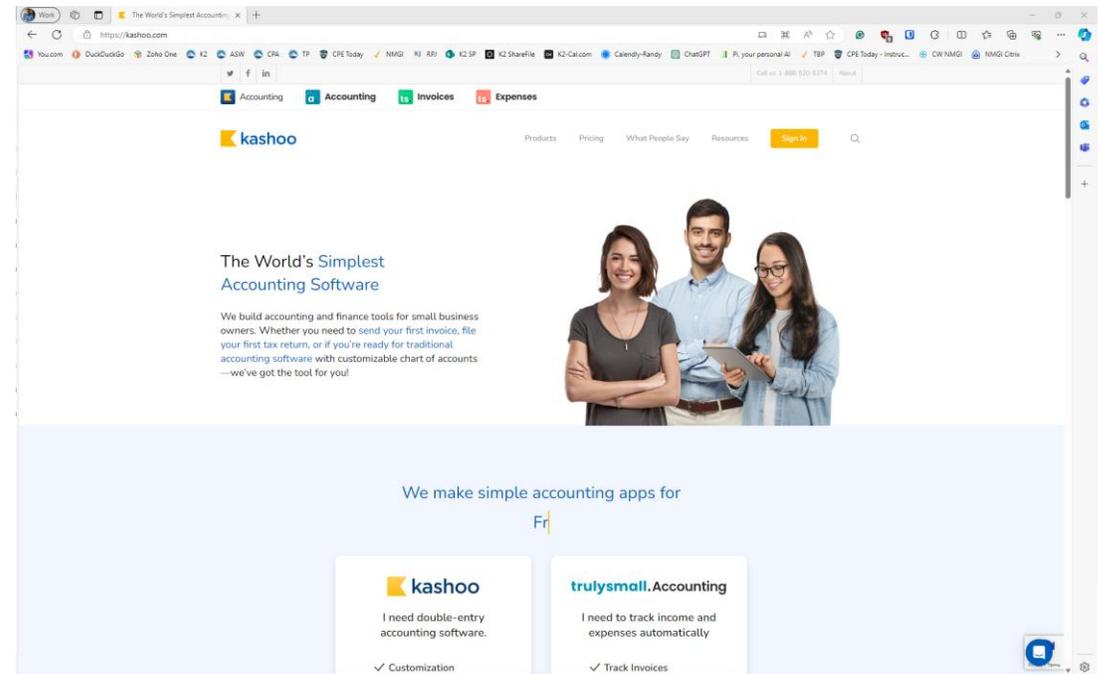
- Benefits:
  - Intuitive and Easy to Use
  - Affordable Pricing
  - Double-Entry Accounting Reports
- Downsides:
  - Not Tailored for Larger Businesses
  - Additional Cost for Team Members
  - Limited Customization Options
- Recent Changes:
  - New Features
  - Improved Functionality
  - User-Friendly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



# Kashoo



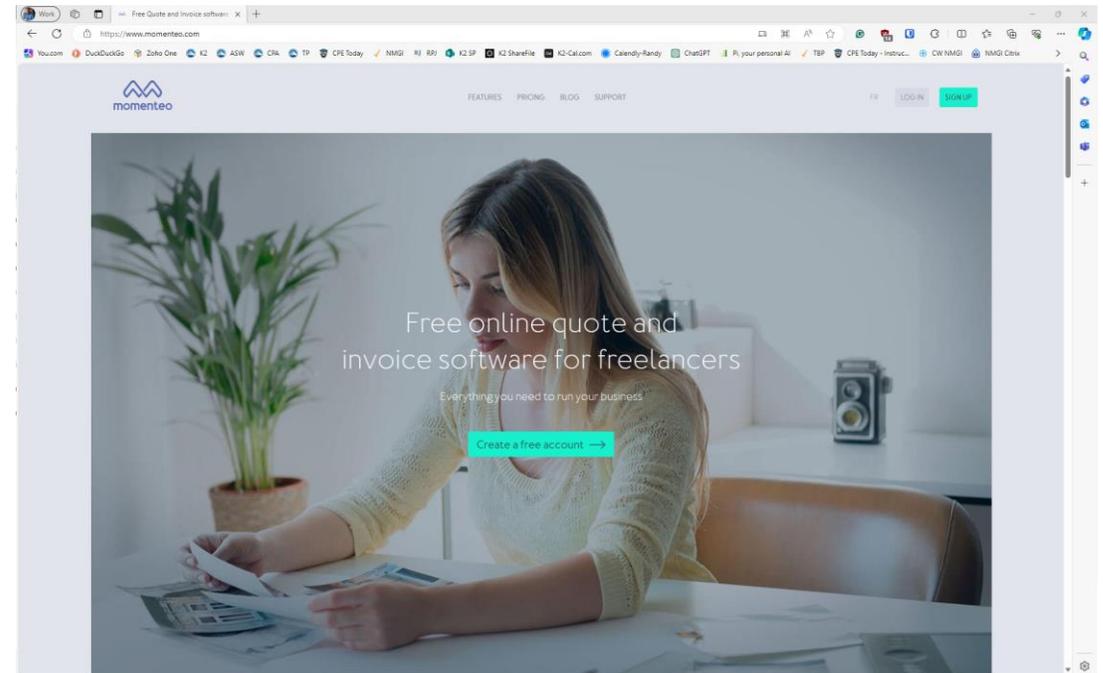
- Benefits:
  - Bank Account Connections
  - Unlimited Users
  - Multi-Currency Functionality
- Downsides:
  - No Time-Tracking Feature
  - Limited Integrations
  - No Android App
- Recent Changes:
  - Mobile App Makeover
  - Simplified UI
  - New Subscription Billing System



# Momenteo



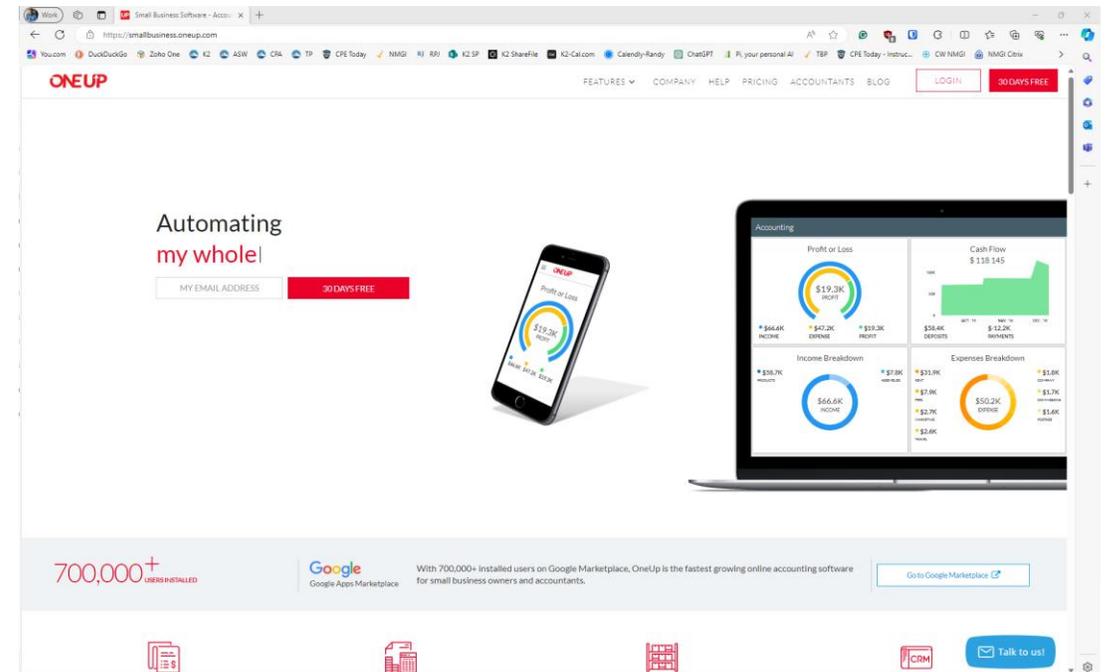
- Benefits:
  - User-Friendly
  - Time Tracking
  - Good Financial Overview
- Downsides:
  - Limited Functionality
  - Technical Challenges
  - Subscription Cost
- Recent Changes:
  - Custom Invoices
  - Calendar Feature
  - Invoice Numbering



# OneUp



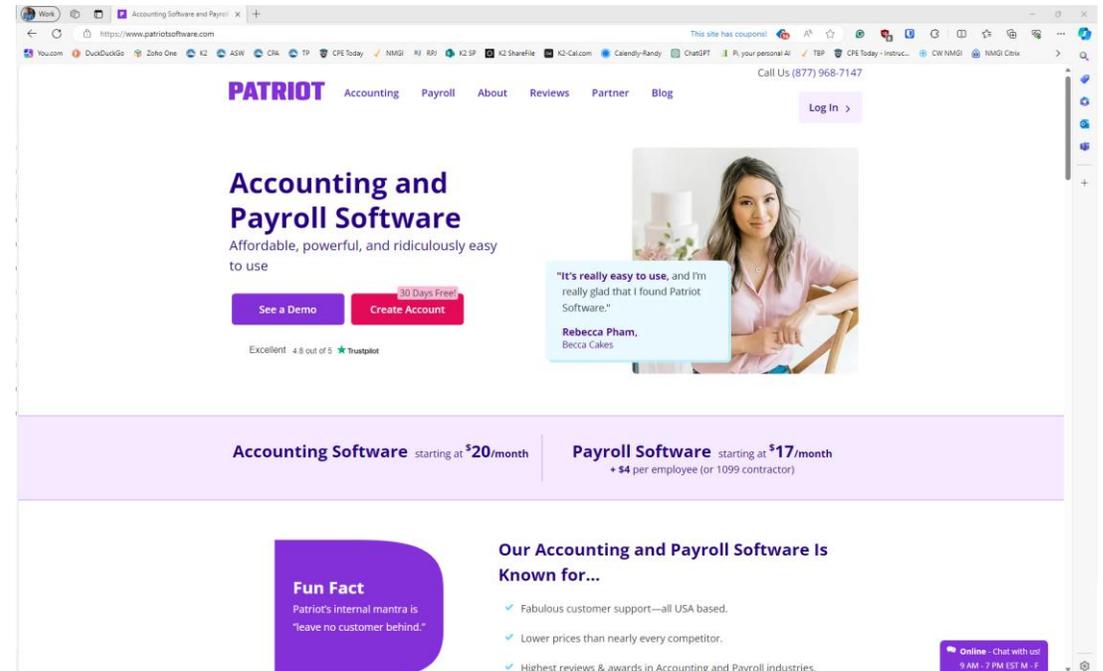
- Benefits:
  - Automated Accounting
  - Comprehensive Management
  - Mobile App
- Downsides:
  - Limited Support
  - No Time-Tracking or Payroll Options
  - Limited Customization
- Recent Changes:
  - User Interface
  - AI Functionality
  - Bank Sync



# Patriot Software



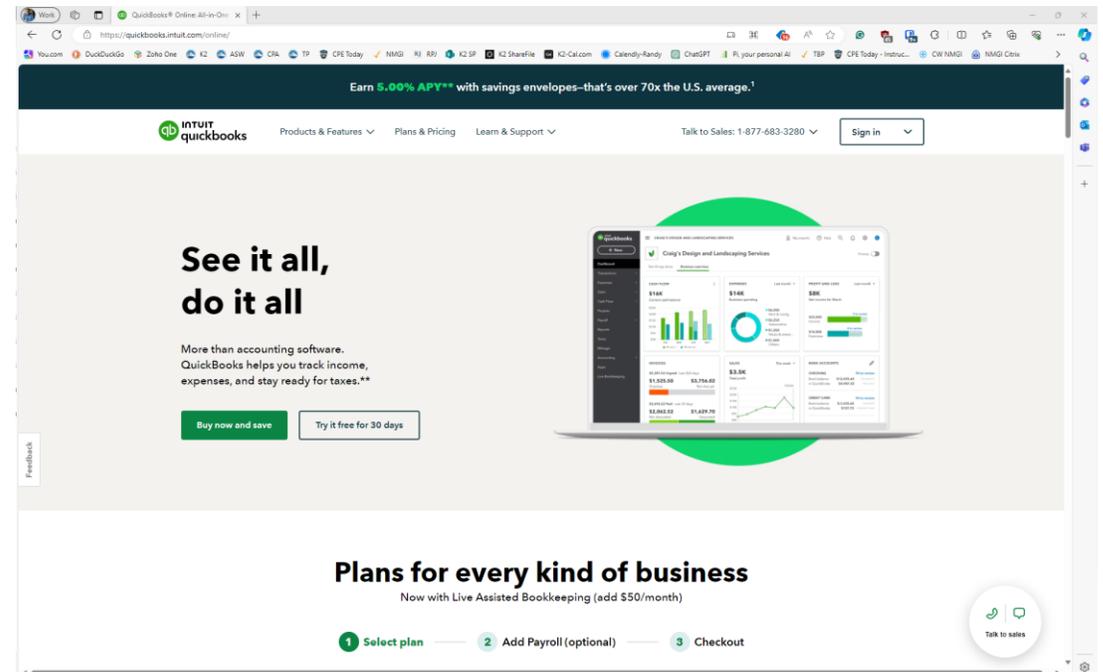
- Benefits:
  - Transparent Pricing
  - Unlimited Payroll Runs
  - Native Integrations
- Downsides:
  - No Mobile App
  - Limited Third-Party Integrations
  - Additional State Tax Filing Fee
- Recent Changes:
  - Payroll Permissions
  - Time Card Manager Permissions
  - Save Payroll and Make Changes



# 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

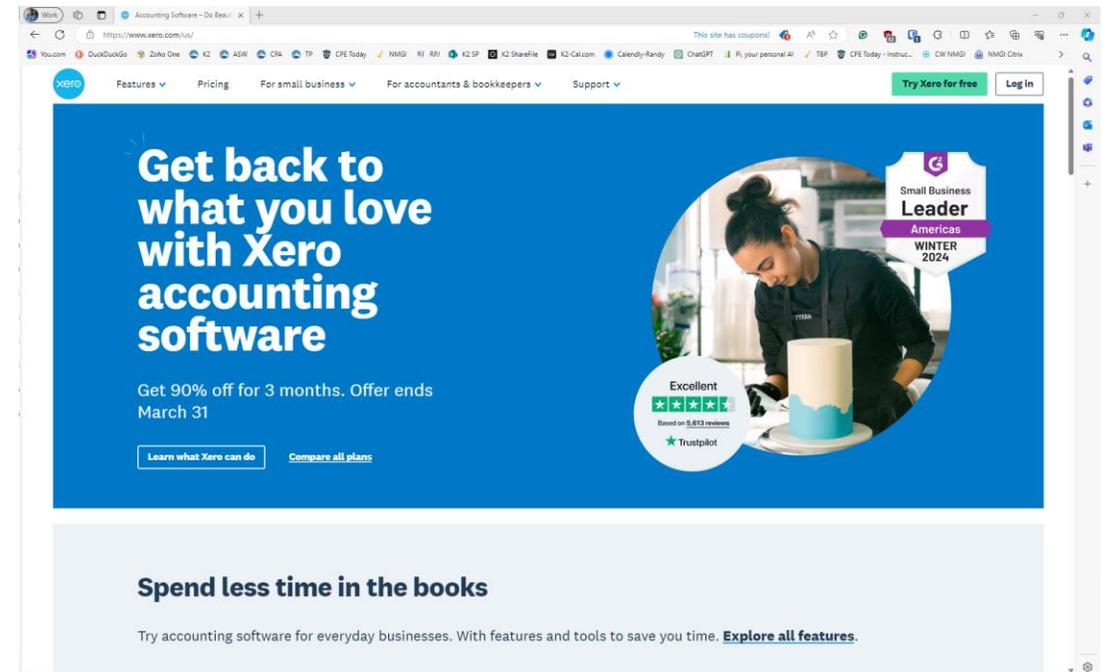


[More on QuickBooks Online](#)

# 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



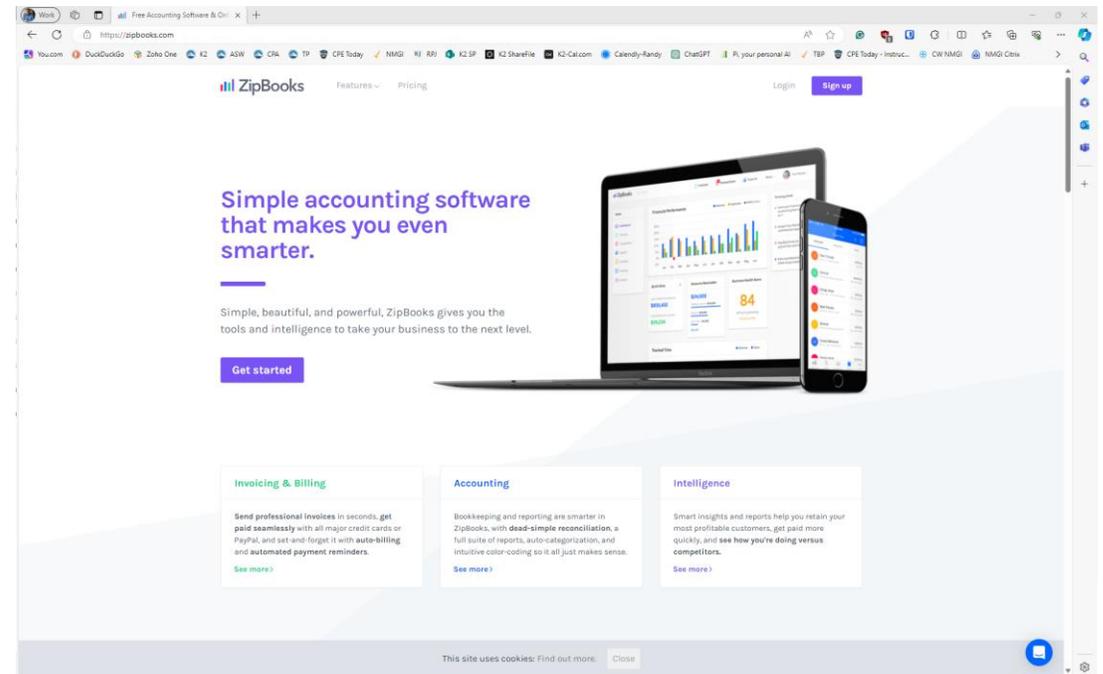
- Benefits:
  - Free Plan
  - User-Friendly
  - Strong Invoicing Feature
- Drawbacks:
  - Limited Advanced Features
  - Limited Support
  - No Audit Trails
- Recent Changes:
  - New Pricing Model
  - Pro Plan Features
  - Receipt Scanning

The screenshot displays the Wave Small Business Software website. At the top, there is a navigation bar with links for Features, Pricing, Blog, and Resources, along with Sign In and Sign up buttons. The main content area features a 4.7 out of 5 stars rating from Google and the headline "Manage your money like a boss." Below this, a sign-up form asks for an email and password, with a "Create your account" button and a "Or sign up with:" option for Google. To the right, there are several financial charts and tables. One table shows "Payments" with columns for Date, Method, Customer, and Amount. Another table shows "Net Income" for 2019 and 2020. A "Cash Flow" chart is also visible. At the bottom, a preview of the Wave dashboard is shown, including sections for "Dashboard", "Overdue invoices & bills", and "Cash Flow".

# ZipBooks



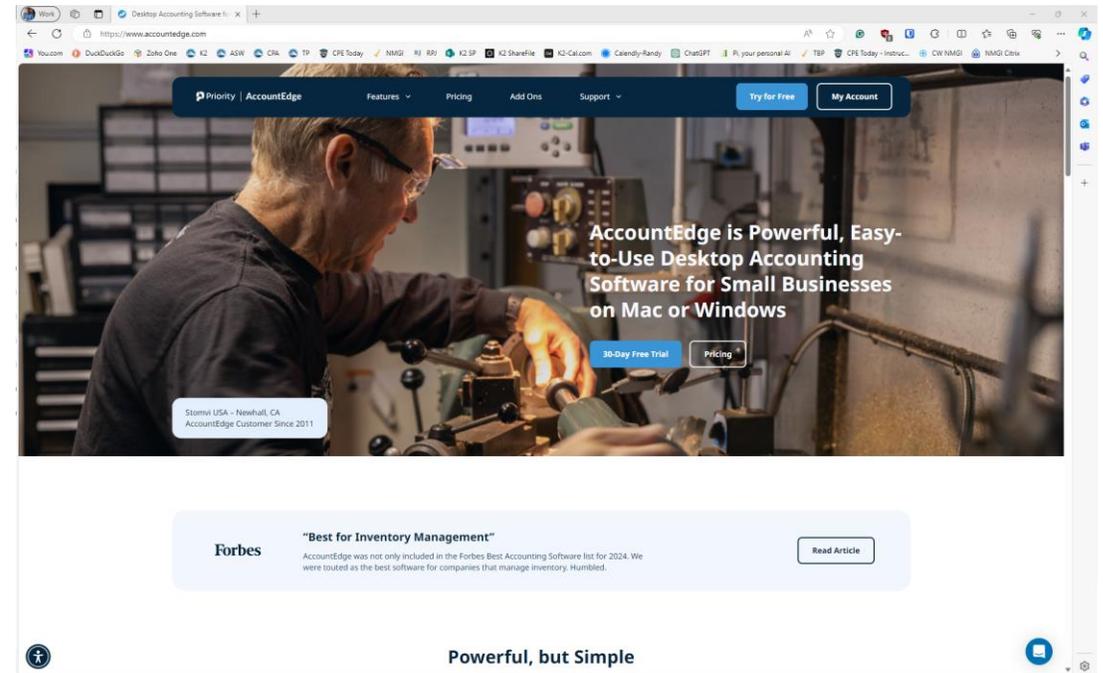
- Benefits:
  - Free Plan Available
  - Custom Invoicing Capability
  - Multiple Currency Capability
- Drawbacks:
  - Limited Integrations
  - No Android App
  - Limited Invoice Templates
- Recent Changes:
  - Bill Pay Integration
  - Gusto Payroll Service Integration
  - New iOS App



# 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

AccountingSuite

Customizable online accounting

Feature-rich cloud accounting software with inventory management

Subscribe Now Start Free Trial

Plans for every business need

No credit card needed for Free Trials. No surprise fees.

customizable accounting software that scales with your business.

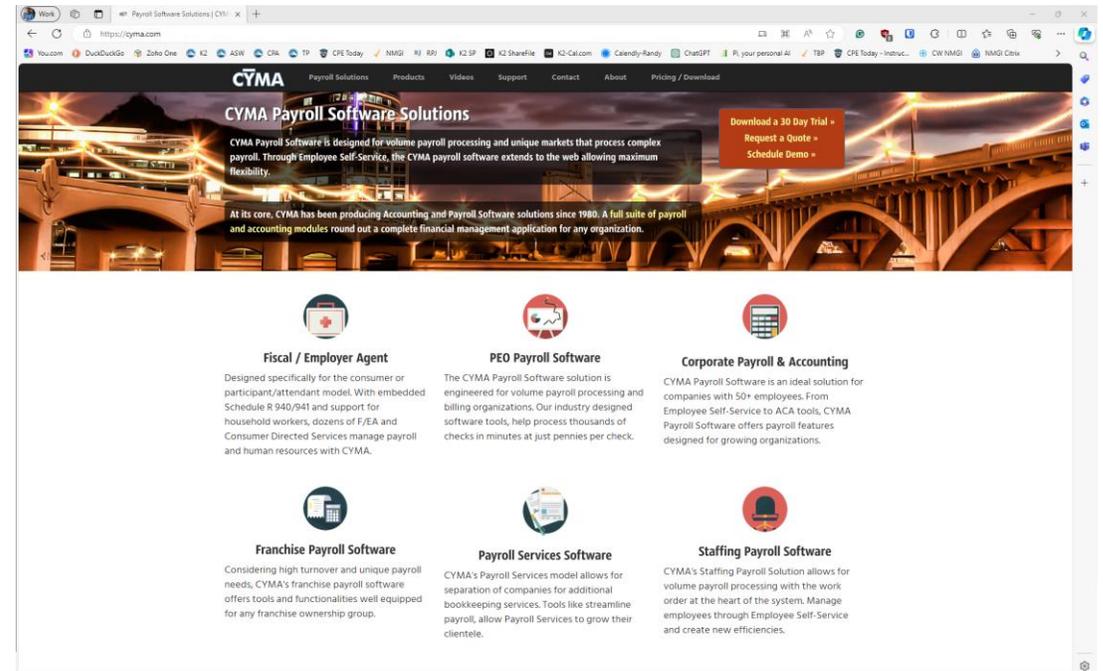
<b>We're Offline</b> Leave a Message	<b>Start-Up</b> \$19 / Month Good for new businesses and the self-employed.	<b>Business</b> \$25 / Month Great for businesses with invoicing & bill-to-nets.	<b>Professional</b> \$55 / Month For most businesses that sell products and have the need for inventory.	<b>Pro w/eCommerce</b> \$129 / Month For online sellers that need to track inventory.
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[More on AccountingSuite](#)

# CYMA



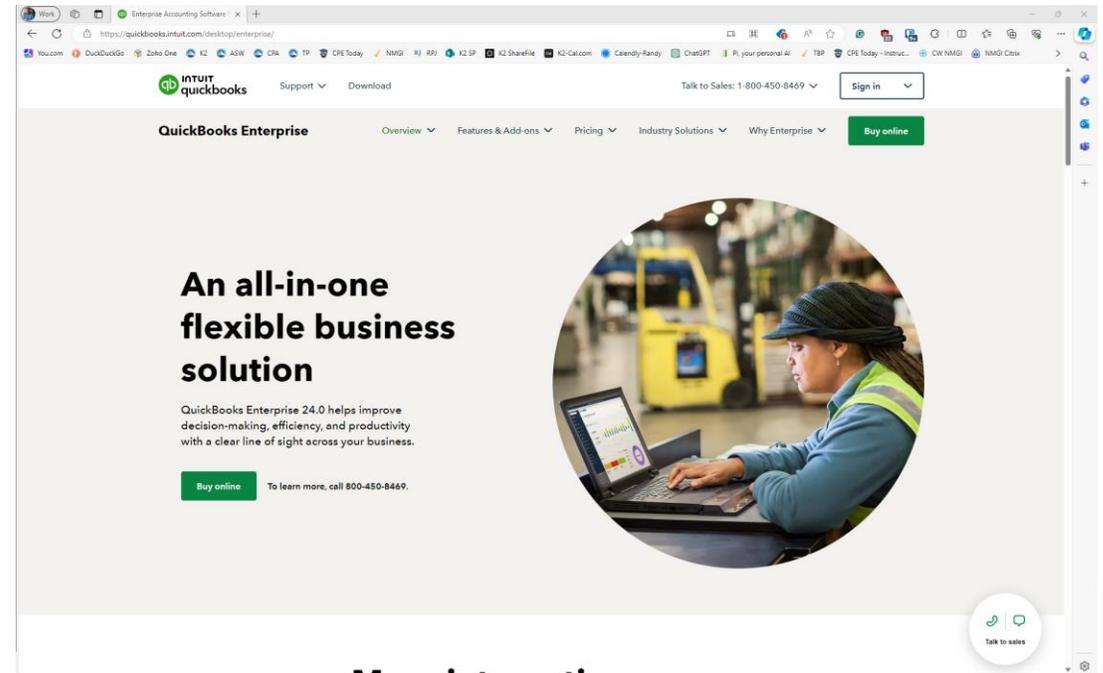
- Benefits:
  - Multiple Import or Data Entry Options
  - Support for Unlimited Employees and Deductions
  - Robust Reports and Analytics Features
- Drawbacks:
  - Less Flexibility for Larger Enterprises
  - Limited Support Channels
  - Surprise Charges
- Recent Changes:
  - Enhanced Accounts Receivable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

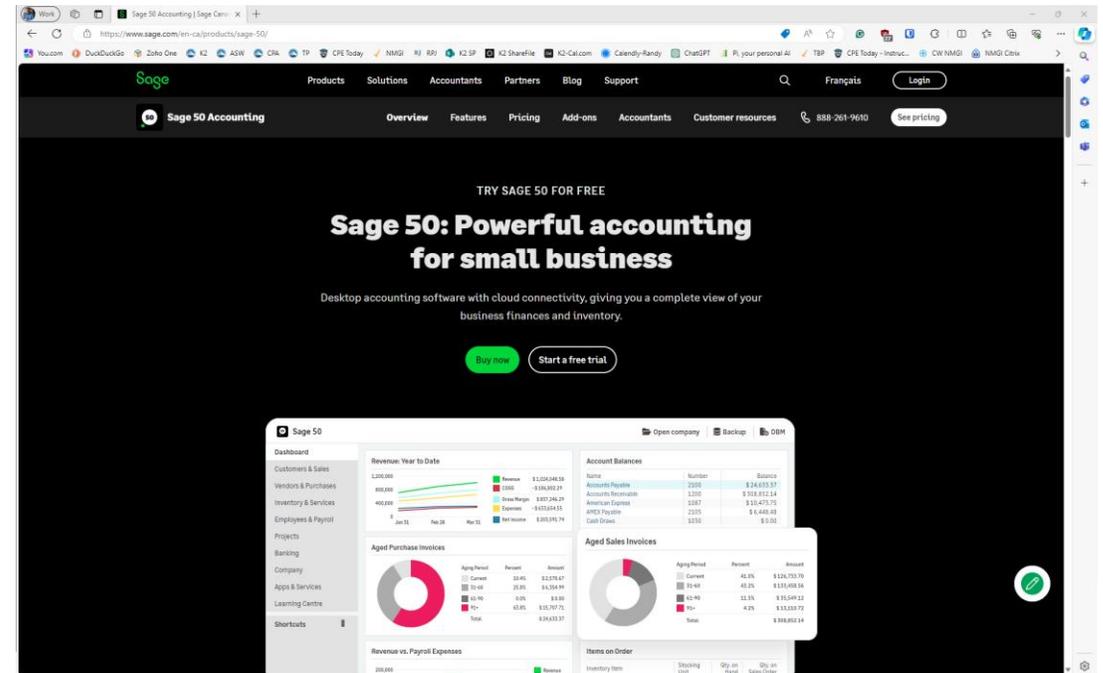


[More on QuickBooks Desktop](#)

# Sage 50 Accounting Canada(Simply)



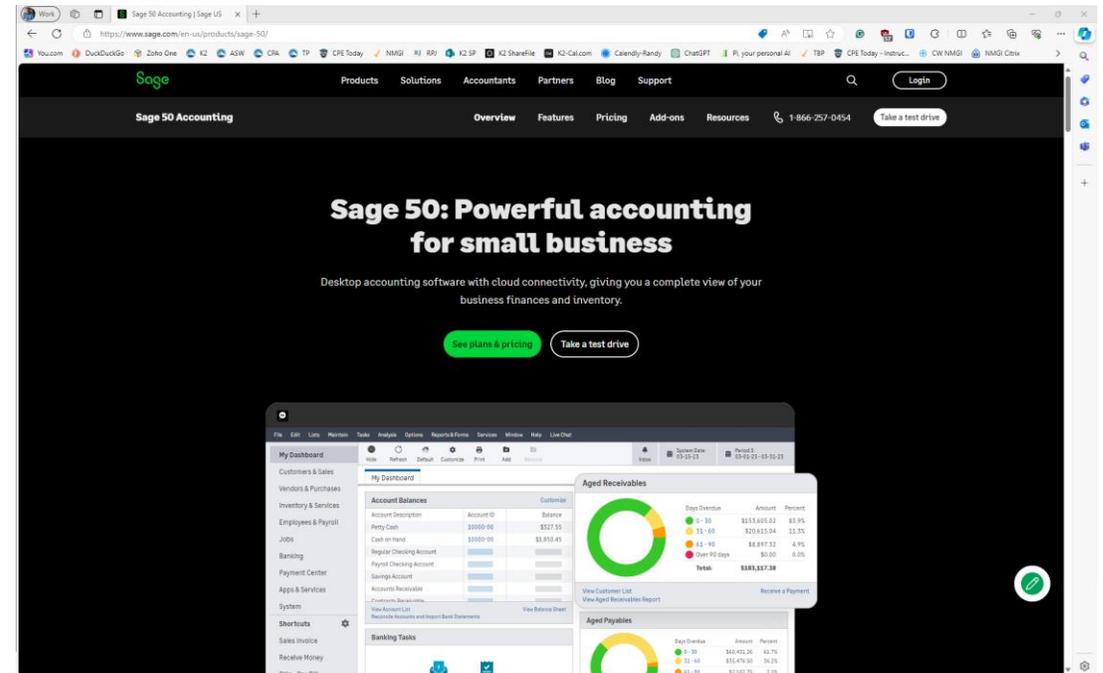
- Benefits:
  - Easy-to-Use
  - Inventory Management
  - Affordable
- Drawbacks:
  - Poor Customer Support
  - Limited Search Capabilities
  - No Central Dashboard
- Recent Changes:
  - Enhancement for Payroll
  - Updated Google Integration
  - Improved User Experience



# 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

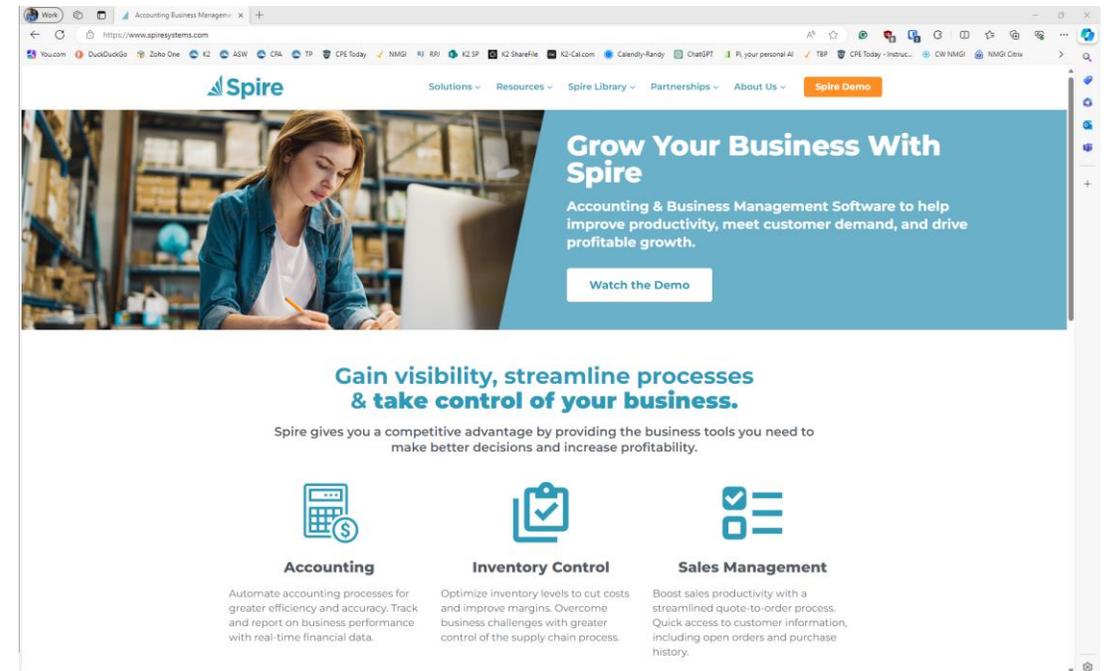


[More on Sage 50](#)

# Spire Systems



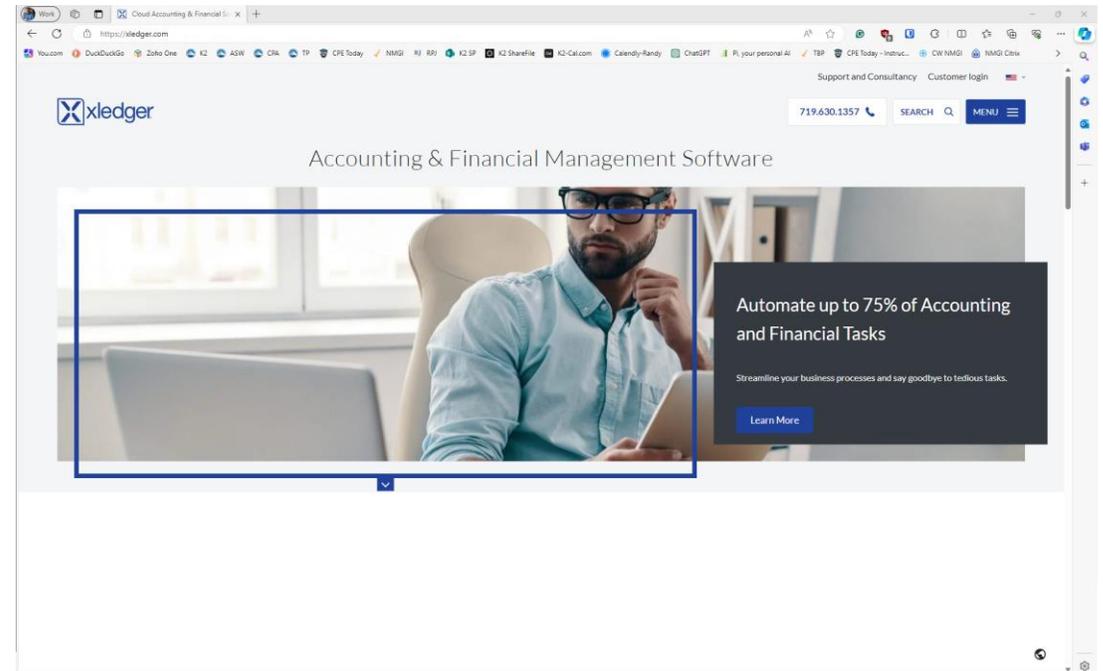
- Benefits:
  - Comprehensive Financial Tools
  - Cloud Connectivity
  - Ease of Use
- Drawbacks:
  - Limited US Tax Support
  - Limited Costing Reports
  - Limited Scalability
- Recent Changes:
  - Bank Reconciliation and Import
  - Customer-Specific Part Numbers
  - EFT Settings



# Xledger



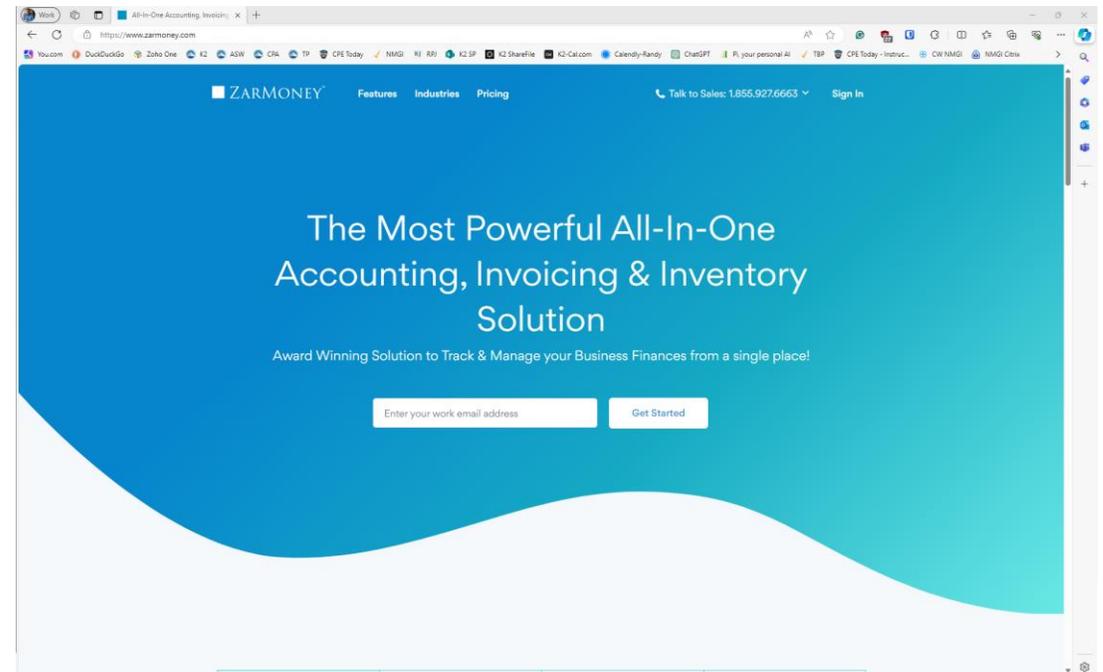
- Benefits:
  - Comprehensive Financial Tools
  - Cloud Connectivity
  - Ease of Use
- Drawbacks:
  - Limited US Tax Support
  - Limited Costing Reports
  - Limited Scalability
- Recent Changes:
  - Bank Reconciliation and Import
  - Customer-Specific Part Numbers
  - EFT Settings



# ZarMoney



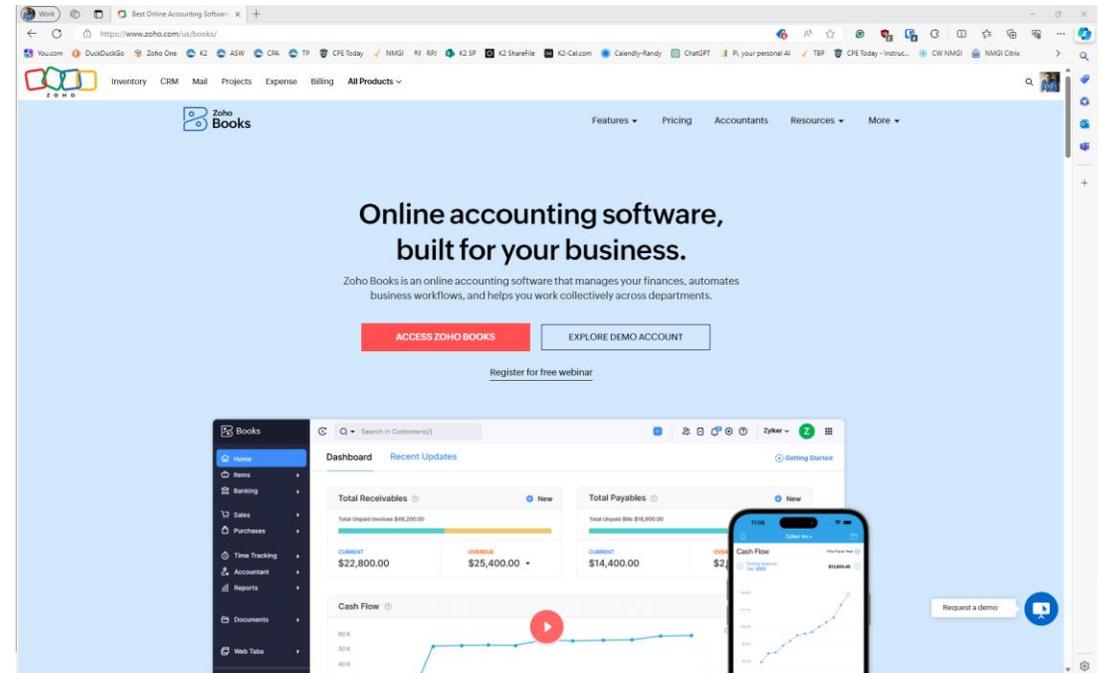
- Benefits:
  - Simplifies Business Accounting
  - Advanced Inventory Management
  - Drives Team Productivity
- Drawbacks:
  - No Mobile App
  - Complex Functionality
  - Maintenance Schedule
- Recent Changes:
  - Improved Bank Reconciliation
  - Integration with Popular Tools
  - Enhanced Security Measures



# 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

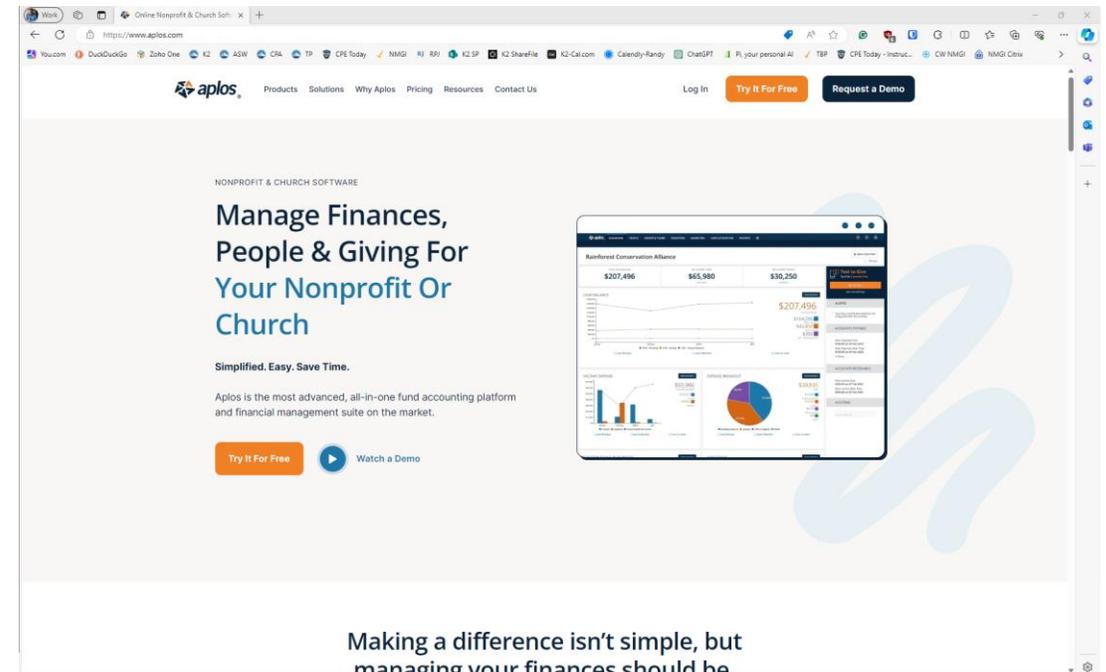


[More on Zoho Books](#)

# 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](https://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](https://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



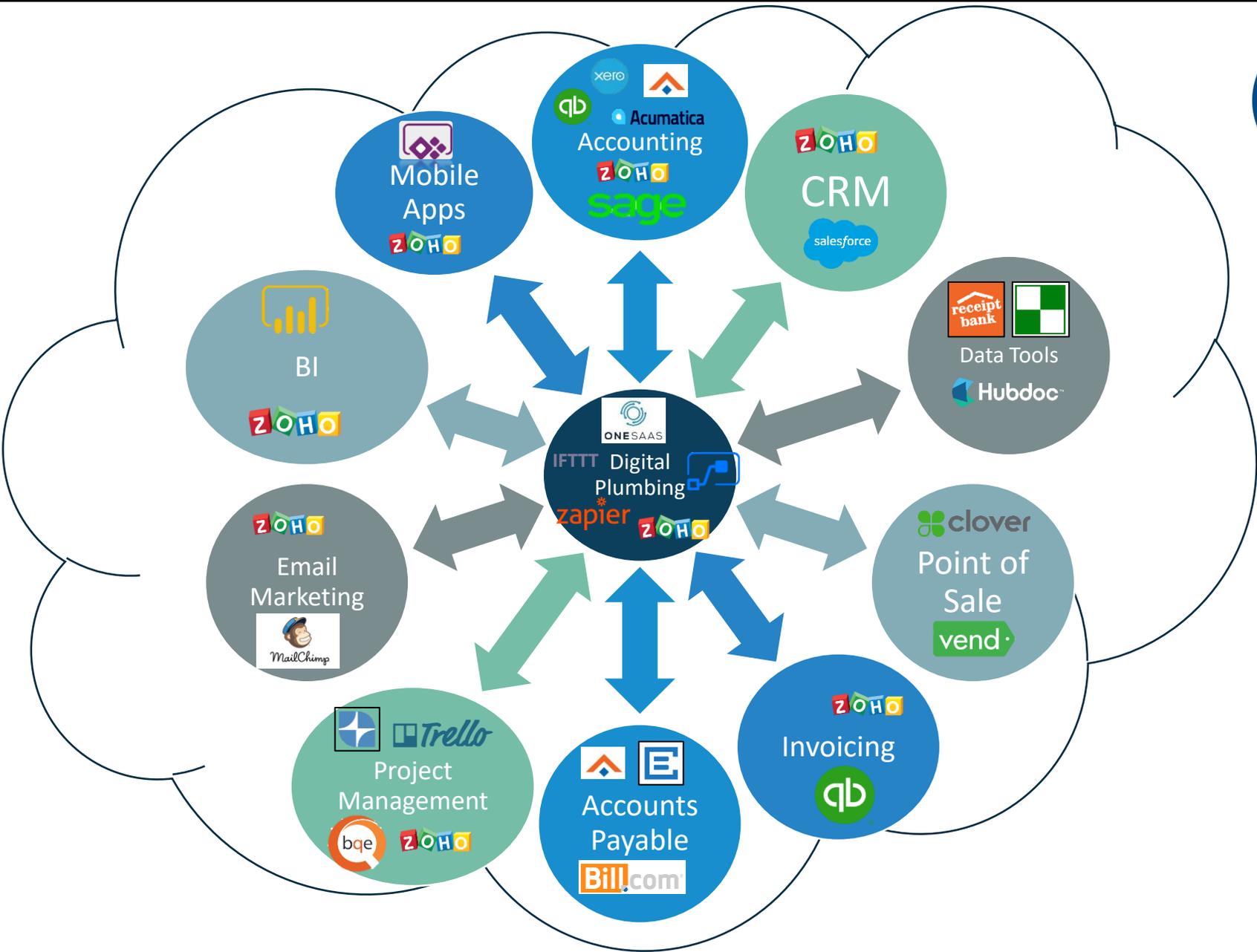
## On Premises

- 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



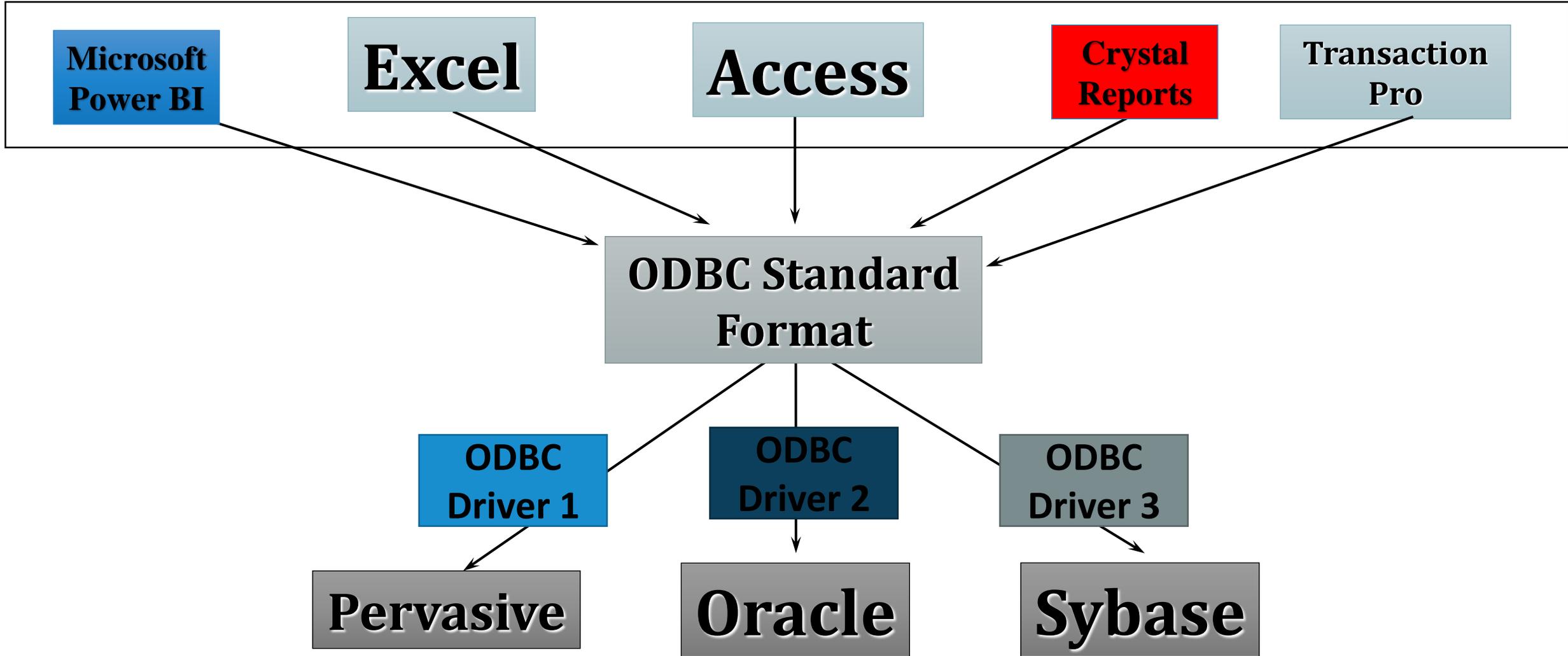
# Key Terms For Digital Plumbing - ODBC



## 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

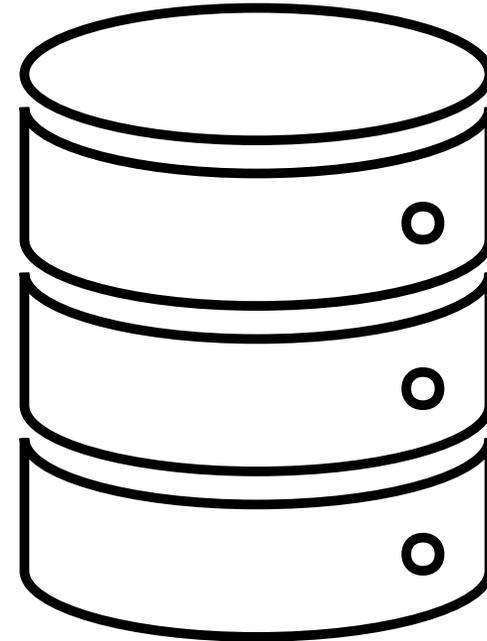
# ODBC = Open DataBase Connectivity



# 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 Programming 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

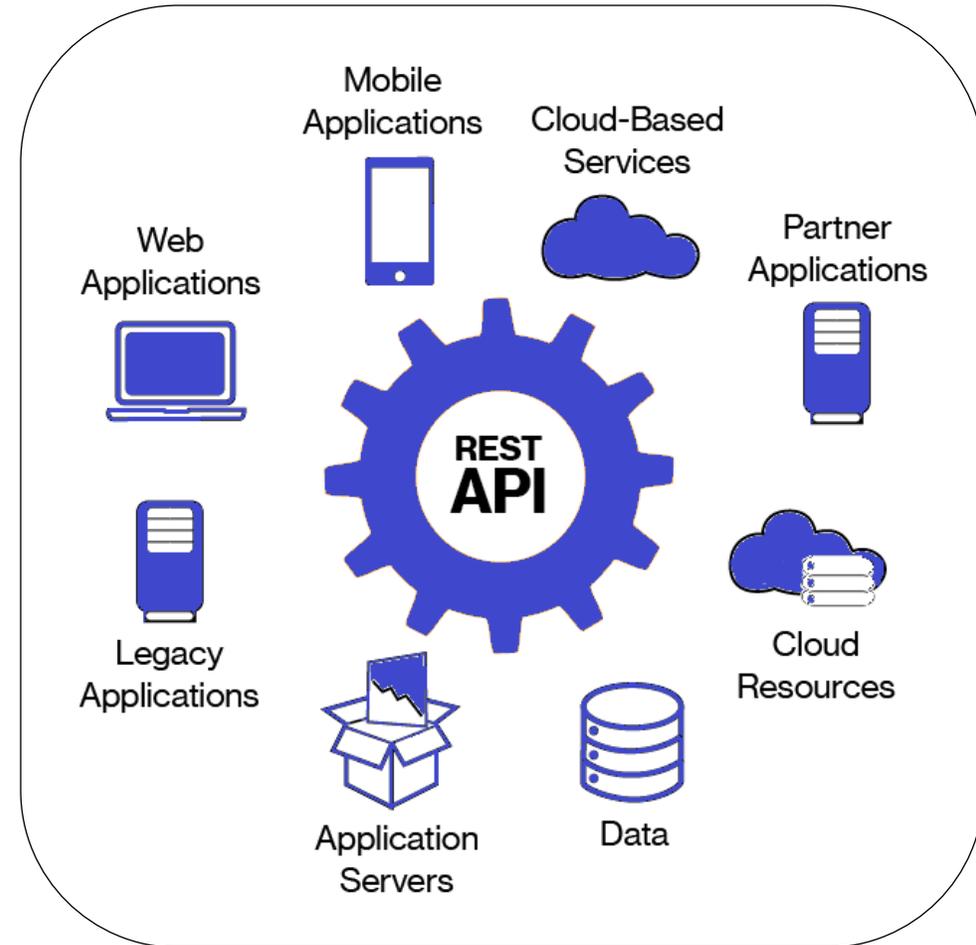


# Key Terms



## 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

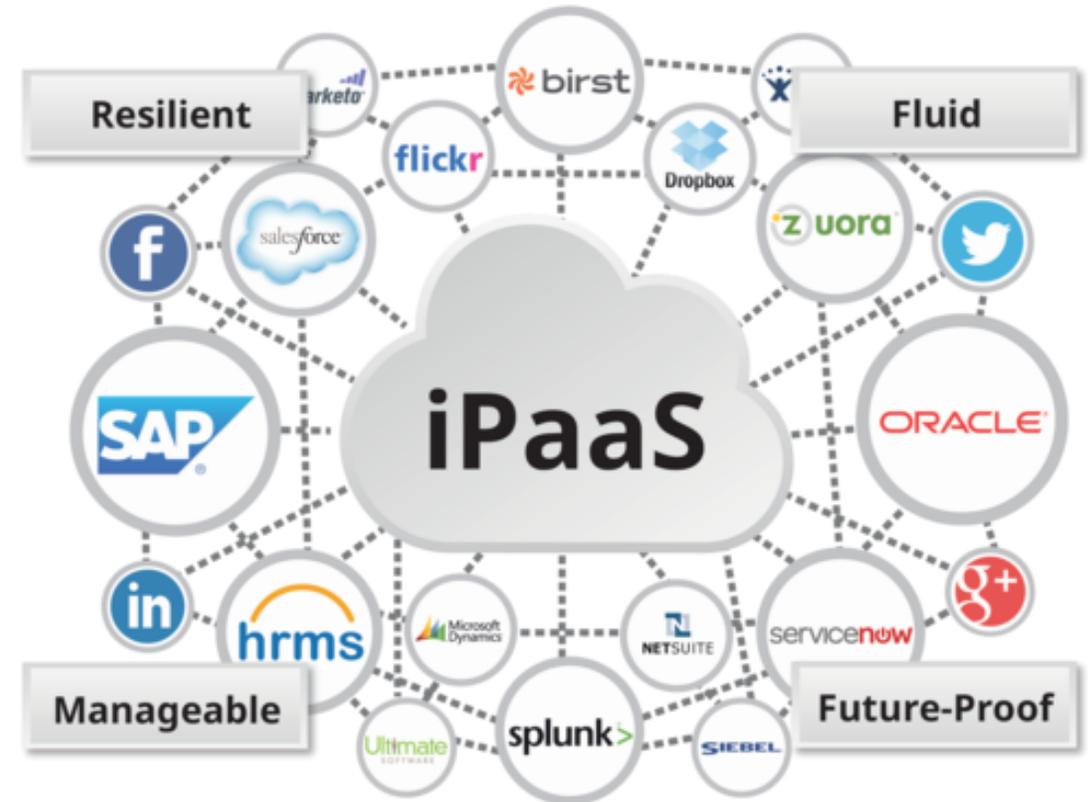


# Key Terms



## 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 \(consumer oriented\)](#)



[Why Add-ons?](#)



# INVENTORY, WAREHOUSING, & MANUFACTURING

# Inventory Management



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

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

# Some Inventory Features To Consider

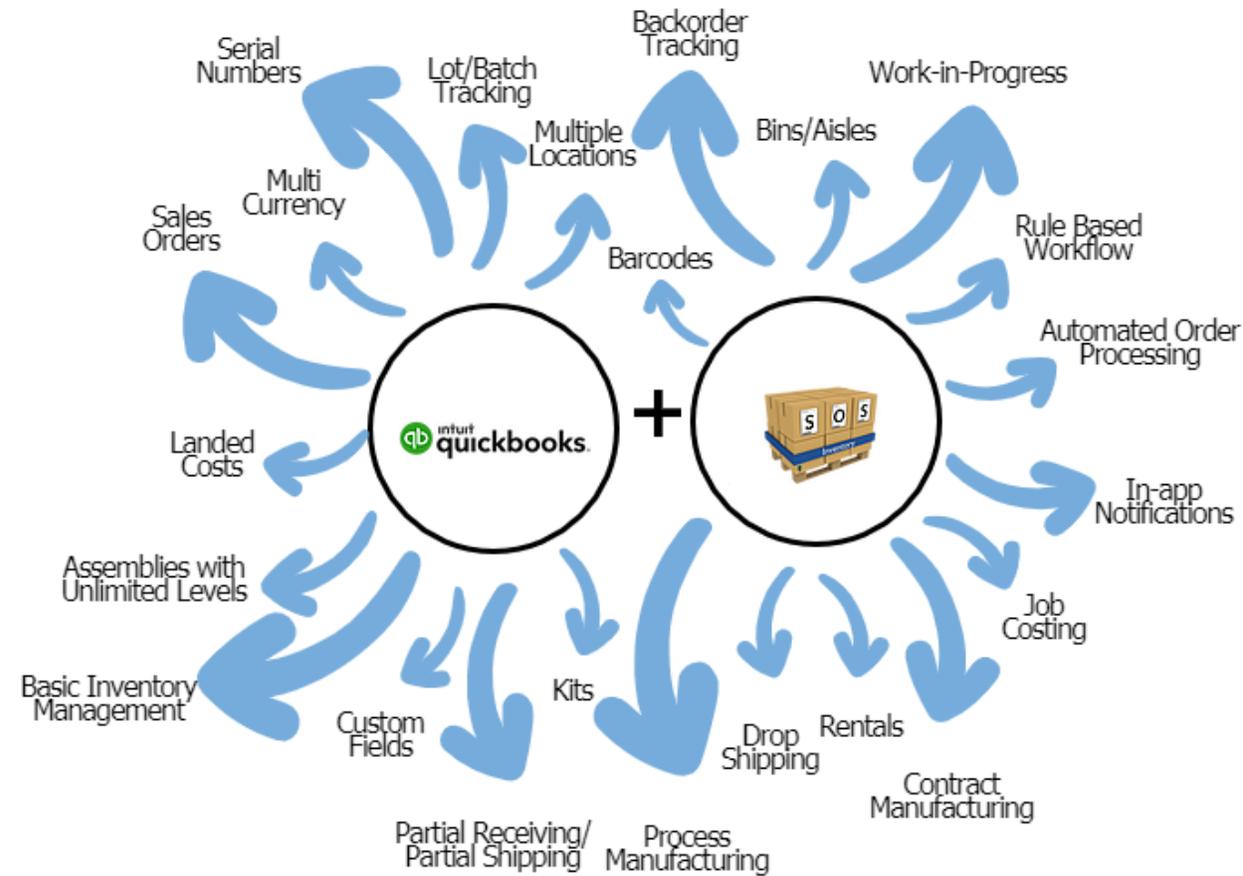


- Costing (FIFO, LIFO, wt. avg.)
- Manufacturing/assemblies
  - Make to order
  - Make to stock
- Pick, packing, and shipping
- Multiple locations (backstock)
- Multiple warehouses
- Fully landed cost
- Reporting and profitability
- CRM integration
- Barcode/handheld support
- Accounting integration
  - 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>



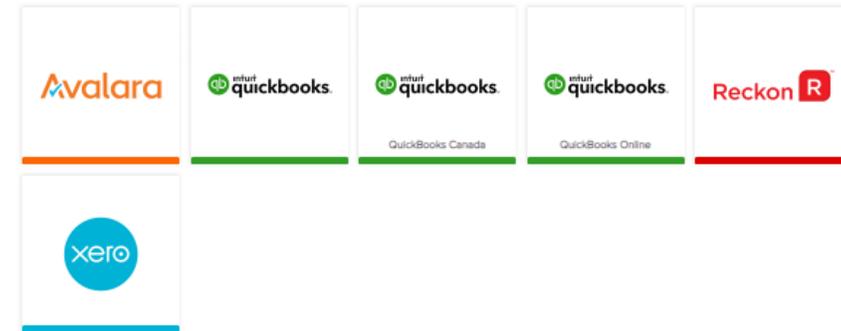
# Fishbowl Inventory

- 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

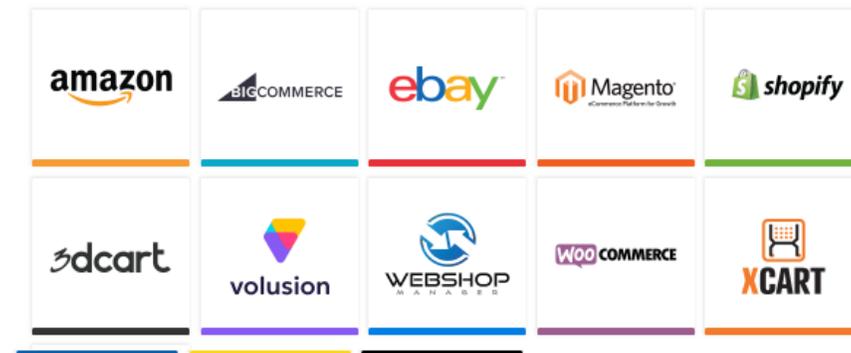


## MERCHANT SERVICES INTEGRATIONS

### ACCOUNTING INTEGRATIONS

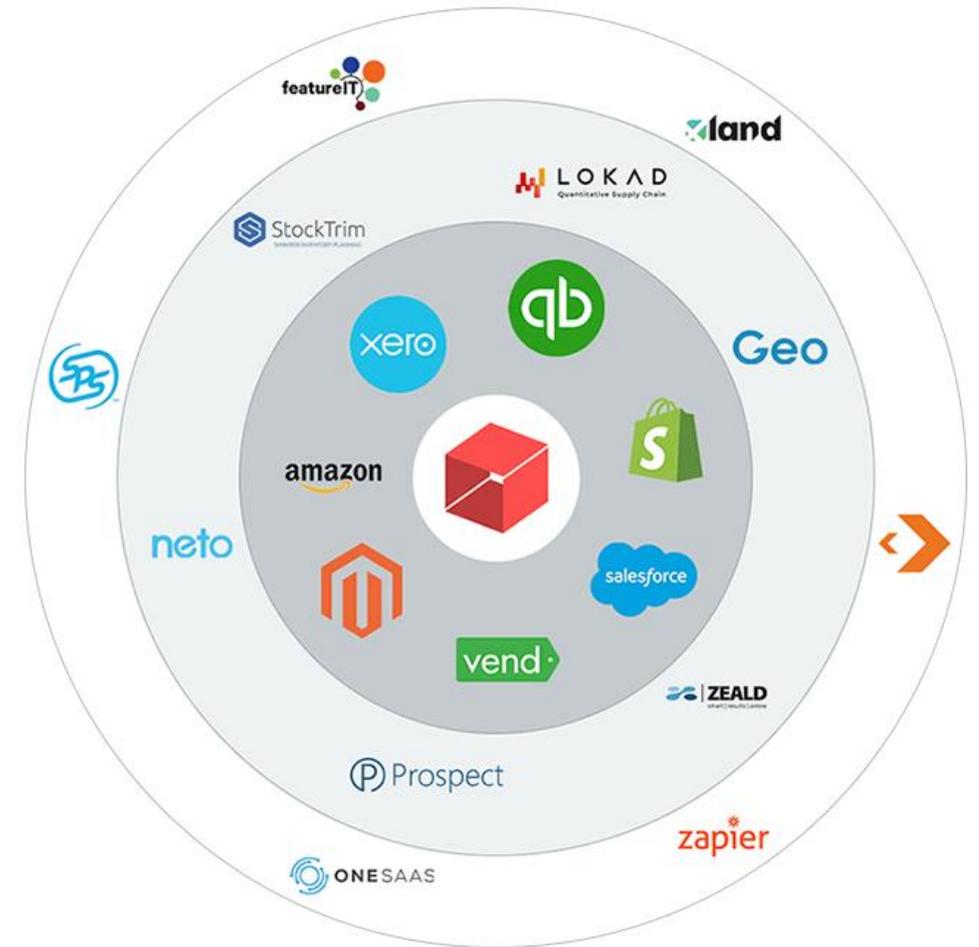


### ECOMMERCE INTEGRATIONS



# 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 ptly	X	FreshBooks, OneSaas (multiple), Webgility(NetSuite, QBPOS, QBES)	<a href="https://www.bigcommerce.com/">https://www.bigcommerce.com/</a>
Adobe Magento	3rd ptly	3rd ptly	3rd ptly	Integrates with many mid-market solutions	<a href="https://www.magento.com">https://www.magento.com</a>
Shopify	3rd ptly	3rd ptly	3rd ptly	Paid integrations with most applications	<a href="https://www.shopify.com">https://www.shopify.com</a>
WooCommerce	X	X	X	Zapier, MYOB, FreeAgent	<a href="https://woocommerce.com">https://woocommerce.com</a>
Volusion	3rd ptly	3rd ptly	X	Zapier	<a href="https://www.volusion.com">https://www.volusion.com</a>

# 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](#)



Magento<sup>®</sup>  
An Adobe Company

# 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.](#)



***shopify***

# 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.](#)



# Volusion

# 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](#))



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# 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**

 **MISys**  
manufacturing

 **MRP**easy

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# 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

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# 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

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# 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

[SMB Add-on Menu](#)



# 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

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# 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

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# 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

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# 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

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# 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

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# **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](#)

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# 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

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# 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](#)

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# 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

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# 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

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# 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)



# 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](https://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
<b>Typical user</b>	Small business, with or without payroll	Small business	Established small business	Large small business or small mid-sized business
<b>Monthly list price</b>	\$30/mo.	\$55/mo. (now \$60)	\$85/mo. (now \$90)	\$200/mo.
<b>Number of users</b>	1 + 2 accts	3 + 2 accts	5 + 2 accts	25 + 3 accts
<b>Accounting bases</b>	Cash	Cash or accrual	Cash or accrual	Cash or accrual
<b>Classes/location limitations</b>	Not supported	Not supported	Limit of a total of 40 classes/locations	Unlimited classes/locations
<b>Project profitability tracking</b>	No	No	Yes	Yes
<b>Max G/L accounts</b>	250	250	250	Unlimited accounts
<b>1099-MISC reporting</b>	Yes	Yes	Yes	Yes
<b>Fathom Smart Reporting</b>	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
<b>Typical user</b>	Small business, with or without payroll	Established small business	Large small business or small mid-sized business
<b>Base subscription price (one user, per year)</b>	\$349/year; Includes support and backup	\$799/year; Includes support and backup	Starts at \$1,410/year for single user; benefits vary by plan
<b>Maximum number of users</b>	3	5	40
<b>Inventory</b>	Avg cost only	Avg cost only	FIFO or Avg Cost
<b>Industry versions</b>	None	5 + General + Acct	4 + General + Acct
<b>Advanced add-ons</b>	None	Fixed Asset Manager; Intuit Statement Writer	Advanced Inventory, Advanced Pricing*, and Advanced Reporting*
<b>1099 preparation</b>	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](https://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

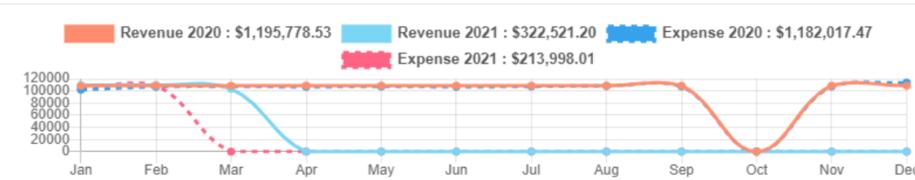


Bank Reconciled 9/30/2020

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

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

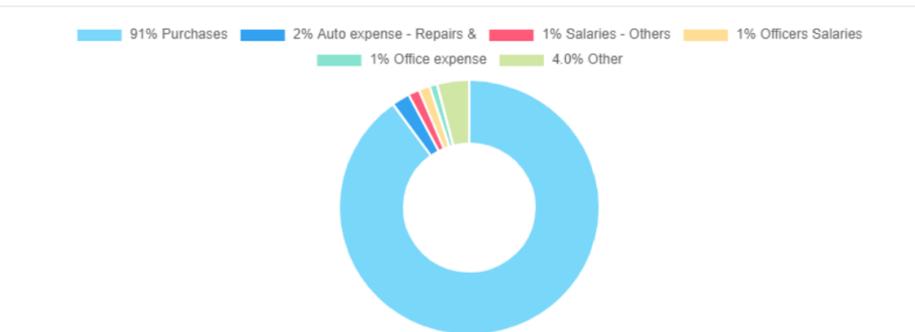
## Revenue/Expense Comparison



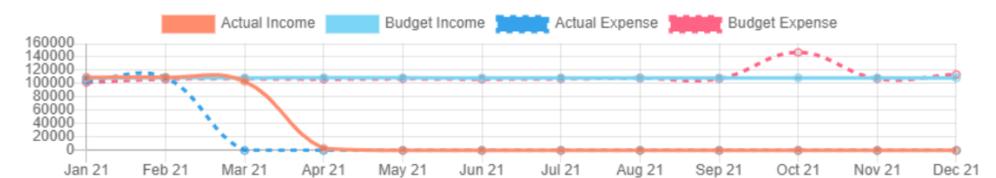
## Projected Cash Balances

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

## Expenses Analysis (YTD)



## Actual v/s Budget Revenue and Expense Comparison



# 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  Suppress Headings

Vertical Position Adjustment  Inches

**Upload Images**

- Approve digital signature
- Upload Signature ⓘ
- Upload Logo

# AccountantsWorld CAS Guide



## Support Documents

### New Signup Forms

<a href="#">Digital Signature</a>	Document to authorize/print signature digitally on checks
<a href="#">Upload Company Logo</a>	Instructions for uploading company logo
<a href="#">Complete Accounting Services</a>	Letter to introduce clients to your complete accounting services

### Chart of Accounts

<a href="#">Chart of Accounts</a>	View various standard industry chart of accounts side by side to decide which best fits your business
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### Special Guidelines

<a href="#">Create Your CAS Practice</a>	The practical guide to creating your highly profitable Client Accounting Services (CAS) practice.
<a href="#">Financial Statements Guide</a>	This detailed guide helps you set up and prepare custom financial statements.
<a href="#">Getting Started With Bank Feeds</a>	This comprehensive guide walks you through the steps to set up and use bank feeds.
<a href="#">Getting Started with Bill Payment Services</a>	This guide provides detailed information about setting up and managing bill payment services.
<a href="#">Invoicing Guide</a>	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**

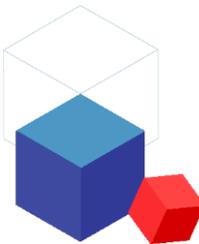
**100M+**

**Users**

**625K+**

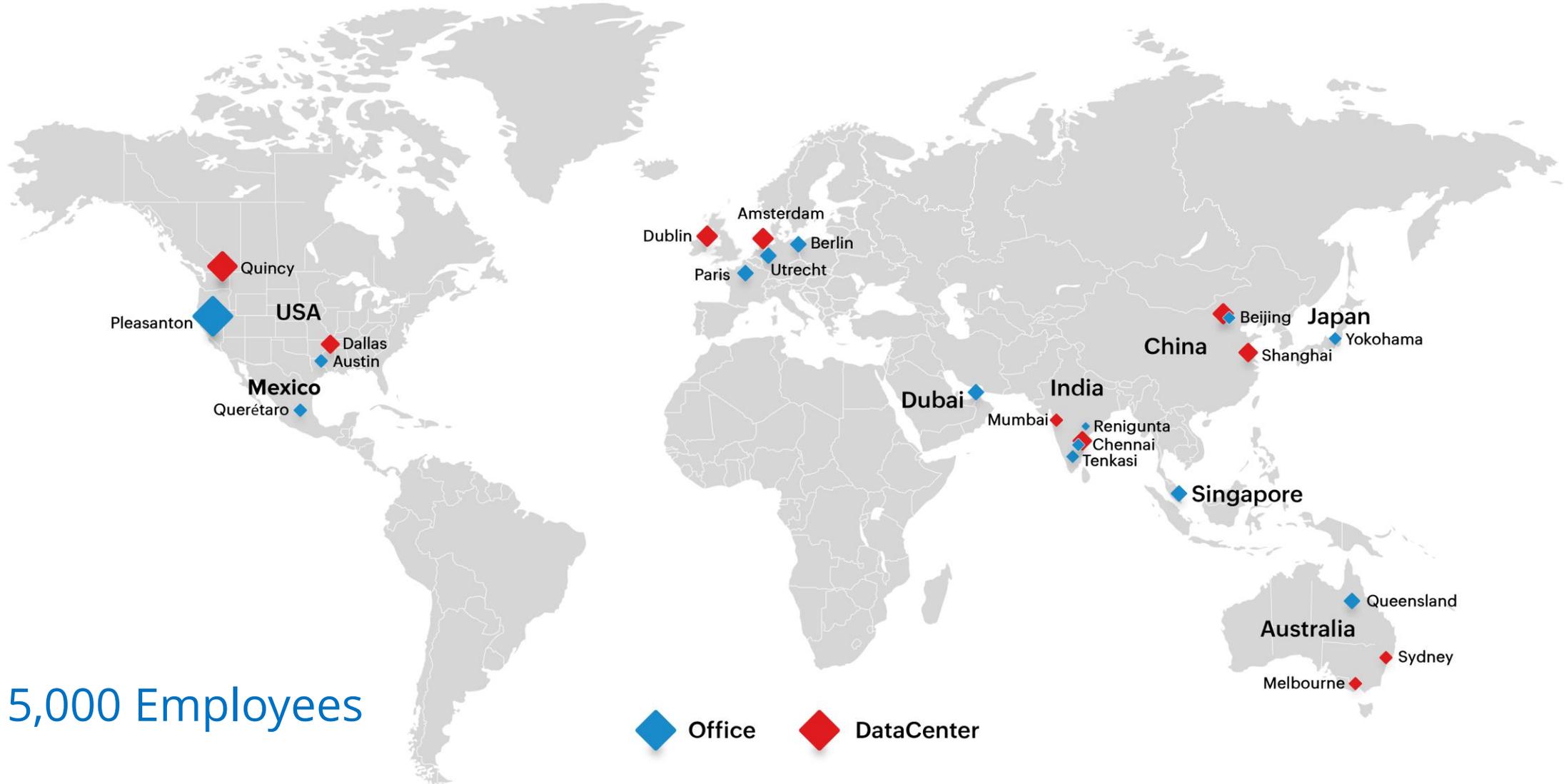
**Customers**

**The Single Suite - The Future of SaaS**





# Worldwide



~ 15,000 Employees

Office DataCenter

# 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](https://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

<b>Sales &amp; Marketing</b> <ul style="list-style-type: none"><li>CRM</li><li>Bigin</li><li>Campaigns</li></ul>	<b>Customer Service</b> <ul style="list-style-type: none"><li>Desk</li><li>Assist</li><li>Lens</li></ul>	<b>Email &amp; Collaboration</b> <ul style="list-style-type: none"><li>Mail</li><li>Meeting</li><li>Cliq</li></ul>	<b>Business Intelligence</b> <ul style="list-style-type: none"><li>Analytics</li><li>DataPrep</li><li>Embedded BI</li></ul>
<b>Human Resources</b> <ul style="list-style-type: none"><li>Recruit</li><li>People</li><li>Workerly</li></ul>	<b>Finance</b> <ul style="list-style-type: none"><li>Books</li><li>Inventory</li><li>Invoice</li></ul>	<b>Custom Solutions</b> <ul style="list-style-type: none"><li>Creator</li><li>Catalyst</li><li>Flow</li></ul>	

*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





 DATA CENTERS



ZAN **Edges**



**146 POPs**



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





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

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





# 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





# 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
  - ...



Narrow Model: \$100

Small Language Model: \$9



7 ELEVEN  
7715 E BEN WHITE BLVD  
AUSTIN TX 78744  
Ph: 5123892254  
STORE#: 35642  
THANKS

SALE

1 Smart Water 1L	11.96 F
2 PROMO Smart Water 2 X	-2.96 F
SUBTOTAL	\$11.96
DISCOUNT(S)	-\$2.96
TOTAL DUE	\$9.00
CHANGE	\$91.00

Cash **\$100.00**

DON'T FORGET THE ICE! DRIVE SAFE.....

\*\*\*\* REPRINT \*\*\*\*  
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# 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





# 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





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

One model doesn't fit all



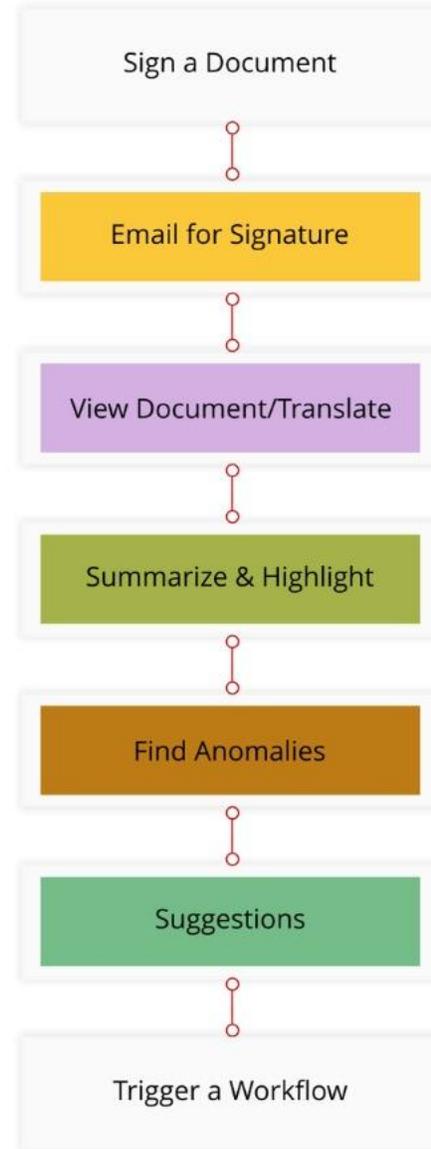


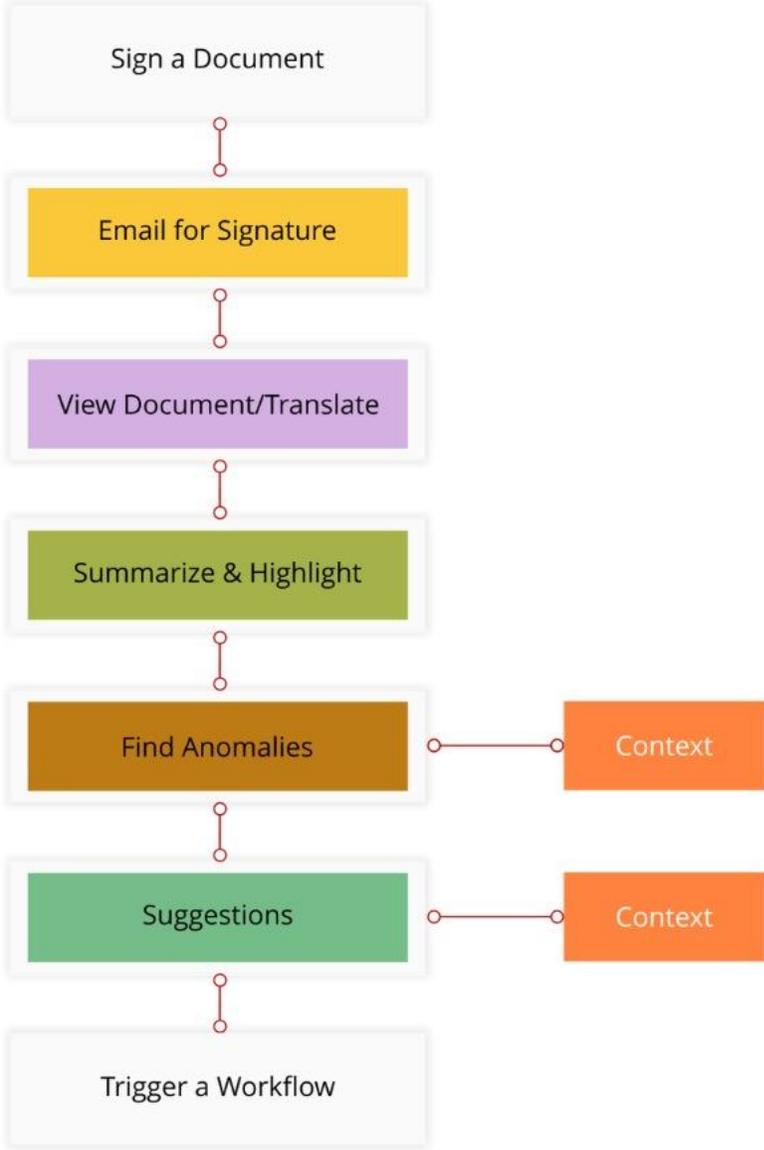
We expect AI models to be commoditized.

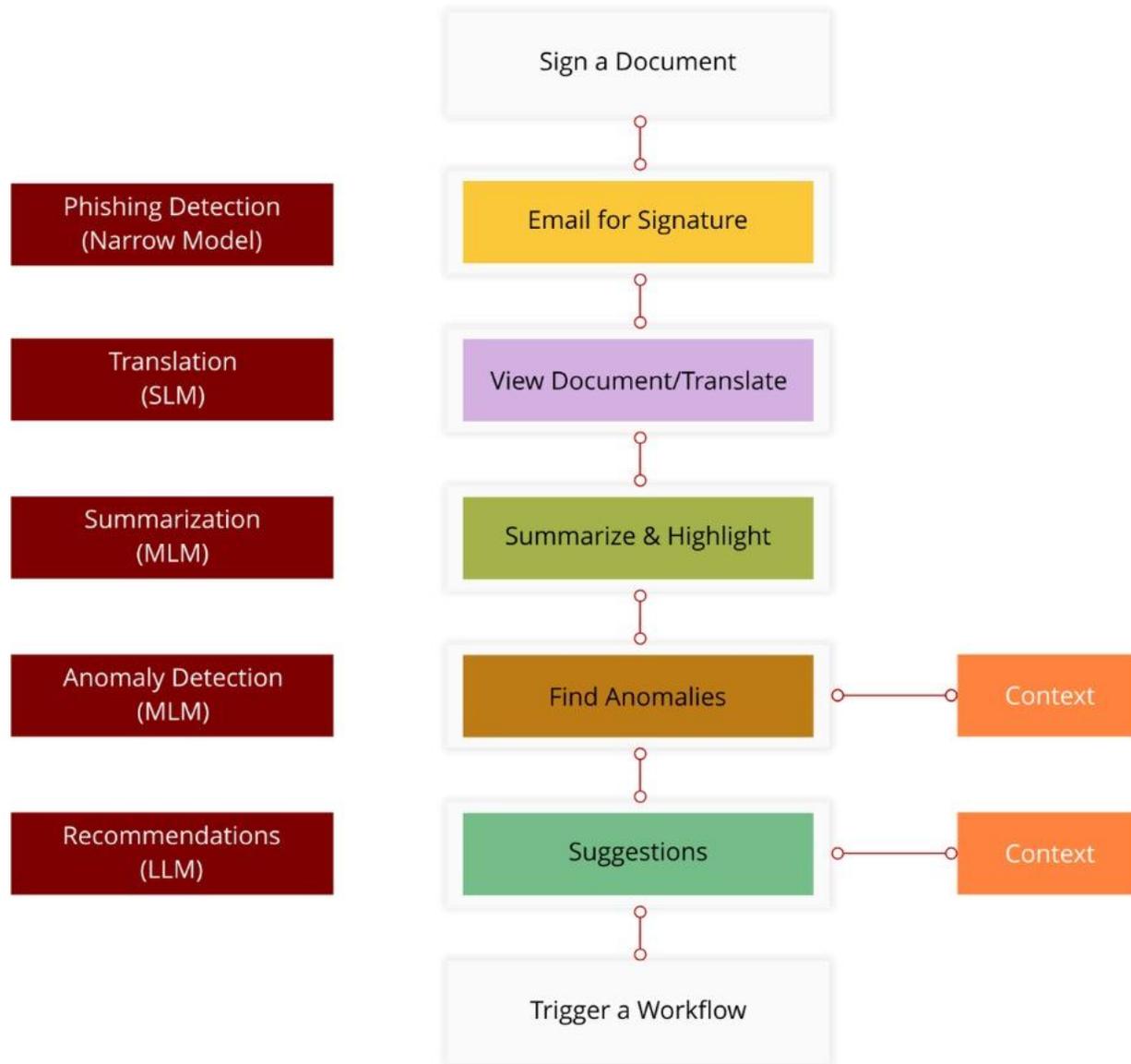
Value is in contextually combining models.



# Legal







# Finance

(Expense)



Add Photo of an Expense

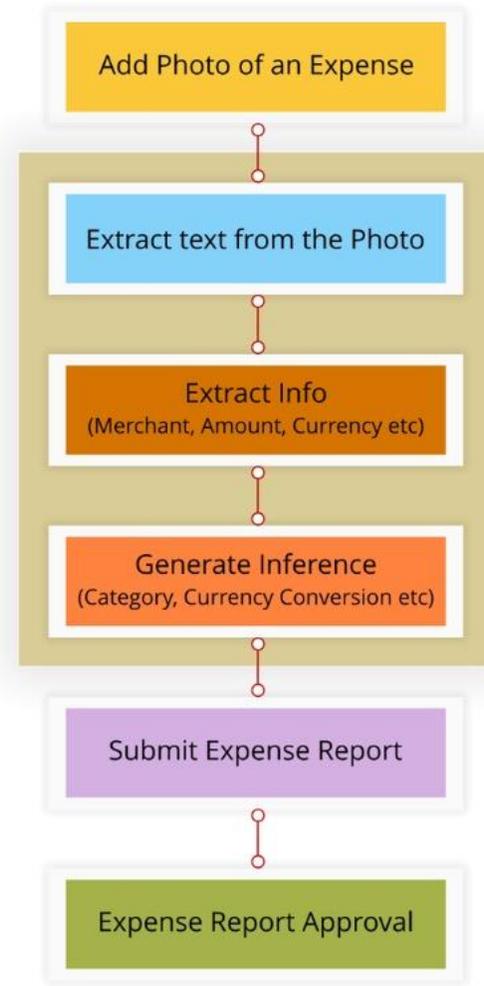
Extract text from the Photo

Extract Info  
(Merchant, Amount, Currency etc)

Generate Inference  
(Category, Currency Conversion etc)

Submit Expense Report

Expense Report Approval



OCR  
(Narrow Model)

Text Extraction  
(SLM)

Inference  
(SLM)

Add Photo of an Expense

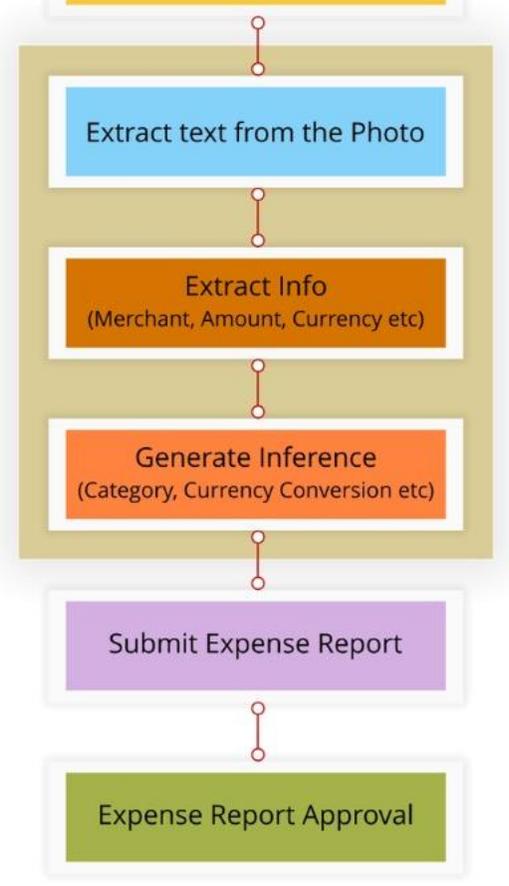
Extract text from the Photo

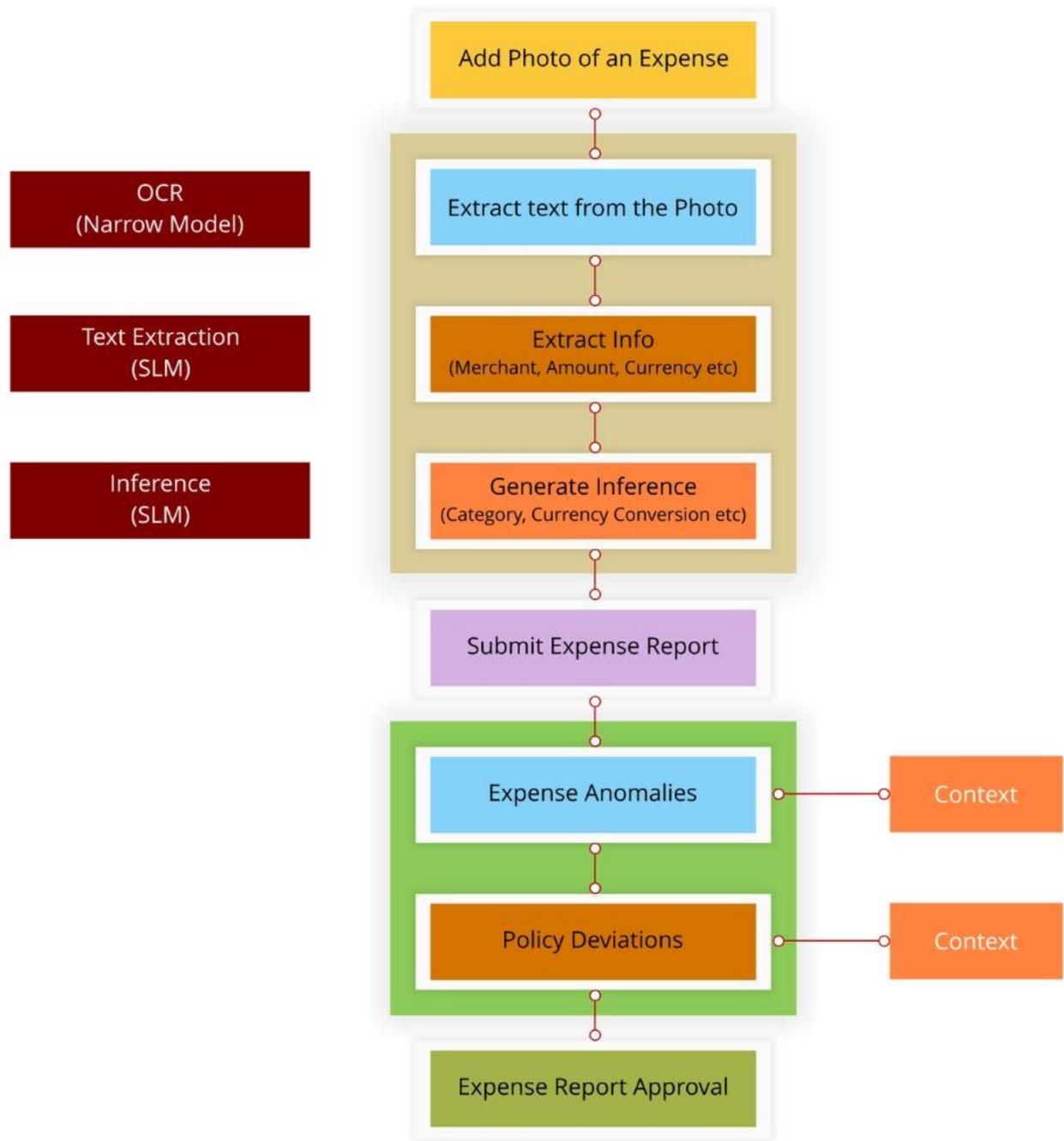
Extract Info  
(Merchant, Amount, Currency etc)

Generate Inference  
(Category, Currency Conversion etc)

Submit Expense Report

Expense Report Approval







[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

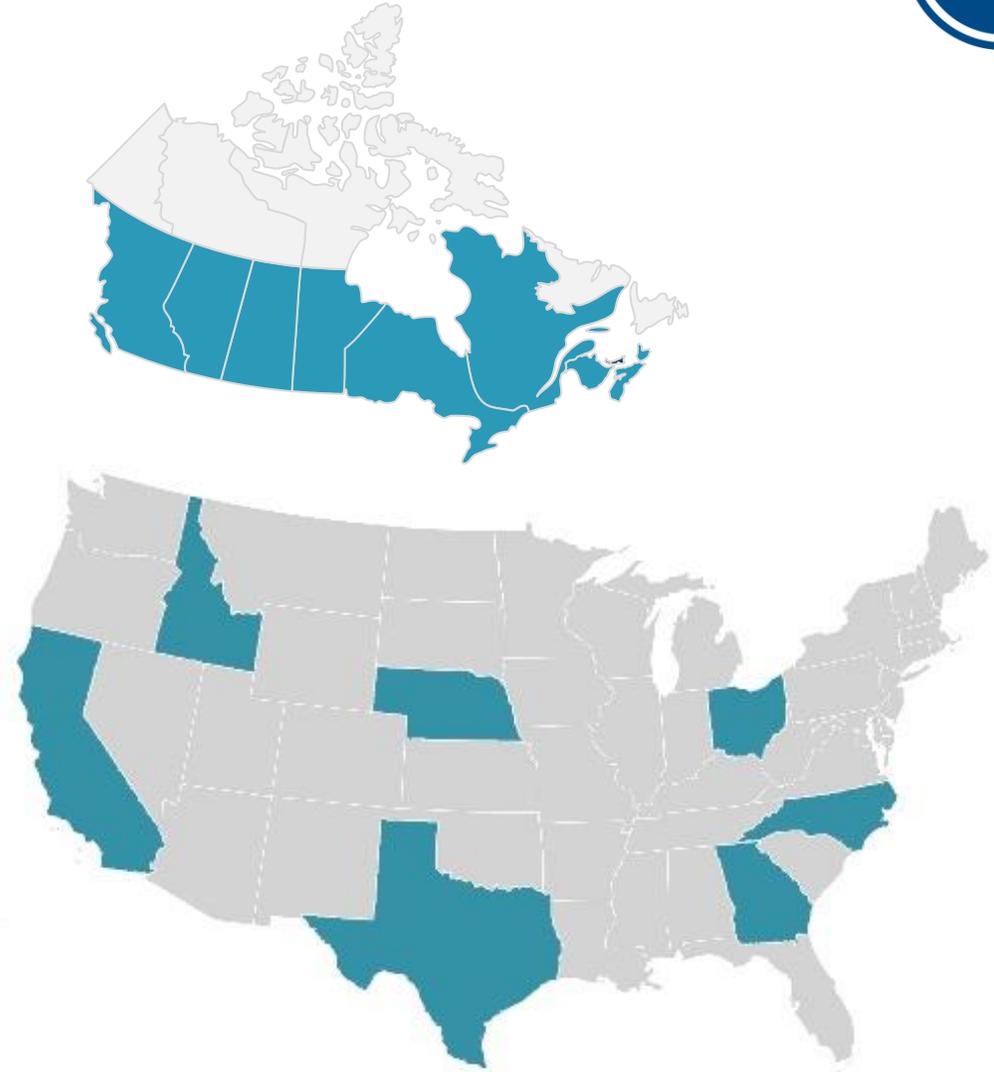


- Payroll
- Production Manager
- Service Manager
- Third-party add-ons for Business Intelligence, Cross-Border Tax Calculations, Credit Card Processing, and e-Commerce

# 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

# 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](#)

# 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

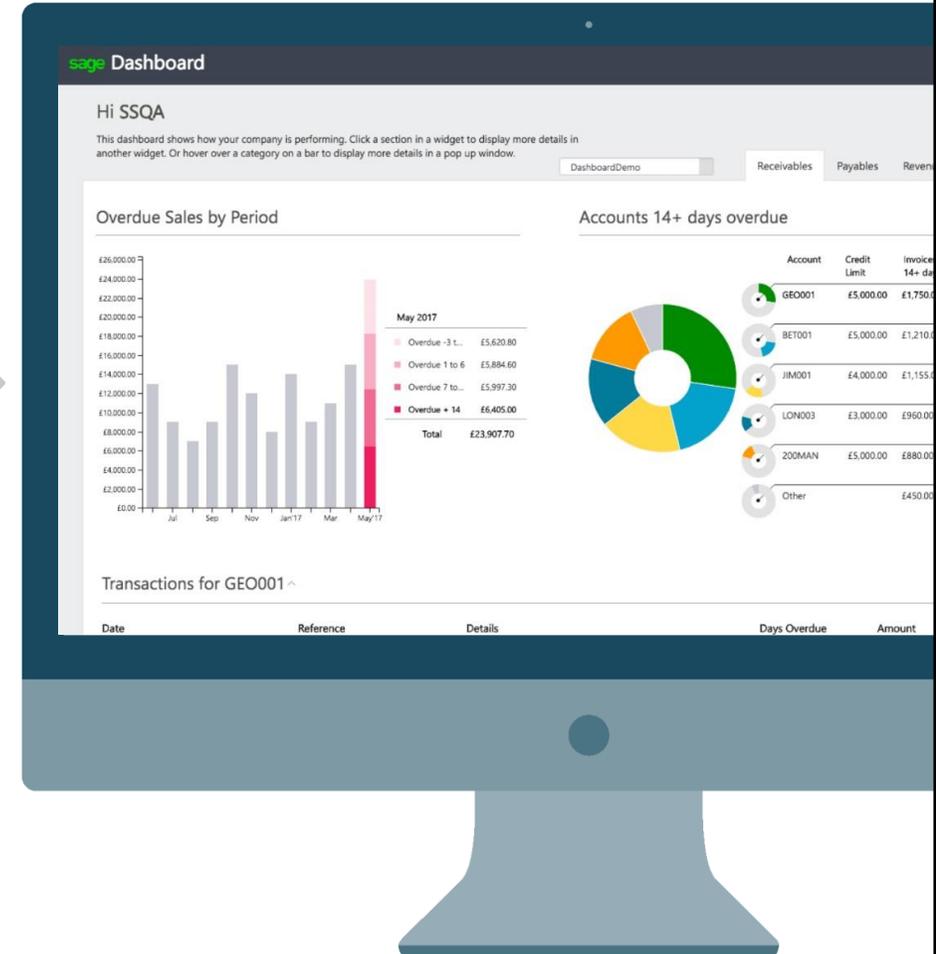
# Sage 50cloud Is Cloud Connected



## Cloud Functionality



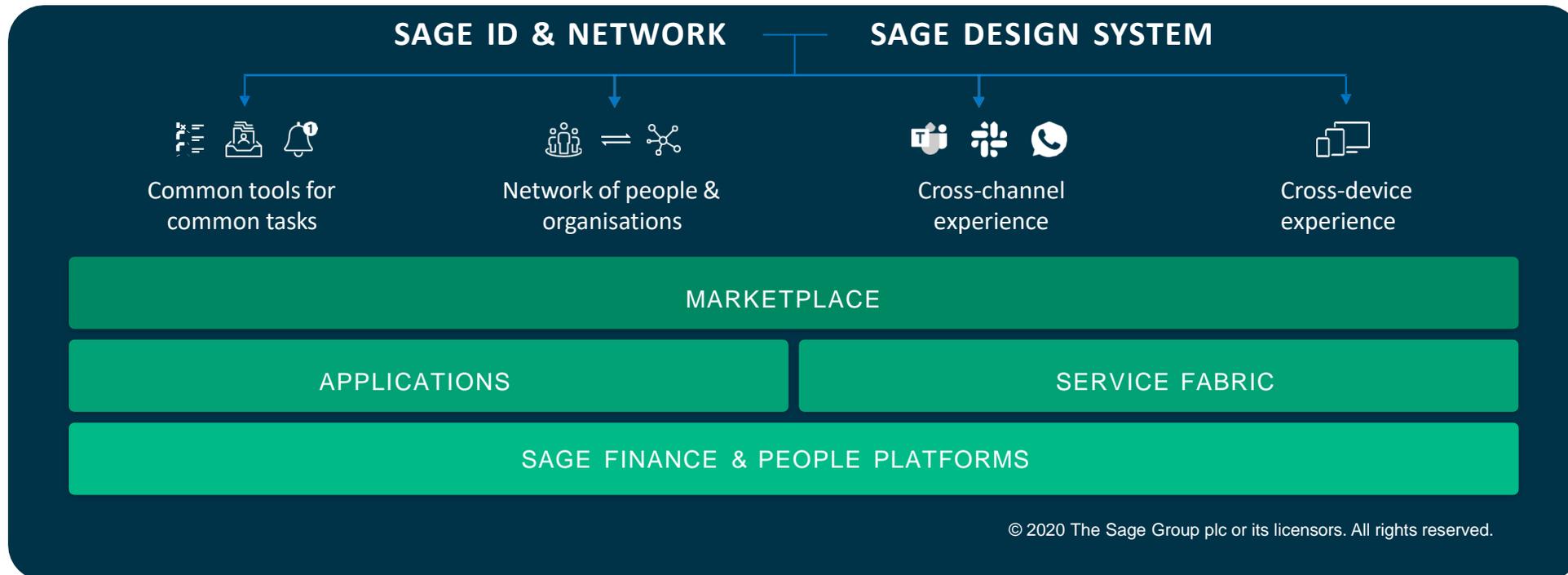
## Connected Solution



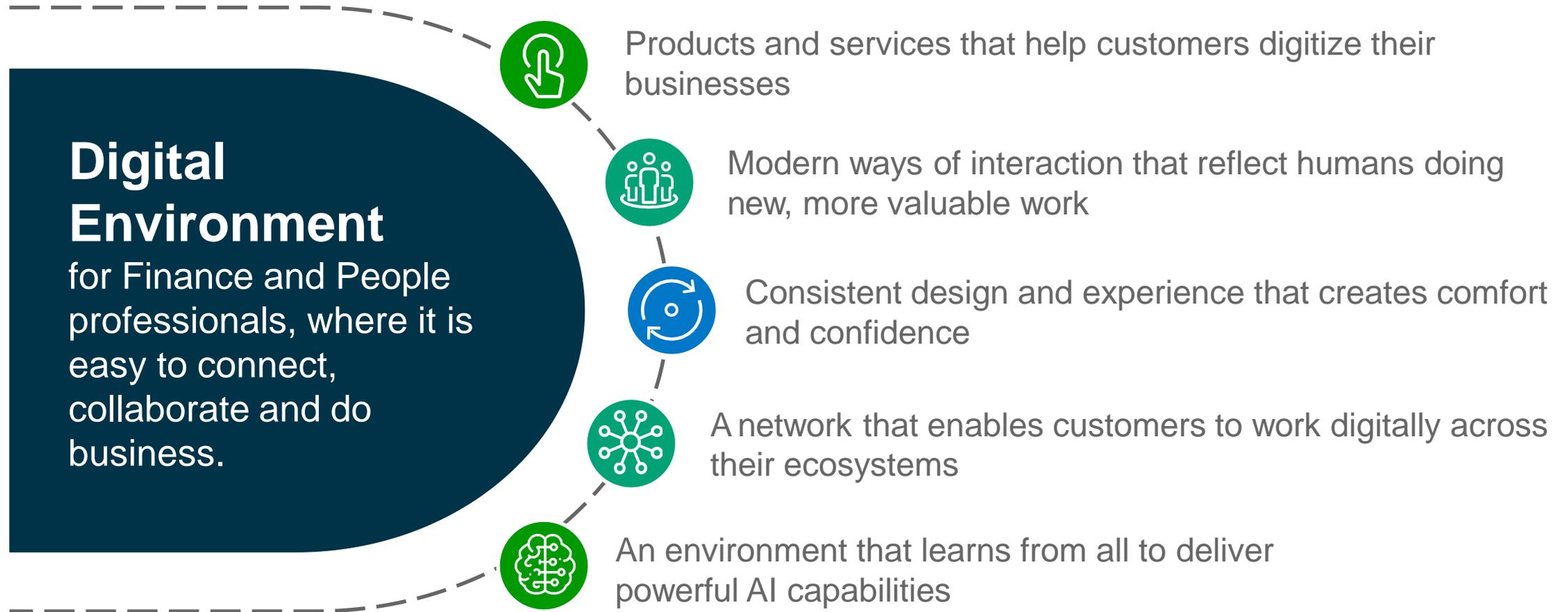
# Synergistic Product Portfolio



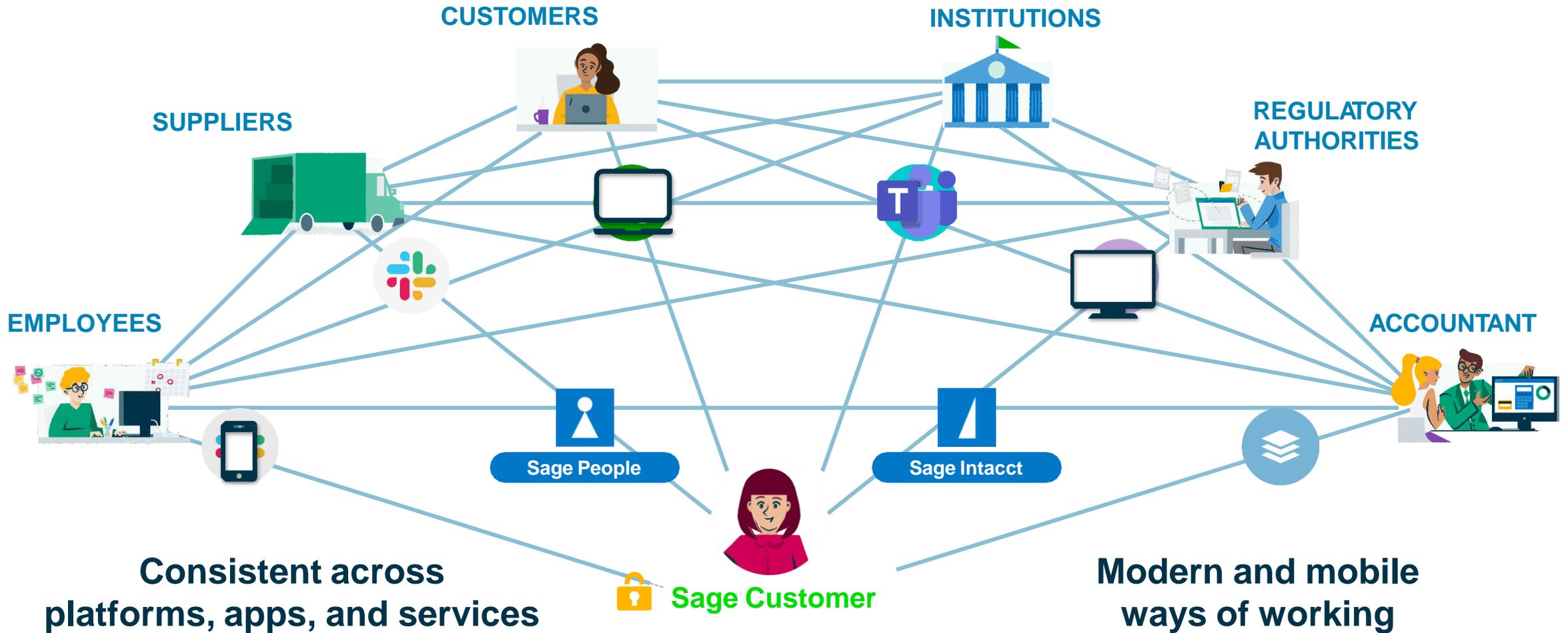
While **we serve customers through Sage products**, Sage Business Cloud digital environment provides automation, connections, insights, a seamless experience and ultimately, customer success in an era of digital transformation.

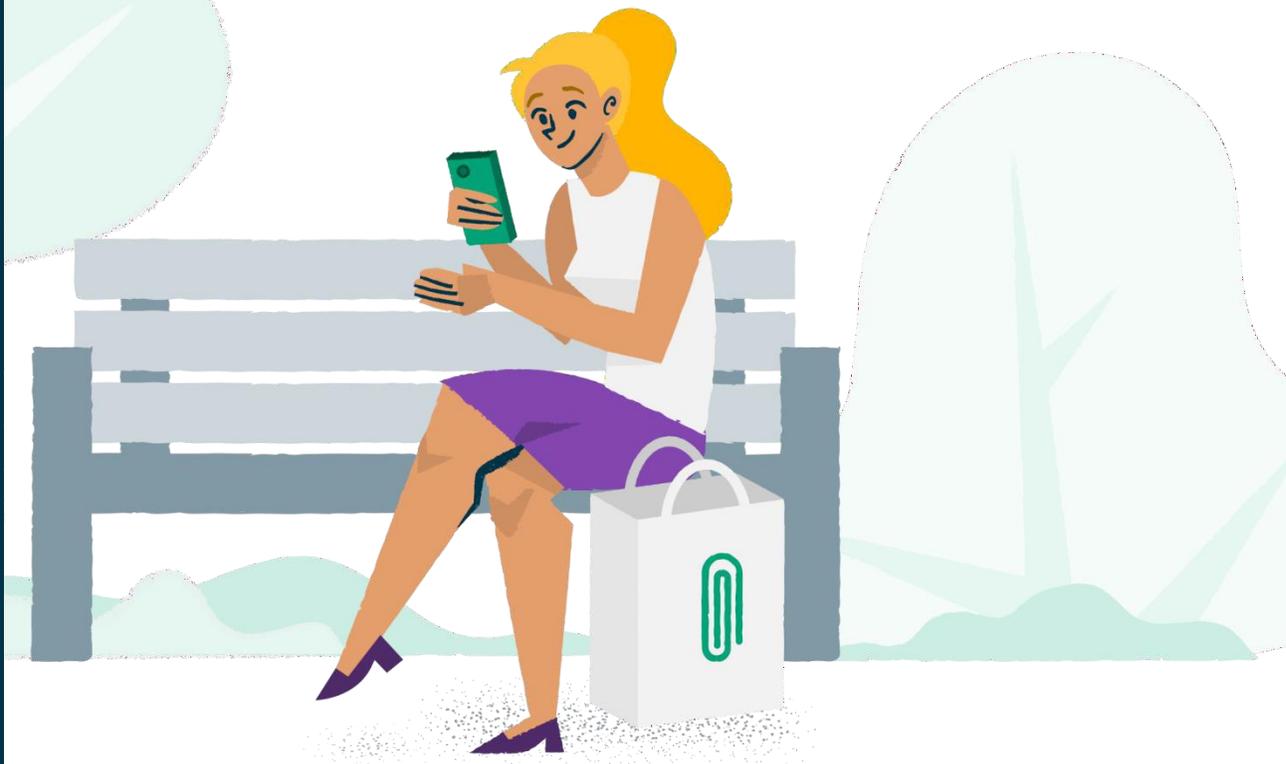
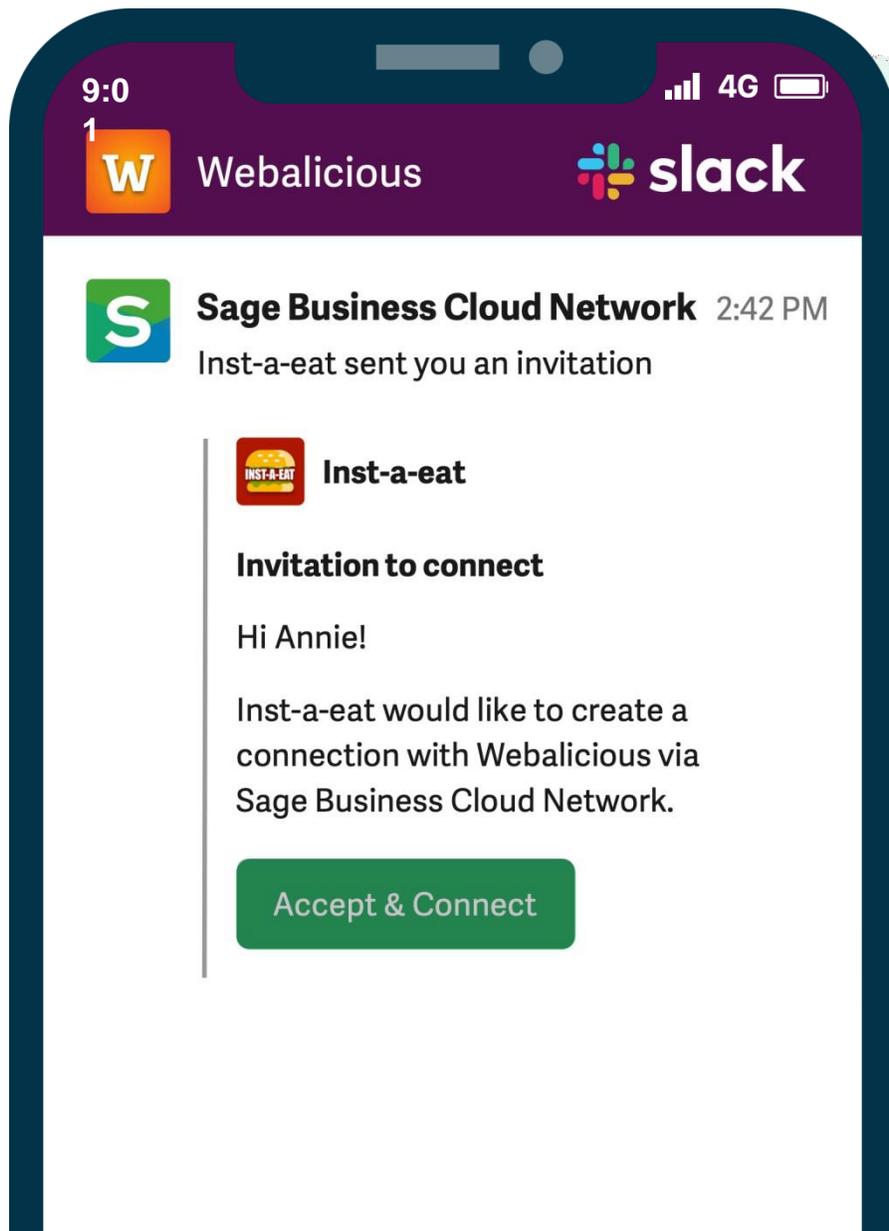


# Customer Benefits



# Consistent Digital Experience







**sage** | Accounting Annie

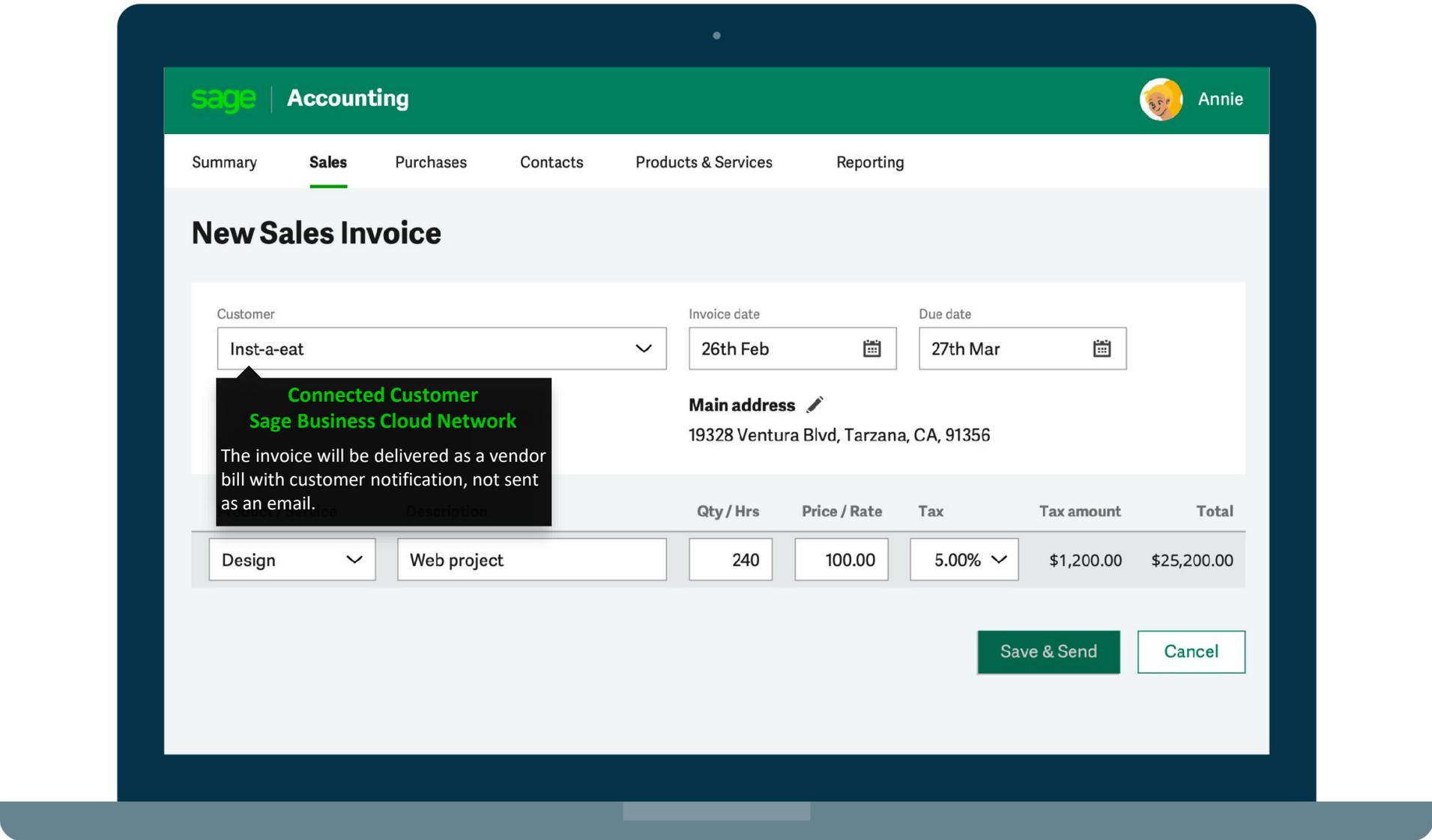
Summary Sales Purchases **Contacts** Products & Services Reporting

### Customers

Create, view and manage customer records.

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





### New Sales Invoice

Customer: Inst-a-eat  
Invoice date: 26th Feb  
Due date: 27th Mar

**Connected Customer**  
**Sage Business Cloud Network**  
The invoice will be delivered as a vendor bill with customer notification, not sent as an email.

**Main address**  
19328 Ventura Blvd, Tarzana, CA, 91356

Description	Qty / Hrs	Price / Rate	Tax	Tax amount	Total
Design > Web project	240	100.00	5.00%	\$1,200.00	\$25,200.00

Save & Send Cancel



**sage** | Accounting Annie

Summary **Sales** Purchases Contacts Products & Services Reporting

### Sales Invoice: SI-1091 AWAITING PAYMENT

**i** **Inst-a-eat** is a **Connected Customer** from **Sage Business Cloud Network**.  
The invoice is delivered directly to their accounting system as a **vendor bill**. The customer will be notified. ×

CREATED ✓ DELIVERED ✓ PROCESSED ○ PAID ○

AMOUNT PAID **\$0.00** AMOUNT OUTSTANDING **\$25,200.00**

[Back to Sage 50](#)



# 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

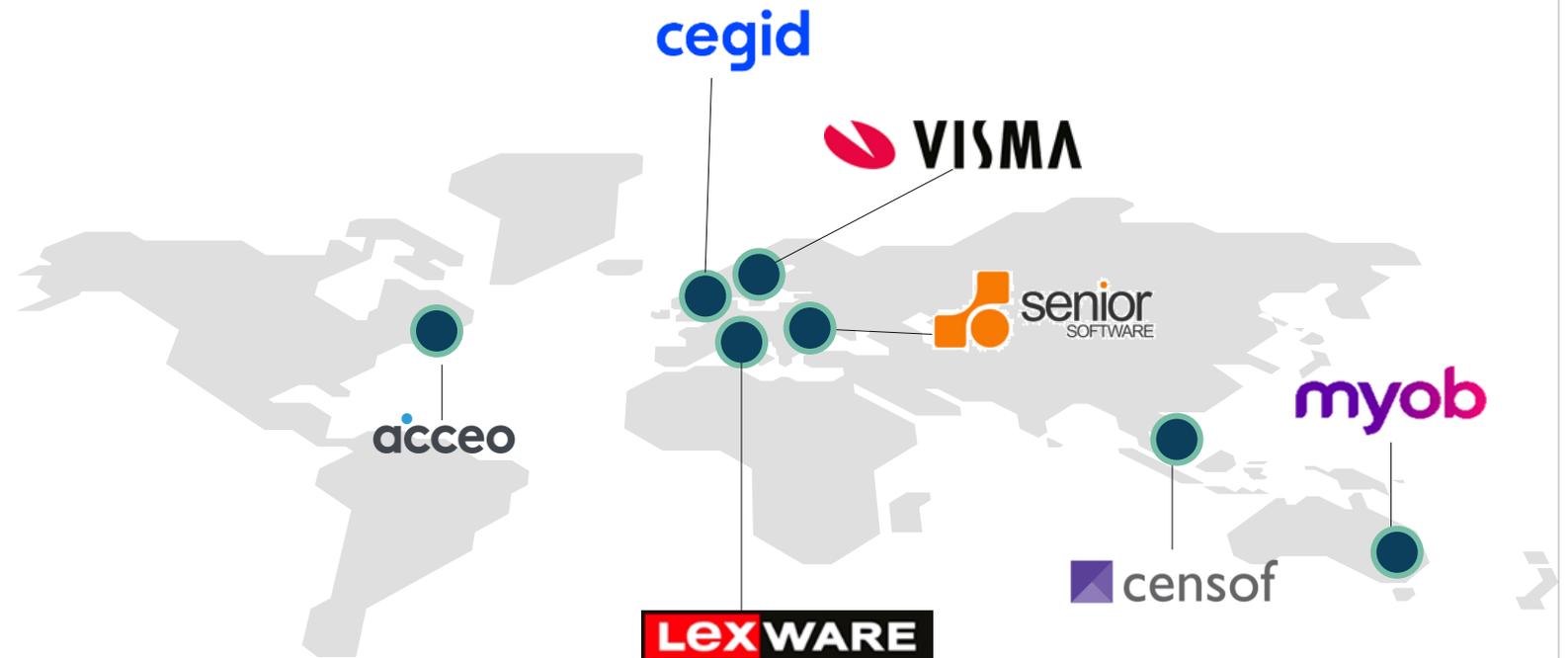
# Global Cloud ERP Powered By Acumatica



## 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](#)



# FOCUS ON YOUR BUSINESS

Boosting innovation with Exact

**= exact**

# Agenda

- Introductions
- About Exact
- Why Exact





**About Exact**

# We make business software



# 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

**675,000**  
Customers

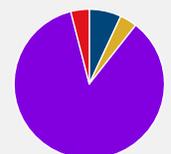


**60 events**  
organized since '22

Registrations (cumulative) **42,587**



audience

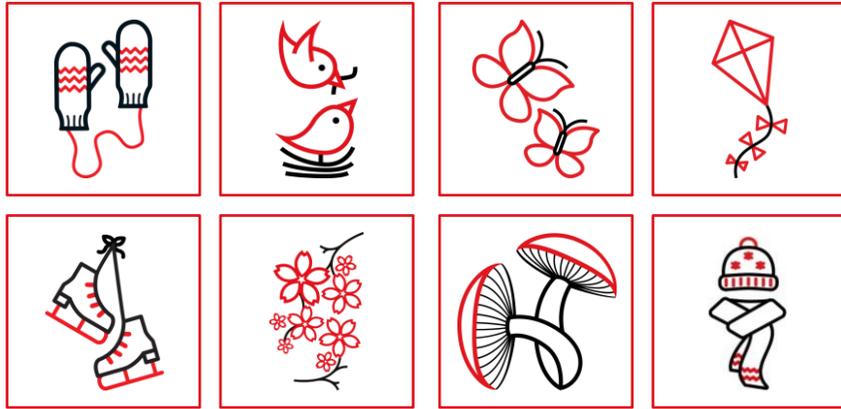


customers internal  
accountability partners



# 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



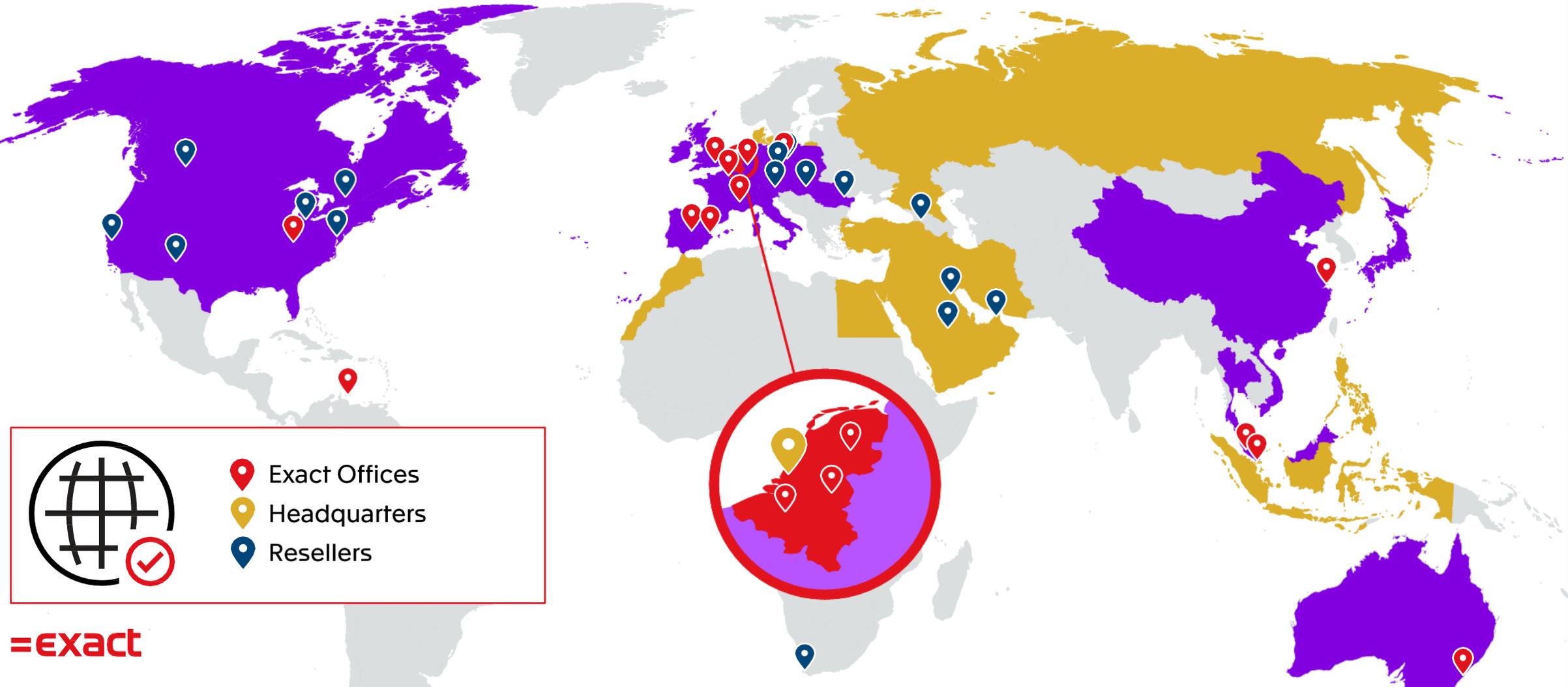
Next Gen  
ERP



No Hands  
Accounting

& beyond .....

# We serve customers in **100+ countries** with business software supporting **30+ legislations and languages**



# Some of the **markets we serve**

	 <b>Professional Services</b>	 <b>Wholesale Distribution</b>	 <b>Manufacturing</b>
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](#)



# 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 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 3<sup>rd</sup> party systems – Exact RPA



# 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 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

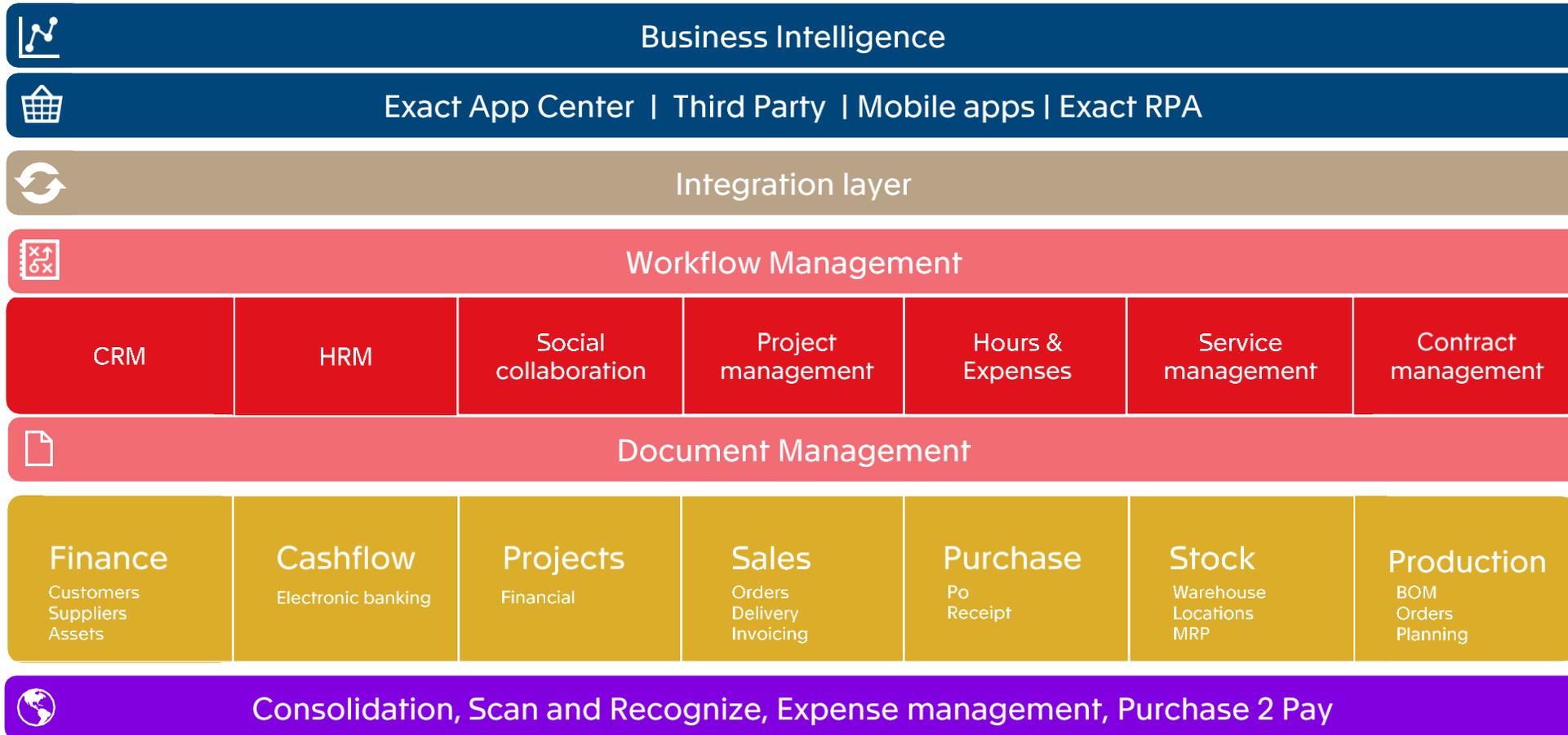


[Back to Mid-Market](#)



**Our Solution**

# Solution overview





# Exact International Finance

=exact

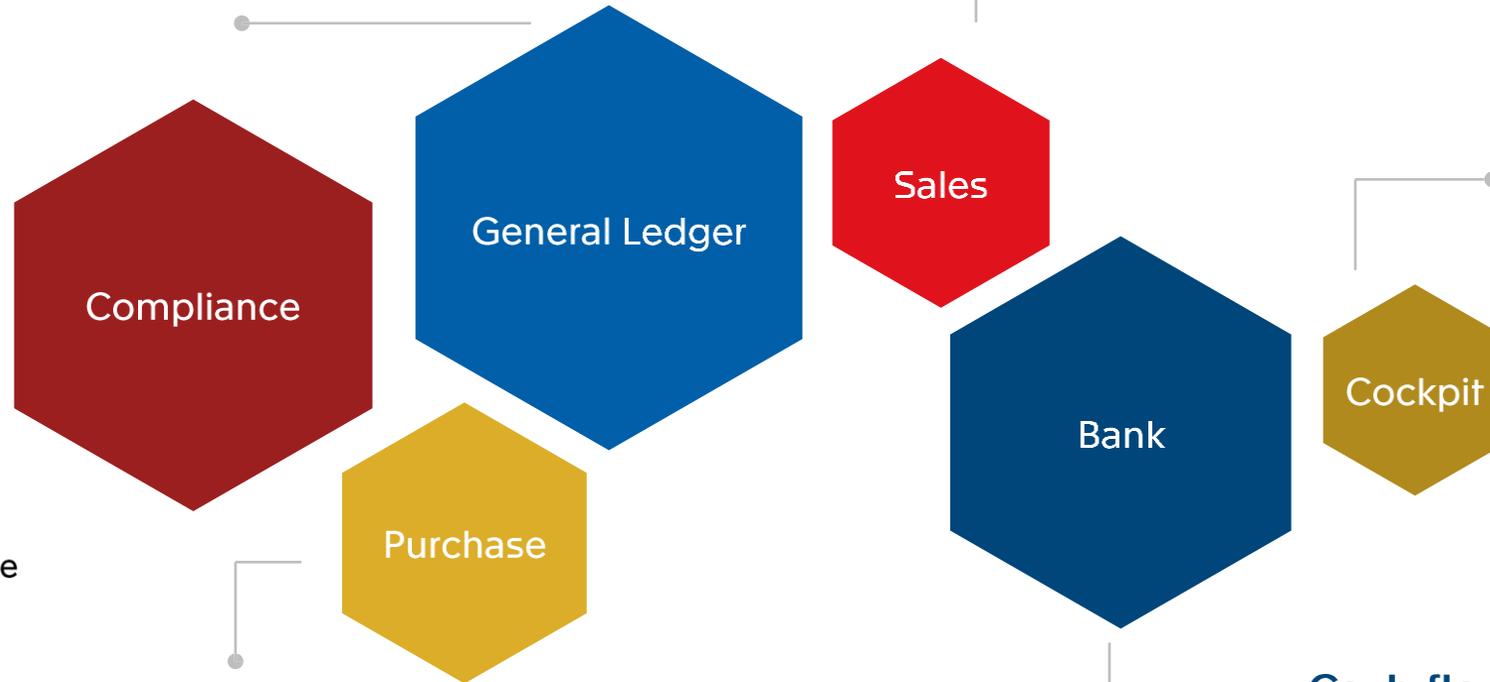
# Exact for Finance

## 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

## Legislation

1 standard solution worldwide with 30+ languages and legislations

## Suppliers

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

## Cash flow

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

 Search Finance Cash flow Assets Invoice Order Inventory WMS Purchase Projects Manufacturing CRM HR Payroll XML Accountancy Settings Customer portal

# Finance

## Entries

- Bank / Cash
- ★ Purchase
- Sales
- General journal
- Opening balance
- Process
- ▼ Recurring entries
- ▼ Reports
- ▼ Incoming invoice register

## Accounts receivable

- Maintain
- Address list
- Cards
- Balance list
- ▼ Receivables
- Debtor statements
- Labels
- Financial charge
- ▼ Reminders

## General ledger

- Chart of G/L's
- ★ GL list
- ★ Cards
- ▼ Cost centres / units
- Select / Search
- Analytical accounting
- ▼ Revaluation

## Accounts payable

- Maintain
- Address list
- ★ Cards
- Balance list
- ▼ Payables
- Labels

## Reports

- Interactive balance
- Cash flow statement
- Balance / PL
- Excel Add-In
- Pivot analysis
- ▼ Export
- Result
- Overview incoming invoices

## VAT / Statistics

- Invoice list
- VAT overview
- Value added tax
- Audit file
- EU sales list

# 4 simple steps

Digitise

Readable

Process

Actionable

=exact



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KvK 34304954  
BTW 8195.89.329.B.01  
Rabobank 1155.31.548  
IBAN NL36 RABO 0115 5315 48  
BIC RABONL2U

Scan Sys B.V.

25-03-2019

Factuurnr. 09.7334



Naam project  
Contactpersoon Maarten Terlingen

Dienst	Geleverd	Hoeveelheid	Prijs	Bedrag
Nederlands - Duits	19-03-2019	520	0,17	88,40
Nederlands - Engels	19-03-2019	520	0,17	88,40
Nederlands - Frans	19-03-2019	520	0,17	88,40

TOTAAL 265,20  
 BTW-BEDRAG 55,69  
 TOTAAL 320,89

Gelieve het totaalbedrag o.v.v. ons factuurnummer binnen 30 dagen na factuurdatum te voldoen. Bij overschrijding van de betaaltermijn wordt de wettelijke rente in rekening gebracht.

Op alle schriftelijke en mondelinge overeenkomsten tot het verlenen van diensten door Vertaalbureau B.V. aan zijn opdrachtgevers zijn de Algemene Voorwaarden van de ATA (Association of Translation Agencies) van toepassing. Deze zijn gedeponeerd bij de Kamer van Koophandel te Utrecht onder nummer GV 4131 en zijn te lezen op onze website www.vertaalbureau.nl/algemene-voorwaarden.php.

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Rabobank 1155.31.548  
IBAN NL36 RABO 0115 5315 48  
BIC RABONL2U

Scan Sys B.V.  
Hofweg 25

Digitise Readable Process Actionable

Factuurnr. 09.7334

25-03-2019

Onze referentie 21851/1  
Naam project Partnerovereenkomst  
Contactpersoon Maarten Terlingen

Dienst	Geleverd	Hoeveelheid	Prijs	Bedrag
Nederlands - Duits	19-03-2019	520	0,17	88,40
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Nederlands - Frans	19-03-2019	520	0,17	88,40

TOTAAL 265,20  
BTW-BEDRAG 55,69  
TOTAAL 320,89

Digitise Readable Process Actionable



02 Make purchase entry - Exact

File Edit View Help

Close New Edit Match New creator Creator Creditor card G/L Card Recurring entries Commitment Authorisers Register code

Don't display VAT Lines

Created by: Rob Heijnen 11/5/2019 11:27:43 AM

Full date	Date	Entry no.	Creditor	Your reference	Cur.	XRate	Amount	Type	Description
11/05/2019	03/24/2018	18600054	991113	09.7334.0001	EUR	1.00000	320.89	Purchase invoice	P13352 Partnerovereenkomst

Date	G/L	G/L - Description	Project code	VAT	Amount	VAT basis	VAT amount	Description	Reporting date
1	03/24/2018	4600 Miscellaneous costs.		2	88.40	88.40	18.56	Nederlands - Duits	602 Document - Exact
2	03/24/2018	1511 VAT to be received		2	18.56	88.40	18.56	Nederlands - Duits	
3	03/24/2018	4600 Miscellaneous costs.		2	88.40	88.40	18.56	Nederlands - Engels	
4	03/24/2018	1511 VAT to be received		2	18.56	88.40	18.56	Nederlands - Engels	
5	03/24/2018	4600 Miscellaneous costs.		2	88.40	88.40	18.57	Nederlands - Frans	
6	03/24/2018	1511 VAT to be received		2	18.57	88.40	18.57	Nederlands - Frans	
7									
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11									
12									
13									
14									

Number / Security level: 00.032.349 / 10 Intern

Subject: Inkoopfactuur 09.7334.0001 van boekstoring

Type: Purchase invoice

File name: 6020018600 | 153 KB

Vertaalbureau (991113) - 10/12/2015 10:16:09 AM, Active 10/12/2015 10:16:09 AM

Allocated

Account: /vertaalbureau

Contact name / Job description

Address types / Country: Vist / NL

Address 1

Address 2

Address 3

Postal code / City

Province

Matched

Person

Cost centre

PO/SO

Our ref. Nederlands - Duits

Your ref. Nederlands - Duits

Project number

Payment reference

Serial number

Comments

Preview

6020018600054.pdf

Doc ref	Description	Contract	Order	Start date	320.89
P13352	Partnerovereenkomst			11/03/2018	
	Transactieschets	Overstort	Erreert	Acties	320.89
	Nederlands - Duits	1403.0018	1860	0.00	265.20
	Nederlands - Frans	1403.0018	1860	0.00	55.69
	Nederlands - Engels	1403.0018	1860	0.00	0.00



Close New Edit Match New creditor Creditor Creditor card G/L Card Recurring entries Commitment Authorisers Register code

Jrnl	Description (Jrnl)
60	Purchase

Don't display: VAT Lines

Created by: Rob Heijnen 11/5/2019 11:27:43 AM

Fulf.date	Date	Entry no.	Creditor	Your reference	Cur.	XRate	Amount	Type	Description
11/05/2019	03/24/2018	18600054	991113	09.7334.0001	EUR	1.00000	320.89	Purchase invoice	P13352 Partnerovereenkom

	Date	G/L	G/L - Description	Project code	VAT	Amount	VAT basis	VAT amount	Description
1	03/24/2018	4600	Miscellaneous costs.		2	88.40	88.40	18.56	Nederlands - Duits
2	03/24/2018	1511	VAT to be received		2	18.56	88.40	18.56	Nederlands - Duits
3	03/24/2018	4600	Miscellaneous costs.		2	88.40	88.40	18.56	Nederlands - Engels
4	03/24/2018	1511	VAT to be received		2	18.56	88.40	18.56	Nederlands - Engels
5	03/24/2018	4600	Miscellaneous costs.		2	88.40	88.40	18.57	Nederlands - Frans
6	03/24/2018	1511	VAT to be received		2	18.57	88.40	18.57	Nederlands - Frans
7									
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9									
10									
11									
12									
13									
14									

Insert line Dejeje line

Creditor 991113 / Vertaalbureau  
 Address / Netherlands  
 Bank account NL36RABO0115531548  
 VAT number Unknown (Liable to pay VAT)  
 VAT / G/L / Cur. 2 / 4600 Miscellaneous costs. / EUR  
 Type / Status Supplier / Active

Person  
 Cost centre  
 Cost unit  
 Item cd.  
 Project code

Close Save Delete Entry Activity Related E-mail Print Attachment Import Scan

Number / Security level 00.032.349 10 Intern

Subject Inkoopfactuur 09.7334.0001 van boekstuknu

Type Purchase invoice

File name 6026018600 153 KB

Basics

Attachment Info Vertaalbureau (991113) - 10/12/2015 10:16:09 AM, Active 10/12/2015 10:16:09 AM

Allocated

Account /ertaalbureau

Contact name / Job description

Address types / Country Visit NL

Address 1

Address 2

Address 3

Postal code / City

Province

Matched

Person  
 PO/SO  
 Our ref. Nederlands - Duits  
 Your ref. Nederlands - Duits  
 Project number  
 Payment reference  
 Serial number

Comments

Request for propo... Sales order Service contract Complaints  
 Purchase quotation Receipt Purchase inv... Expense claim

Preview

6026018600054.pdf

Vertaalbureau.nl

Scan Syy B.V.  
 Tax v. de Crediteurenadministratie  
 Hofweg 25  
 2651 XD Nootdorp

Vertaalbureau.nl B.V.  
 Veemkade 32B  
 1017 HD Amsterdam  
 T. 020 419 15 68  
 E. info@vertaalbureau.nl  
 W. www.vertaalbureau.nl

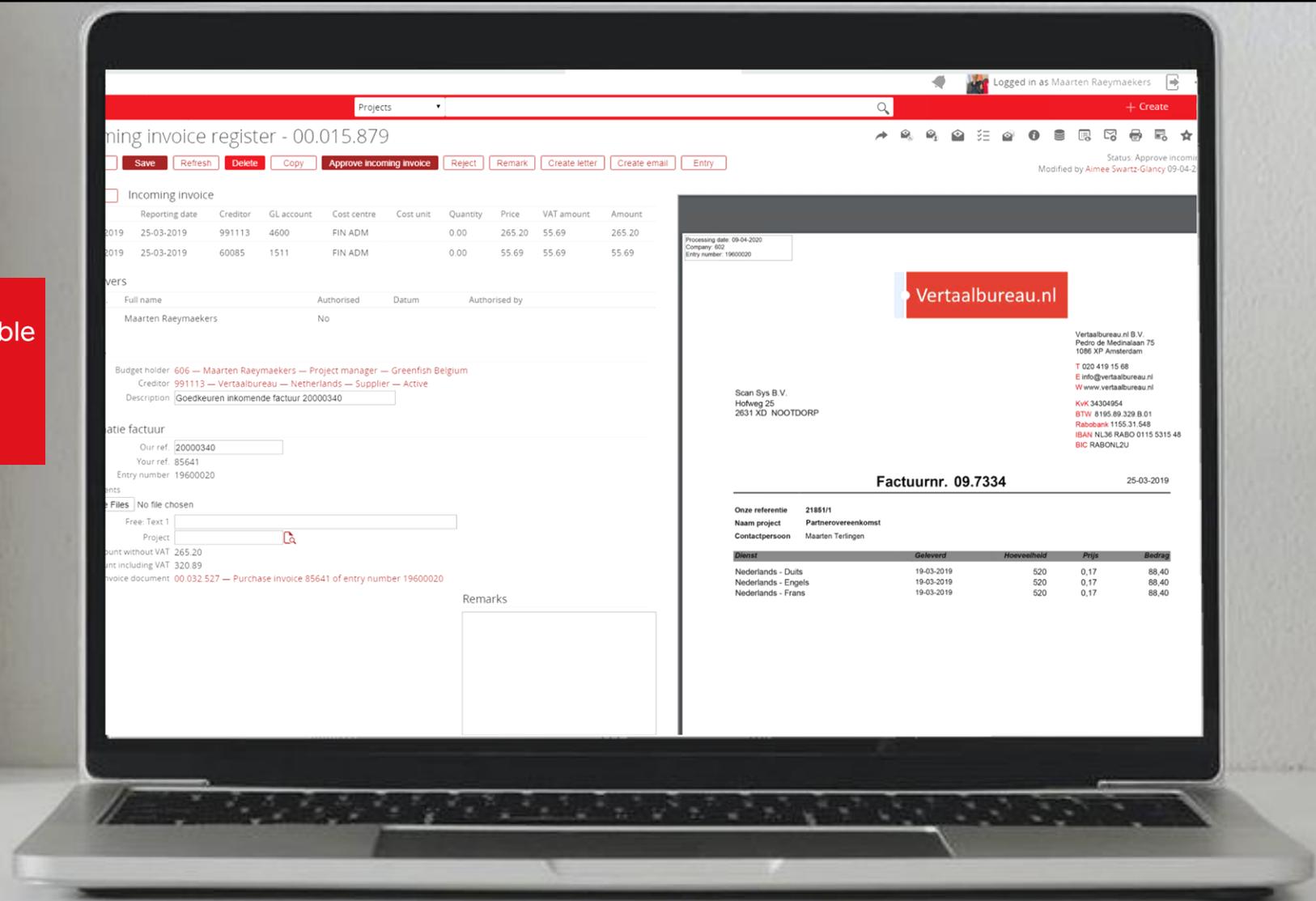
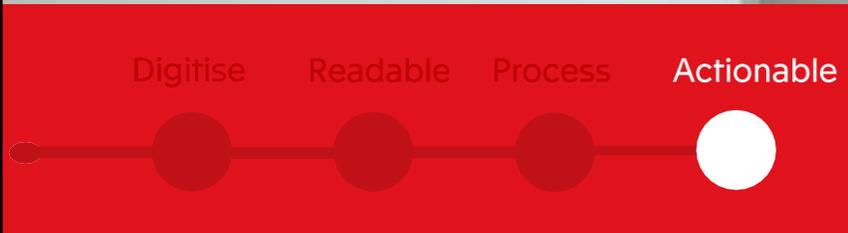
Hvk.3630/954  
 BTW 8145 6V.329 B.01  
 Rabobank 1155 21 548  
 IBAN NL36 RABO 0115 5315 48  
 BIC RABONL2U

Factuur nr. 09.7334 24-03-2018  
 Blz. 1/1  
 Uw BTW-nr.

Onze ref.	Beschrijving	Ontvangen	Uw ref.	Contactpersoon
P13352	Partnerovereenkomst	17-03-2018		
Talcoconmatieservice	Geleverd	Eenheid	Aantal Prijsken. % BTW	Prijz
Nederlands - Duits	19-03-2018	Woord	520 0.17 21	88.40
Nederlands - Engels	19-03-2018	Woord	520 0.17 21	88.40
Nederlands - Frans	19-03-2018	Woord	520 0.17 21	88.40
			Jobtotaal	265.20
	Subtotaal		EUR	265.20
	BTW		EUR	55.69
			EUR	320.89

Gelieve het totaalbedrag o.v.v. ons factuurnummer binnen 30 na factuurdatum te voldoen. Bij overschrijving van de betaaltermijn wordt de wettelijke rente in rekening gebracht.

Bankrelatie: Rabobank 1155 31 548



Incoming invoice register - 00.015.879

Save Refresh Delete Copy Approve incoming invoice Reject Remark Create letter Create email Entry

Incoming invoice

	Reporting date	Creditor	GL account	Cost centre	Cost unit	Quantity	Price	VAT amount	Amount
2019	25-03-2019	991113	4600	FIN ADM		0.00	265.20	55.69	265.20
2019	25-03-2019	60085	1511	FIN ADM		0.00	55.69	55.69	55.69

Users

Full name	Authorised	Datum	Authorised by
Maarten Raeymaekers	No		

Budget holder: 606 — Maarten Raeymaekers — Project manager — Greenfish Belgium  
 Creditor: 991113 — Vertaalbureau — Netherlands — Supplier — Active  
 Description: Goedkeuren inkomende factuur 20000340

Inkomende factuur

Our ref: 20000340  
 Your ref: 85641  
 Entry number: 19600020

Attachments: No file chosen

Free Text 1:

Project:

Amount without VAT: 265.20  
 Amount including VAT: 320.89  
 Invoice document: 00.032.527 — Purchase invoice 85641 of entry number 19600020

Remarks

Vertaalbureau.nl

Processing date: 09-04-2020  
 Company: 602  
 Entry number: 19600020

Vertaalbureau.nl B.V.  
 Pedro de Medinalaan 75  
 1086 XP Amsterdam  
 T 020 419 15 68  
 E info@vertaalbureau.nl  
 W www.vertaalbureau.nl

Scan Sys B.V.  
 Hofweg 25  
 2631 XD NOOTDORP

KvK 34304954  
 BTW 8195 89 329 B 01  
 Rabobank 1155 31 548  
 IBAN NL36 RABO 0115 5315 48  
 BIC RABONL2U

---

**Factuurnr. 09.7334** 25-03-2019

Onze referentie: 21851/1  
 Naam project: Partnerovereenkomst  
 Contactpersoon: Maarten Terlingen

Dienst	Geleverd	Hoeveelheid	Prijs	Bedrag
Nederlands - Duits	19-03-2019	520	0,17	88,40
Nederlands - Engels	19-03-2019	520	0,17	88,40
Nederlands - Frans	19-03-2019	520	0,17	88,40



# Incoming invoice register - 00.015.879

Status: Approve incoming invoice  
Modified by Aimee Swartz-Glancy 09-04-2020 13:19

- X Close
- Save
- Refresh
- Delete
- Copy
- Approve incoming invoice
- Reject
- Remark
- Create letter
- Create email
- Entry

more Incoming invoice

Date	Reporting date	Creditor	GL account	Cost centre	Cost unit	Quantity	Price	VAT amount	Amount
25-03-2019	25-03-2019	991113	4600	FIN ADM		0.00	265.20	55.69	265.20
25-03-2019	25-03-2019	60085	1511	FIN ADM		0.00	55.69	55.69	55.69

### Approvers

Seq. no.	Full name	Authorised	Datum	Authorised by
1	Maarten Raeymaekers	No		

### Relatie

Budget holder: **606 — Maarten Raeymaekers — Project manager — Greenfish Belgium**  
 Creditor: **991113 — Vertaalbureau — Netherlands — Supplier — Active**  
 Description:

### Informatie factuur

Our ref:   
 Your ref: **85641**  
 Entry number: 19600020

### Attachments

Choose Files No file chosen  
 Free: Text 1   
 Project  

Amount without VAT: 265.20  
 Amount including VAT: 320.89  
 Invoice document: **00.032.527 — Purchase invoice 85641 of entry number 19600020**

### Remarks

Processing date: 09-04-2020  
 Company: 602  
 Entry number: 19600020



Scan Sys B.V.  
 Hofweg 25  
 2631 XD NOOTDORP

Vertaalbureau.nl B.V.  
 Pedro de Medinalaan 75  
 1086 XP Amsterdam  
 T 020 419 15 68  
 E info@vertaalbureau.nl  
 W www.vertaalbureau.nl  
 KvK 34304954  
 BTW 8195.89.329.B.01  
 Rabobank 1155.31.548  
 IBAN NL36 RABO 0115 5315 48  
 BIC RABONL2U

**Factuurnr. 09.7334** 25-03-2019

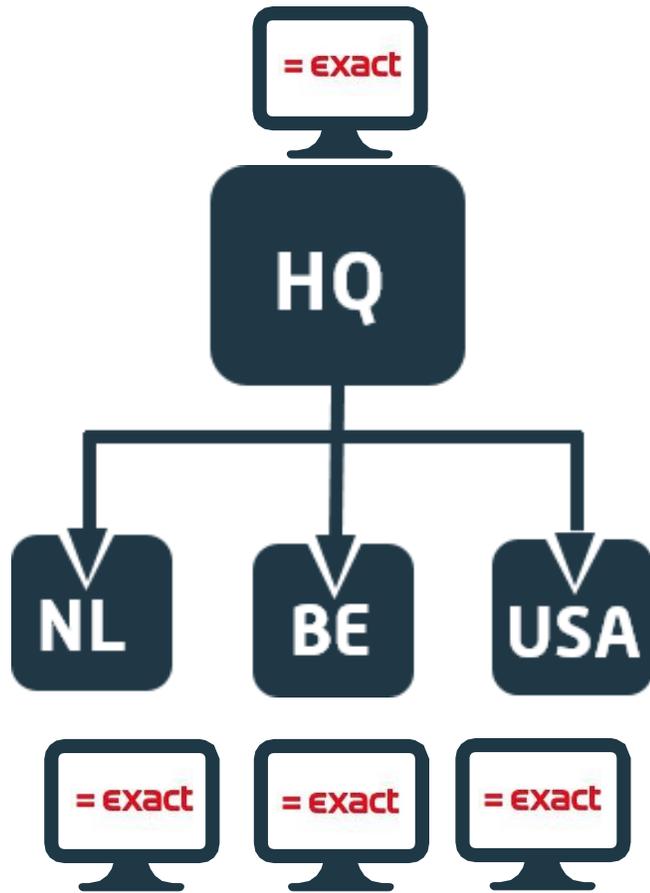
**Onze referentie** 21851/1  
**Naam project** Partnerovereenkomst  
**Contactpersoon** Maarten Terlingen

Dienst	Geleverd	Hoeveelheid	Prijs	Bedrag
Nederlands - Duits	19-03-2019	520	0,17	88,40
Nederlands - Engels	19-03-2019	520	0,17	88,40
Nederlands - Frans	19-03-2019	520	0,17	88,40

[Back to Mid-Market](#)



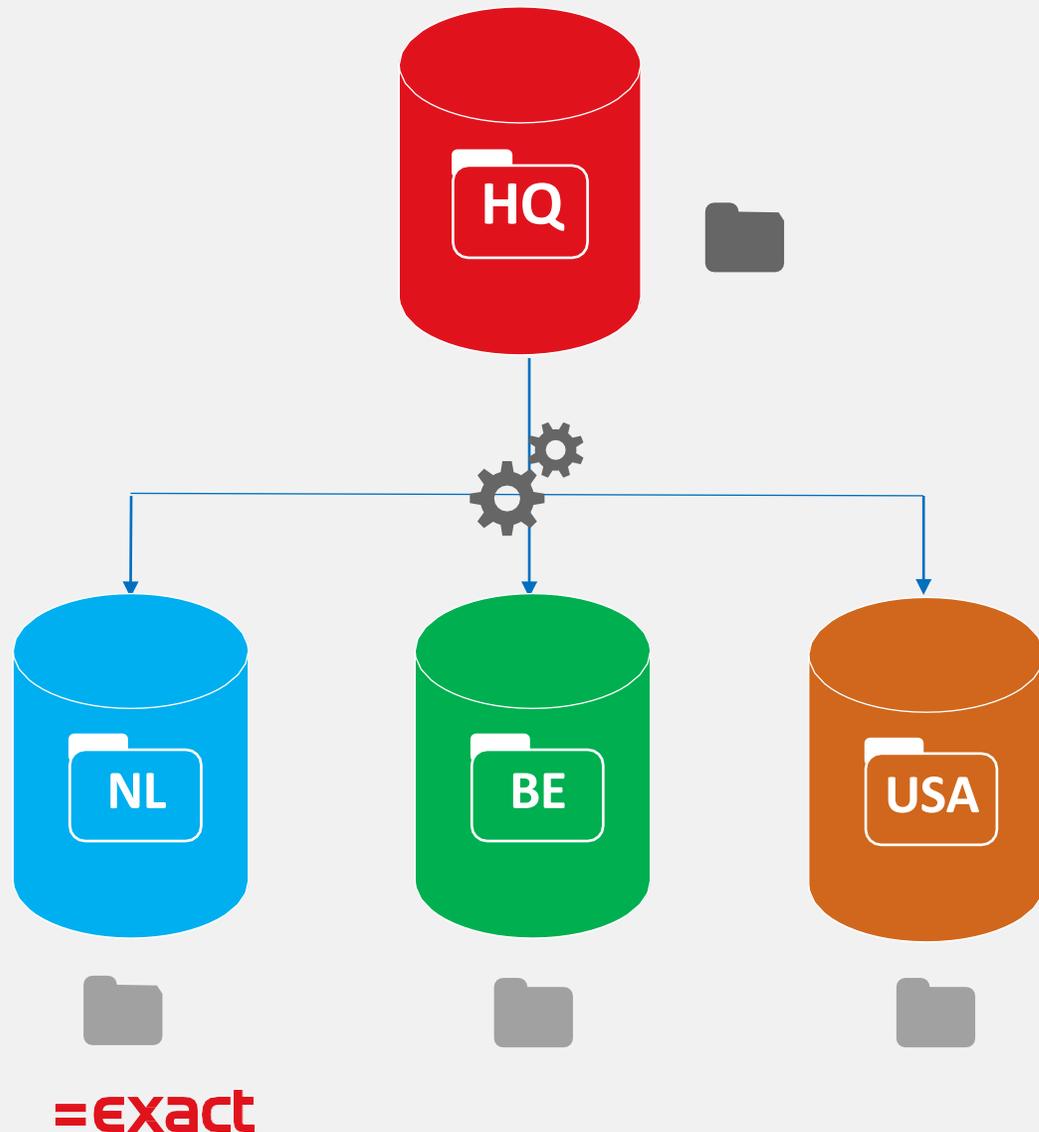
**One Solution**



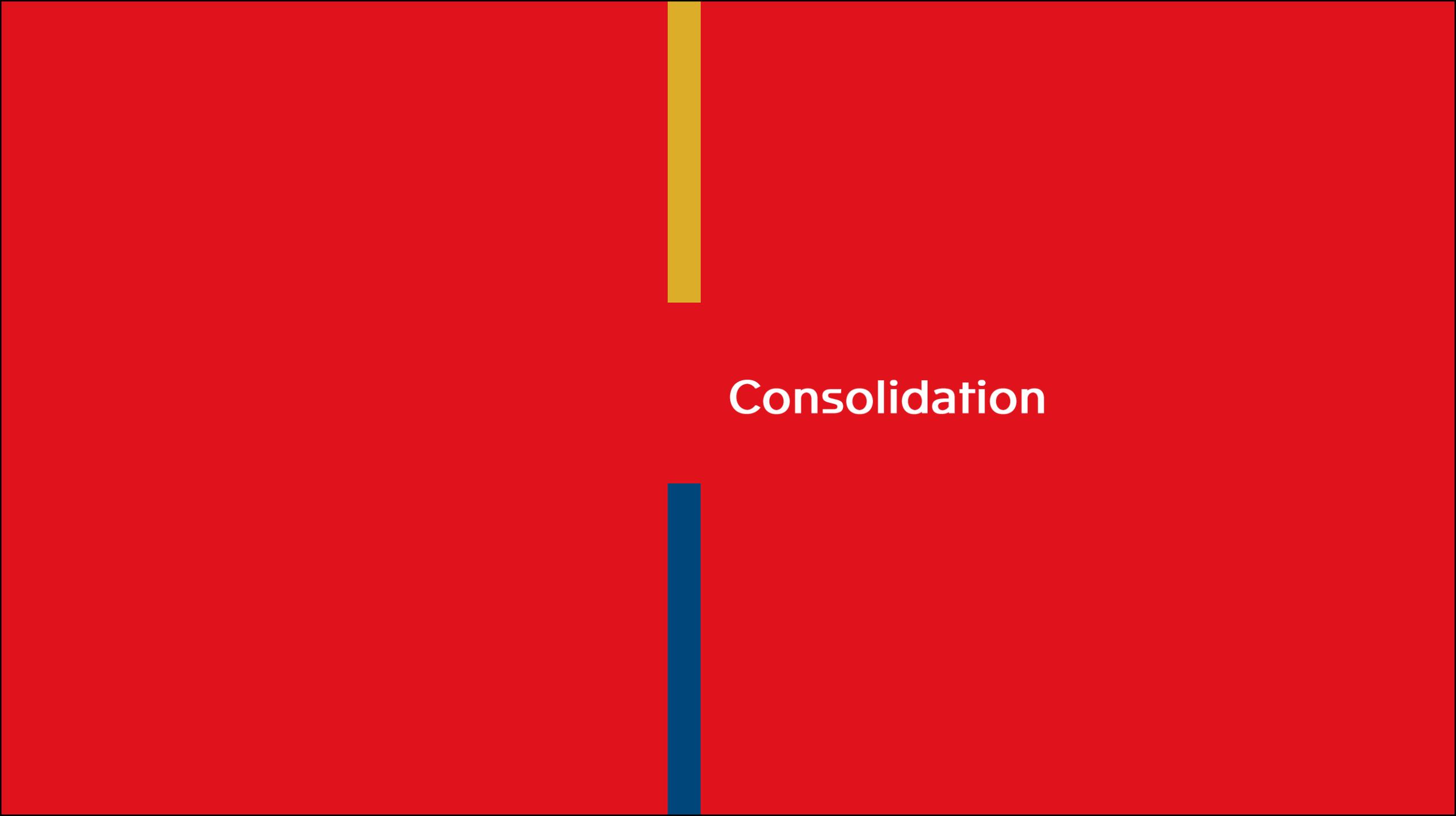
With one solution data integrity becomes the new standard.

=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

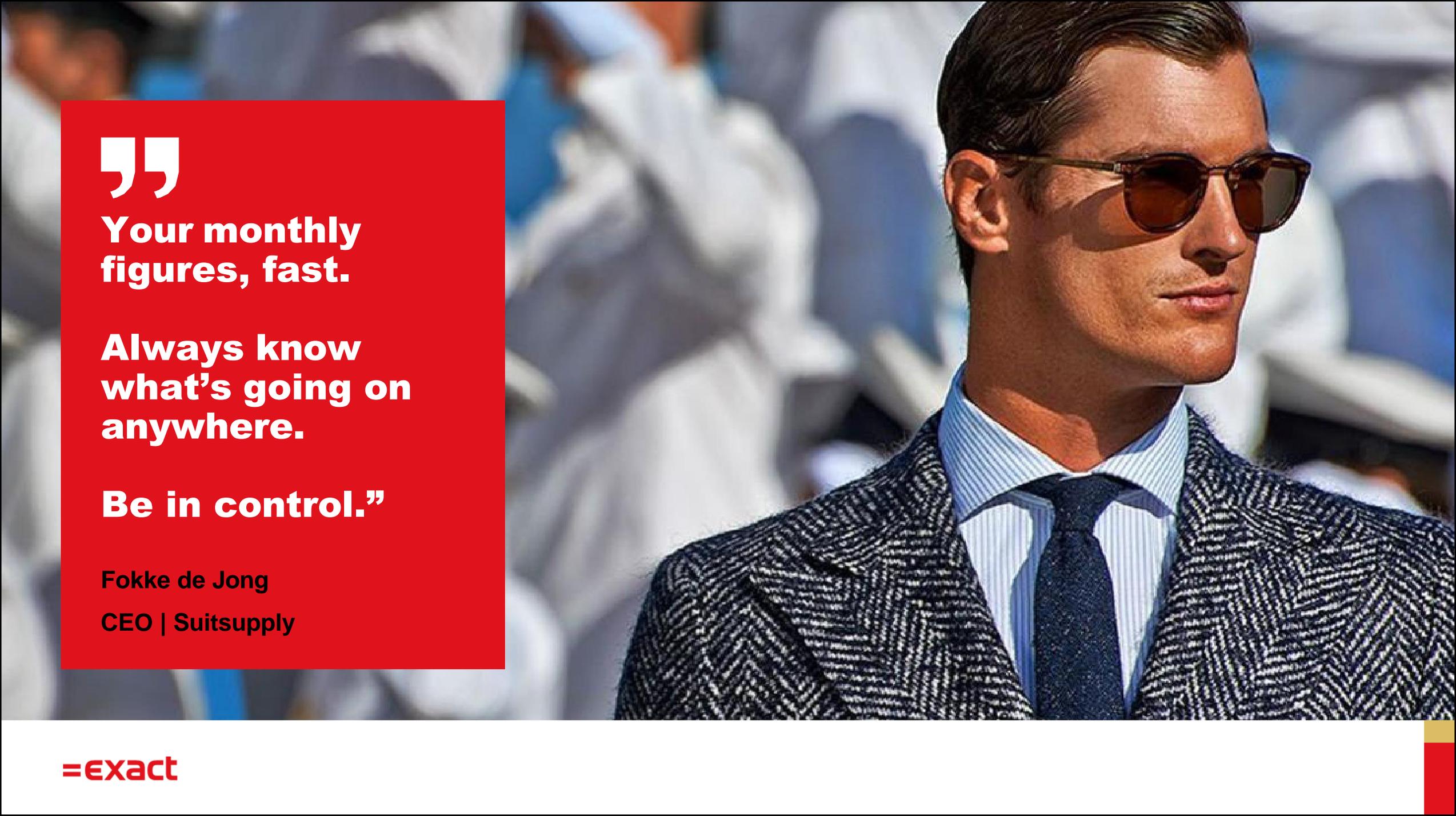
HQ vs. NL

Threshold value for display: 1,000.00

Proportional consolidation

Account	Dec 18	
<b>To post:</b>		
▼ HQ	1,412,000.00	C
1130 Accounts Receiva...	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**

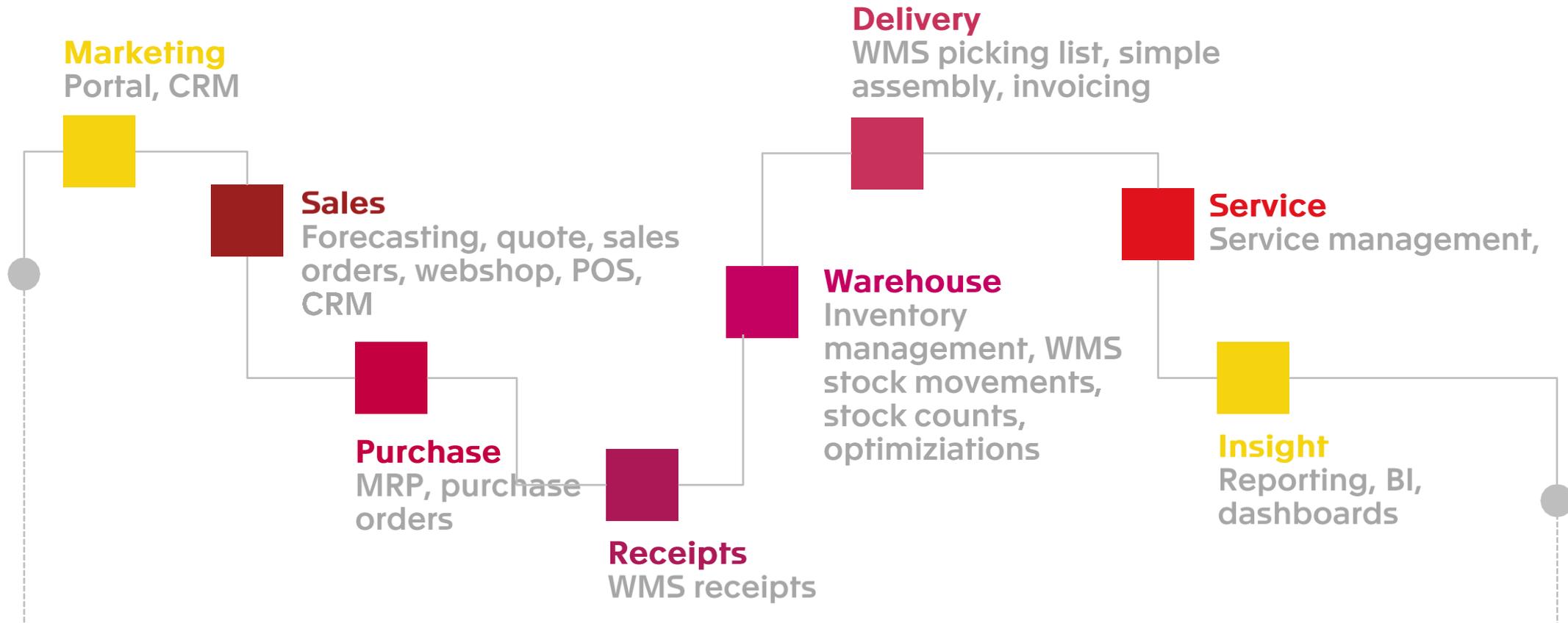
**Logistics**



# Global operating standards

Finance, consolidatie, CRM, in meerdere landen

HRM, Salaris & BPM





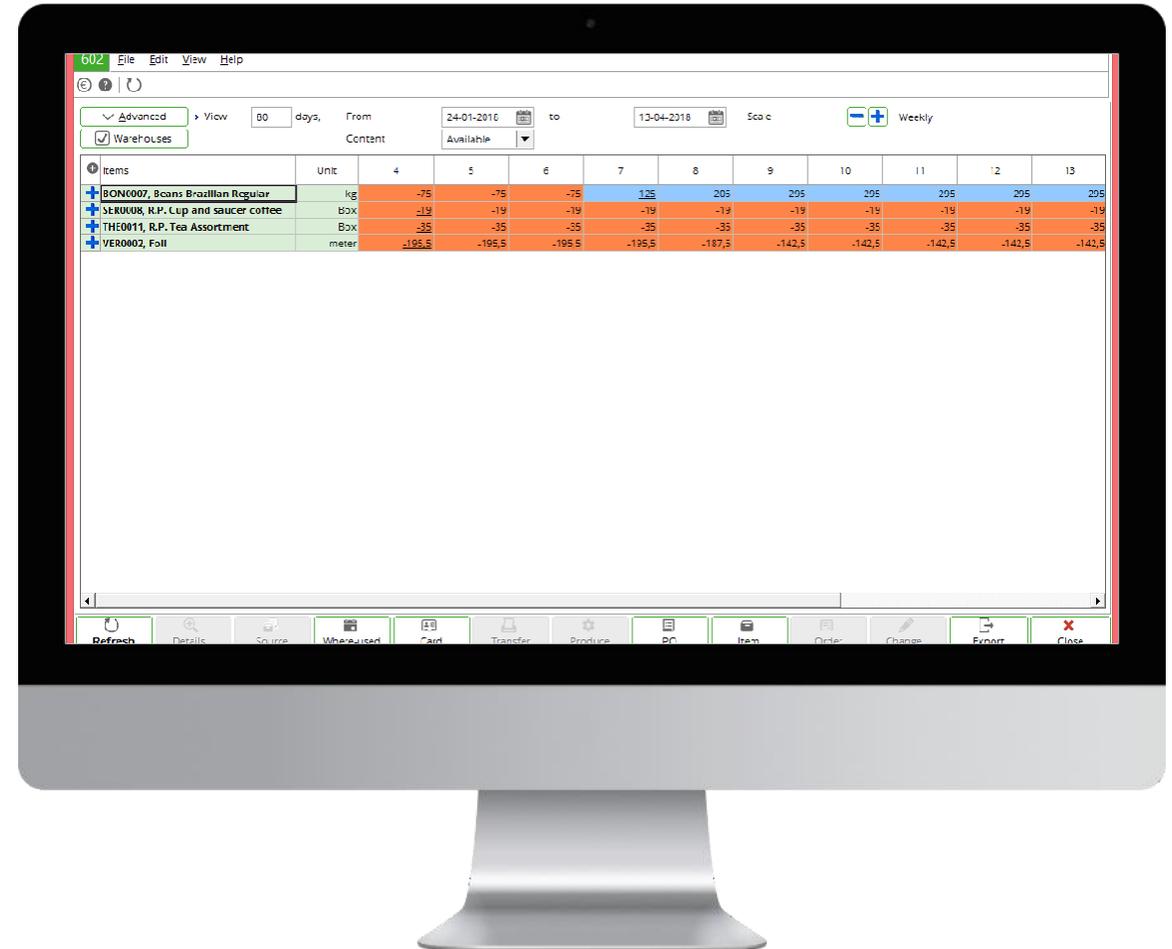
# The right products on time! With MRP

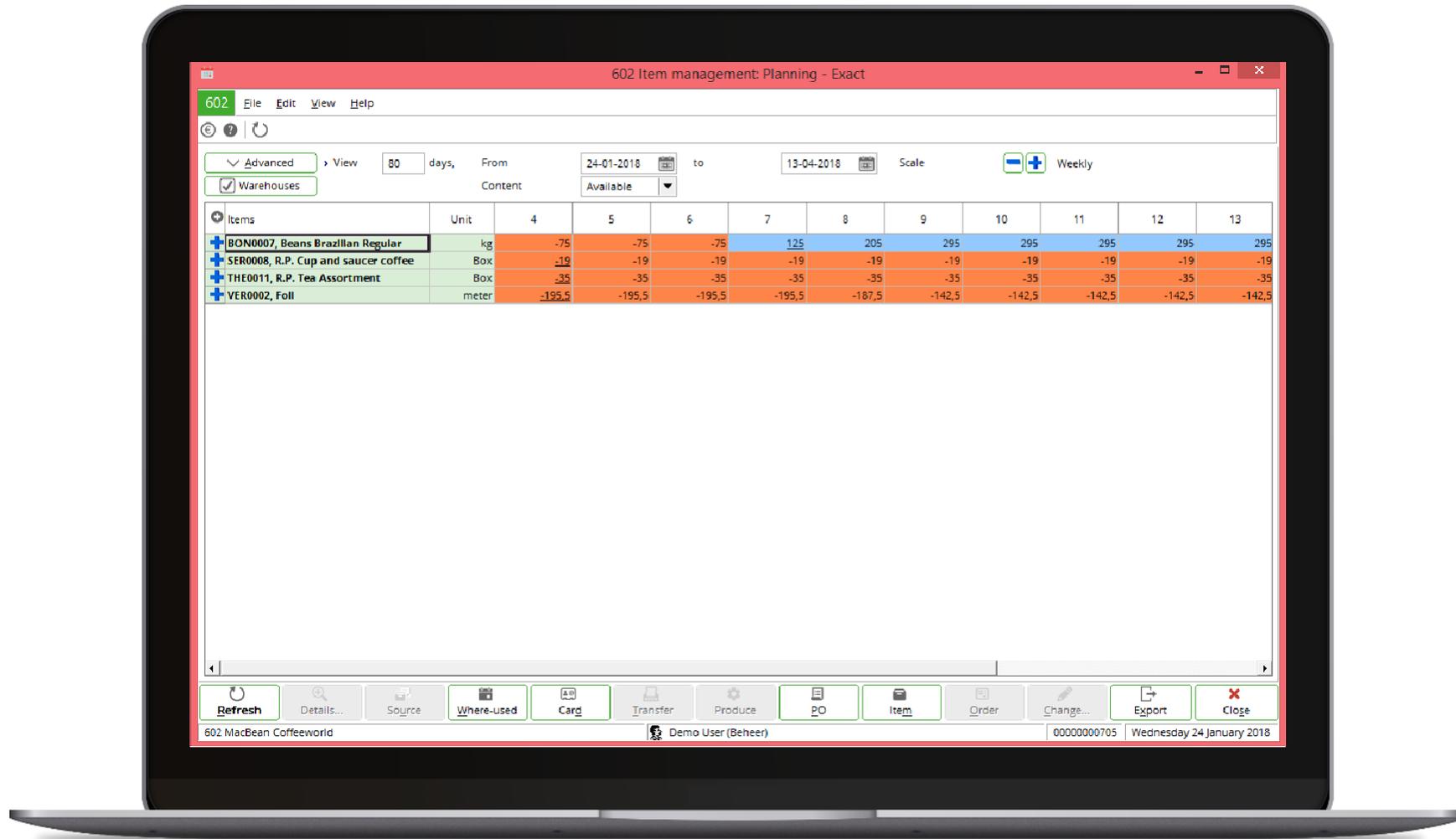
## Always insight into:

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

## Anticipate directly by

- + Ordering
- + Planning new production orders





# EDI Gateway

Stay connected

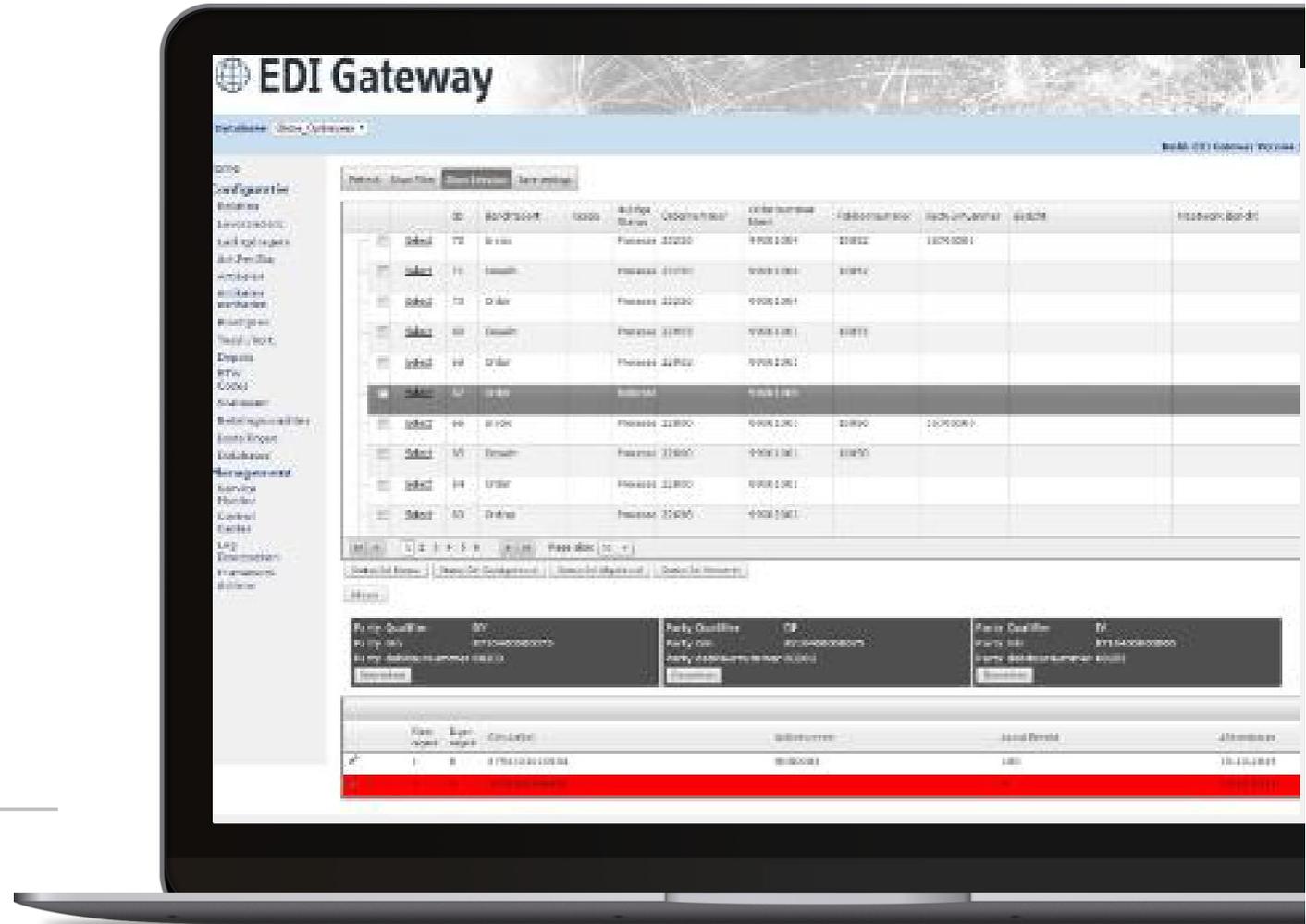
Connectivity becomes a more and more essential part of business.

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

Optimizers



=exact



Exact copyright

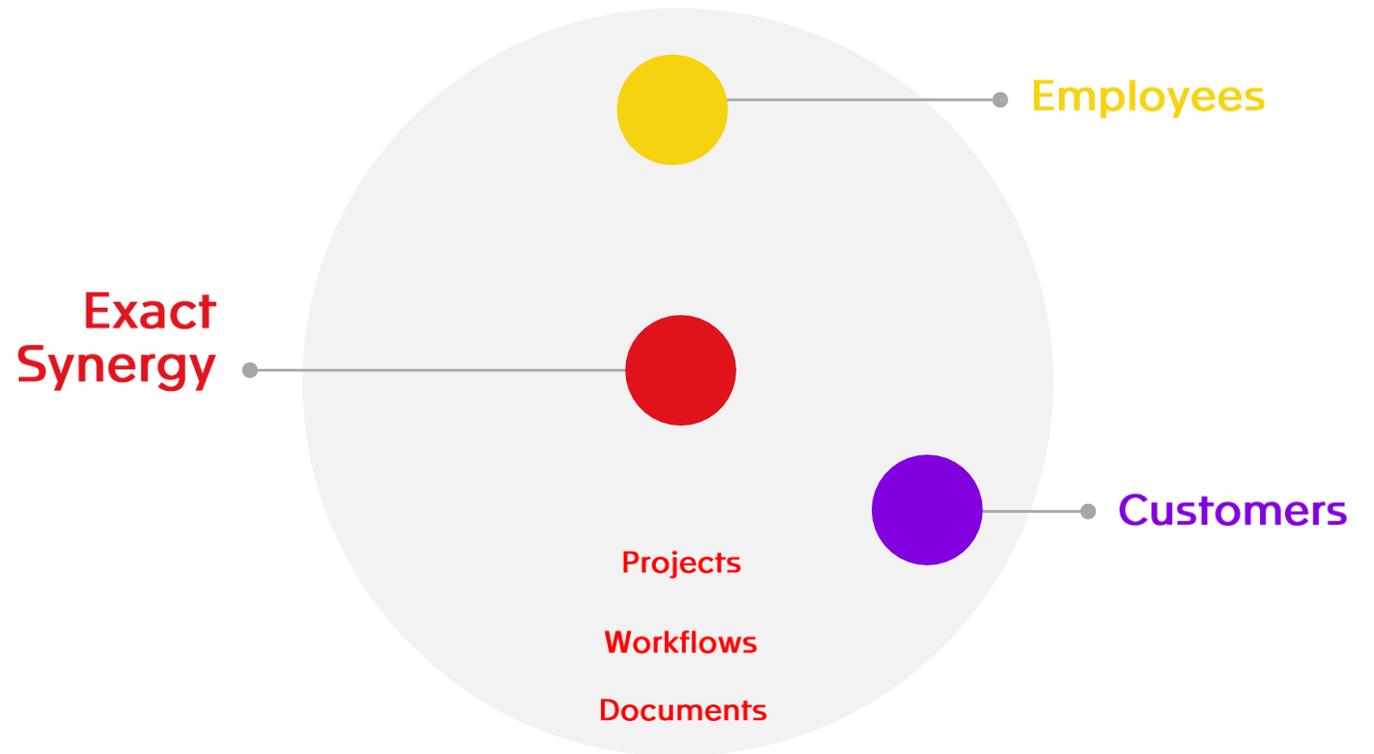


**Exact Synergy**  
**Business process management**

**=exact**

# 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



# 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.



# 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



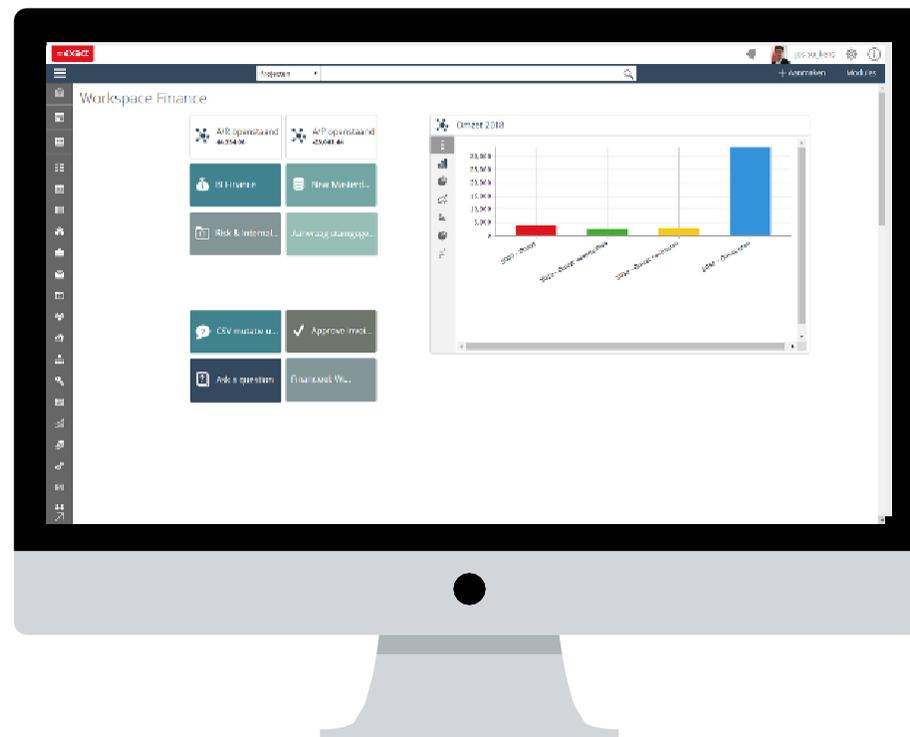
## Quality

Uniform method for all your processes



## Ecosystem

Extensive partner ecosystem for optimal support



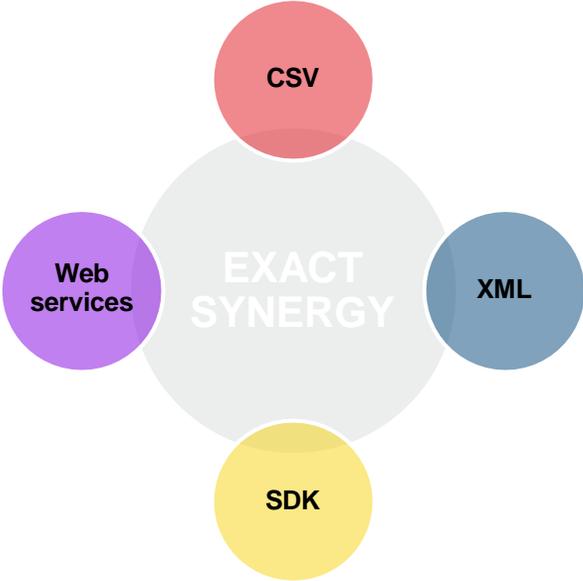
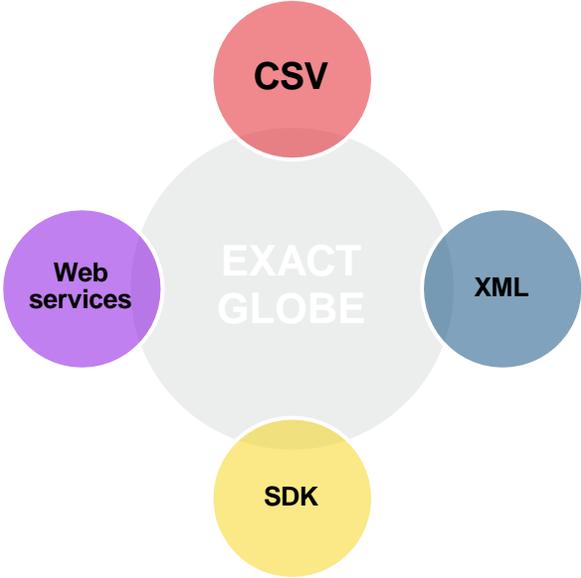


**=exact**

**Connectivity**



# Interfacing



# Connectivity DNA

- + XML / CSV

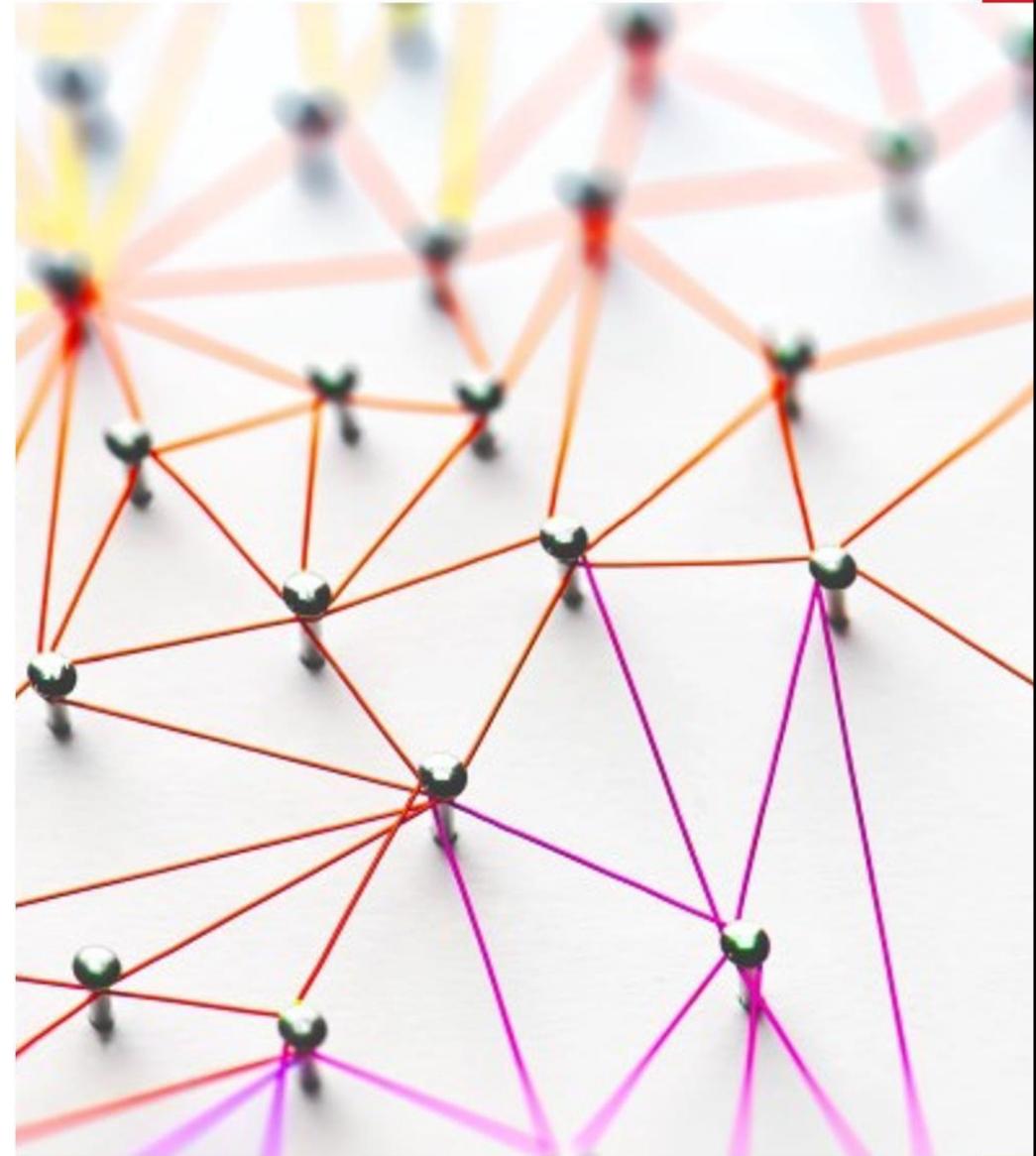
Data exchange via XML/CSV files

- + Web services / Entity services

Data exchange via SOAP or REST services

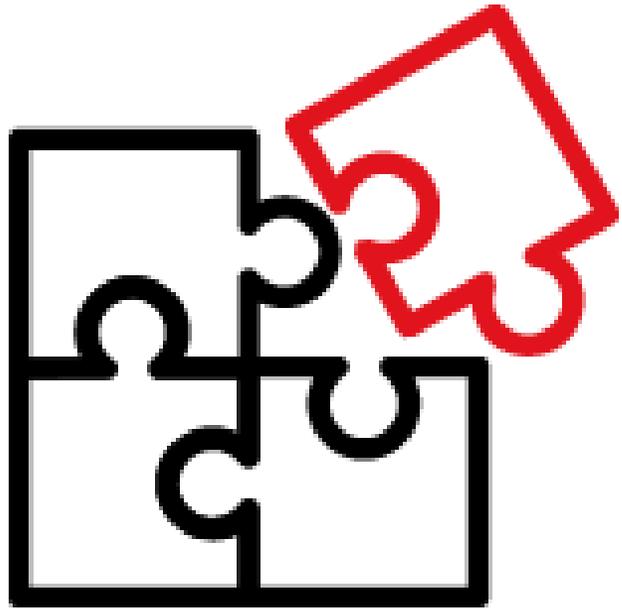
- + Exact Globe / Exact Synergy SDK

To create adjustments and or extensions on the existing standard functionality of Exact Globe and/or Exact Synergy

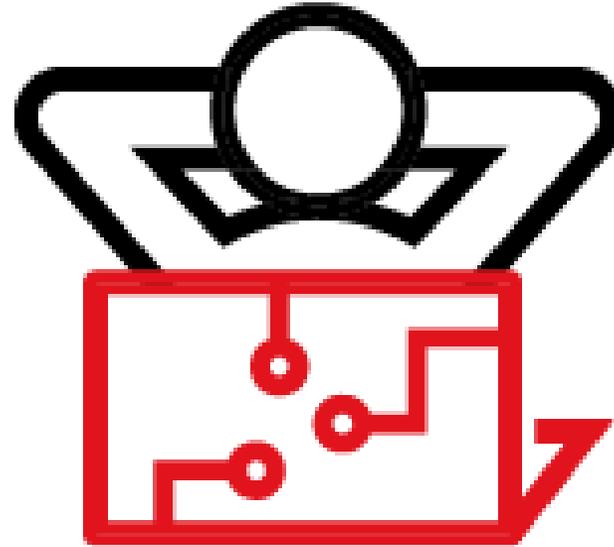




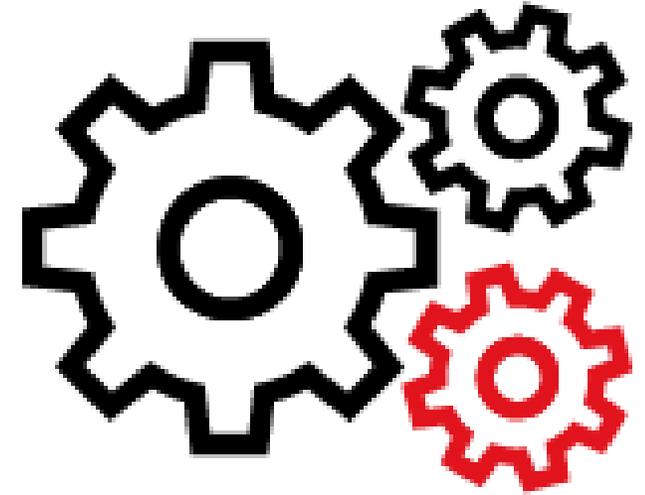
**Exact RPA**



Connects systems



Provides insight in data



Automates processes

RPA connects systems



# 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	✗	✓	✗

**RPA: insight in data**  
**Share & interact**



# Embed views in Synergy

- Entity cards
- Workflows
- Workspaces

Accounts ▾

## FYI Order information - New

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

<b>Create</b>	Realise
Maarten Raeymaekers 09-10-2020 12:51	Person

General Sales orders

Order number ^v	Debtor name ^v	Order date ^v	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 Muntsss	13-04-2011	PO:
20004	Ikke a la Muntsss	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. Vlemmiks	01-02-2011	Bes
20030	Pizzeria Vesuvius	02-02-2011	Bes
20032	Cafe de Lantaarn	04-02-2011	Bes

...les04/Synergyanywhere/docs/WfiRequest.aspx?PSAResultType=0&RemarkEmpID...

RPA automates processes





# Exact RPA

# Exact RPA

powered by GLM Systems

## Integration

 Providers integration

 Mappings

## Views

 View overview

## Rules

 Rule overview

 Rule

 Rule log

 Examples: page



+ Customer case

=exact



# 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

# Job - 00.411.830

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

Status: Approved  
Modified by Mika Wouters 16-06-2020 12:00

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](#)

Job number 1579 — Rep-Pump Blackmer FrM 200x150-500  
 Parent Job number   
 Status **Service Work in progress**  
 Account 300155 — Kalgoorlie Consolidated Goldmines — Australia — Customer — Active  
 Contact   
 Sales Rep 30  Andrew Baines — Sales Staff — Australia Pty Ltd  
 Description Rep-Pump Blackmer FrM 200x150-500

Type Pump  
 Item REP-CENT-BLACKMER SYSTEM ONE  Repair - Blackmer System One Process Pump  
 Version 137  FrM 200x150-547 2507/CF8M/CF8M

Serial number  [New serial number](#)  
 Old Job No.  [Related Repair Job](#)  
 Intake date 06-05-2020  
 End date - -  
 Customer Order Number RFQ 47188  
 OGA / Request for quote number RFQ 47188

## Follow up actions

Process medium [New Catalogue Item](#)

[Strip down production order and check sheet](#) [Quotation](#) [Reassembly production order and check sheet](#) [Inspection Charge](#) [Re-assembly purchase order](#) [AdHoc purchase order](#)

Test required   
 Customer report required   
 Review required

## Linkage

Stripdown/Inspection 00.411.832  Pump Check Sheet A — Rep-Pump Blackmer FrM 200x150-500

Production order PR0800010704  200x150-500 Fr.M

# 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

Status: Ap Modified by Mika Wouters 16-06-2020

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	



# Job - 00.411.830



- [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 %	-	-

# Job - 00.411.830

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

Status: Approved  
Modified by [Mika Wouters](#) 16-06-2020 12:00

<b>Create</b>	<b>Process</b>
Chris Romelin 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](#)

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	✓

Requests

# Job - 00.411.830

- 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

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

# Purchase order - 00.414.032

X Close Save Refresh Copy Reopen

Status: Appro Modified by Tyson Walls 16-06-2020 11:

Create	Approve
Chris Romein 16-06-2020 11:13	Chris Romein 16-06-2020 11:13

Job request Job — Rep-Pump Blackmer FrM 200x150-500  
 Project 1579 — Rep-Pump Blackmer FrM 200x150-500  
 Supplier  
 Person 30 — Andrew Baines — Sales Staff — Australia Pty Ltd  
 Description Reassembly - Rep-Pump Blackmer FrM 200x150-500  
 Requested date 16-06-2020  
 Purchase order number 50030552  
 Production order number Rep-Pump Blackmer FrM 200x150-500

Generate PO Item	Item Description	Stock	Quantity	Unit Price	Supplier
1 No NEWITEM <a href="#">New Item</a>	New Item	-276.00	5,132.00	5,132.00	J Blackwood & Son Limited <a href="#">New Item</a>
2 No NEWITEM <a href="#">New Item</a>	New Item	-276.00	448.00	448.00	J Blackwood & Son Limited <a href="#">New Item</a>
3 No NEWITEM <a href="#">New Item</a>	New Item	-276.00	316.00	316.00	J Blackwood & Son Limited <a href="#">New Item</a>
4 No NEWITEM <a href="#">New Item</a>	New Item	-276.00	278.00	278.00	J Blackwood & Son Limited <a href="#">New Item</a>
5 No NEWITEM <a href="#">New Item</a>	New Item	-276.00	400.00	400.00	J Blackwood & Son Limited <a href="#">New Item</a>
6 No XS-BOSNAR <a href="#">External Services and Labour</a>	External Services and Labour	431,632.94	2,800.00	2,800.00	Bosnar Engineering Pty Ltd <a href="#">External Services and Labour</a>
7 No XS-BOSNAR <a href="#">External Services and Labour</a>	External Services and Labour	431,632.94	369.00	369.00	Bosnar Engineering Pty Ltd <a href="#">External Services and Labour</a>



# Pump Check Sheet A - 00.411.832



[Close](#) [Save](#) [Refresh](#) [Copy](#) [Create letter](#) [Create email](#) [Save + Open](#)

Create	Assign	Realise	Process
Chris Romeijn 06-05-2020 11:44	Antoine de Groot 07-05-2020 20:08	Marc Sanders 08-05-2020 14:54	Antoine de Groot 11-05-2020 11:09

[Default section](#)
[Hour Section](#)
[Drawing Section](#)
[Attachment](#)
[Damage Codes](#)
[Repair Codes](#)
[Job photos](#)
[Team leader review](#)

Production Order PR0800010704

PrO Serial

Start date 06-05-2020

End date 06-05-2020

### Hours Section

	Date	Hours	Resource	Hour Item
1	06-05-2020	5	66  66 — Marc Sanders	TS1  TS1 — Technician (Senior) Labour.
2	07-05-2020	2	66  66 — Marc Sanders	TS1  TS1 — Technician (Senior) Labour.
3	- -			

### Technician comments

[Dhananjay 06-05-2020 21:15 (GMT +08:00)]  
Stripped down pump, sandblasting, prep. for painting.

[Dhananjay 06-05-2020 21:15 (GMT +08:00)]  
Sandblasting and report writing.

# Pump Check Sheet A - 00.411.832

X Close Save Refresh Copy Create letter Create email Save + Open

Status: Process Modified by Matthew Mason 11-05-2020 11:09

Create	Assign	Realise	Process
Chris Romein 06-05-2020 11:44	Antoine de Groot 07-05-2020 20:08	Marc Sanders 08-05-2020 14:54	Antoine de Groot 11-05-2020 11:09

Default section Hour Section Drawing Section Attachment Damage Codes Repair Codes Job photos Team leader review

### Document Photos

No files selected.

### Pump disassembly photos

No files selected.

- [20200506\\_163539.jpg\(2.0 MB\)](#)
- [20200506\\_180013.jpg\(2.5 MB\)](#)
- [20200506\\_163035.jpg\(2.5 MB\)](#)
- [20200506\\_151203.jpg\(2.5 MB\)](#)
- [20200506\\_151231.jpg\(2.4 MB\)](#)
- [20200506\\_163552.jpg\(2.3 MB\)](#)
- [20200506\\_202926.jpg\(2.2 MB\)](#)
- [20200506\\_151139.jpg\(2.4 MB\)](#)
- [20200506\\_162316.jpg\(2.5 MB\)](#)
- [20200506\\_162231.jpg\(2.4 MB\)](#)
- [20200506\\_201717.jpg\(2.6 MB\)](#)
- [20200506\\_163132.jpg\(2.6 MB\)](#)
- [20200506\\_165326.jpg\(2.4 MB\)](#)
- [20200506\\_172451.jpg\(2.5 MB\)](#)
- [20200506\\_163509.jpg\(2.7 MB\)](#)
- [20200506\\_151152.jpg\(2.5 MB\)](#)
- [20200506\\_163502.jpg\(2.8 MB\)](#)
- [20200506\\_163532.jpg\(2.0 MB\)](#)
- [20200506\\_163004.jpg\(2.4 MB\)](#)
- [20200506\\_151214.jpg\(2.4 MB\)](#)
- [20200506\\_170447.jpg\(2.1 MB\)](#)
- [20200506\\_182759.jpg\(2.3 MB\)](#)
- [20200506\\_163359.jpg\(2.2 MB\)](#)
- [20200506\\_202952.jpg\(2.1 MB\)](#)
- [20200506\\_183047.jpg\(2.2 MB\)](#)
- [20200506\\_170422.jpg\(2.0 MB\)](#)
- [20200506\\_203104.jpg\(2.3 MB\)](#)
- [20200506\\_151146.jpg\(2.2 MB\)](#)
- [20200506\\_162951.jpg\(3.1 MB\)](#)
- [20200506\\_154414.jpg\(2.3 MB\)](#)
- [20200506\\_182736.jpg\(2.3 MB\)](#)
- [20200506\\_170505.jpg\(2.0 MB\)](#)
- [20200506\\_201705.jpg\(2.7 MB\)](#)
- [20200506\\_163153.jpg\(2.7 MB\)](#)
- [20200506\\_154701.jpg\(2.2 MB\)](#)
- [20200506\\_165313.jpg\(2.4 MB\)](#)
- [20200506\\_203001.jpg\(2.1 MB\)](#)
- [20200506\\_154403.jpg\(2.9 MB\)](#)
- [20200506\\_163450.jpg\(2.4 MB\)](#)

### Pump base photos

No files selected.

### Mechanical seal disassembly photos

No files selected.

### Mechanical seal assembly photos

No files selected.

### Other equipment disassembly photos

No files selected.

### Pump assembly photos

No files selected.

### Electric motor photos

No files selected.

### Packaging photos

No files selected.

# Pump Check Sheet A - 00.411.832

[Close](#) [Save](#) [Refresh](#) [Copy](#) [Create letter](#) [Create email](#) [Save + Open](#)

Status: Pr  
Modified by [Matthew Mason](#) 11-05-20

Create	Assign	Realise	Process
Chris Romein 06-05-2020 11:44	Antoine de Groot 07-05-2020 20:08	Marc Sanders 08-05-2020 14:54	Antoine de Groot 11-05-2020 11:09

Default section    Hour Section    Drawing Section    Attachment    Damage Codes    Repair Codes    Job photos    Team leader review

## Power End

- Corrosion (Chemical attack)
- Physical Damage
- Overheated
- Erosion (Physical Attack)
- Normal Wear and Tear

## Wet End

- Corrosion (Chemical attack)
- Physical damage
- Blocked/Ragged
- Erosion (Physical attack)
- Normal Wear anrd Tea

## Frame Adapter

- Corrosion (Chemical attack)
- Physical damage
- Erosion (Physical attack)
- Normal Wear and Tear

## Drivers and Guards

- Corrosion (Chemical attack)
- Physical damage
- Erosion (Physical attack)
- Normal Wear and Tear
- Corrosion (Chemical attack)
- Physical damage
- Erosion (Physical attack)
- Normal Wear and Tear

## Damage Details / Comments

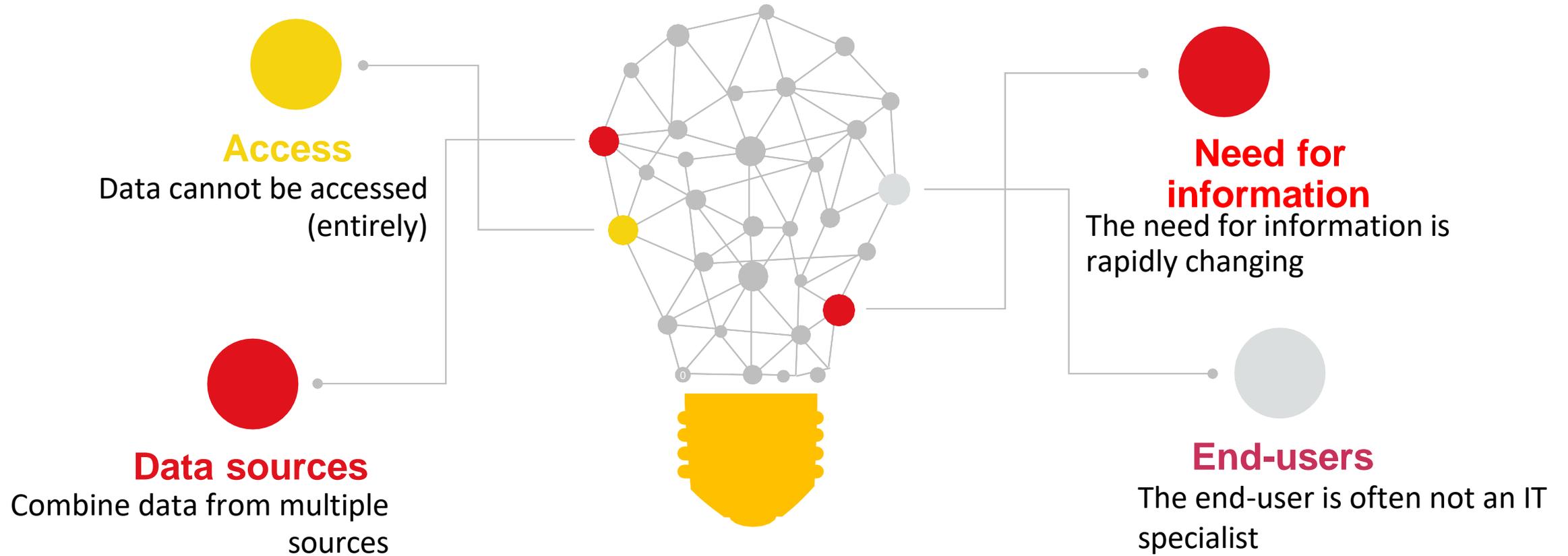
[Dhananjay Sampat] 07-05-2020 14:39 (GMT +08:00)]  
 Before the stripping, found the shaft snapped at the nut impeller.  
 There was no woodruff key.  
 Found impeller rubbed deeply to the volute



**=exact**

**BI**

# Challenges



=Exact

## Important links >>

 Presales servers

 Markets

 Competitor battle cards

 Knowledge base

 My apps Dashboard

 OneDrive team

 Products

 Release notes

 Bing AI

 Mockaroo

## KPI / Reporting >>

  
Our numbers  
Powerbi

 Presales Chatter requests

 Won IBC  
186,579.08

 License - SOP  
1,021,004.89

 Presales events

12  
Demo's 20...

34  
# Open IB...

 EPC - SOP  
142,644.50

  
Numbers  
Qlik

  
Reporting services  
reports MM

Dutch English French German Polish Spanish

2015 2016 2017 2018

Q1 Q2 Q3 Q4

Jan Feb Mar Apr Mei Jun Jul Aug Sep Okt Nov Dec

Project status

Project type

Database

602 - MacBean Coffeeworld

702 - ITP Groep

macbean - Synergy

Employee Group

Horeca

Operations

Production & delivery

Sales & Marketing

Service

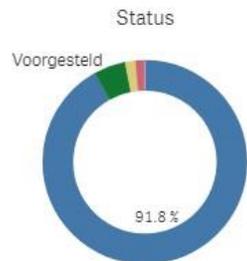
Cost center

Project manager



Project count 2018 5  
Project count 2017 129

Project count/Status



Revenue 2018 € 2.500.000  
Revenue 2017 € 1.680.671

Project count/Project manager

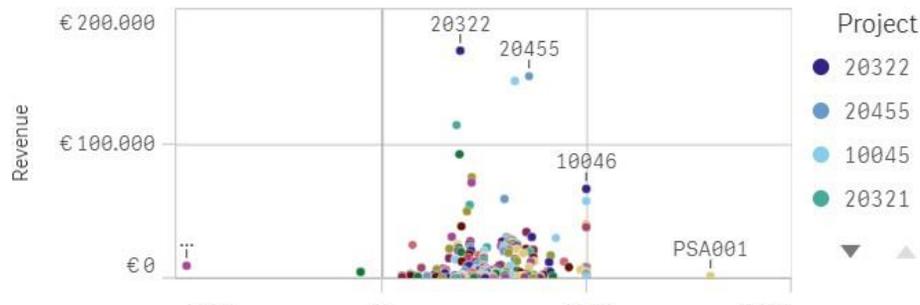


Margin 2018\*\*  
Margin 2017 57,0%

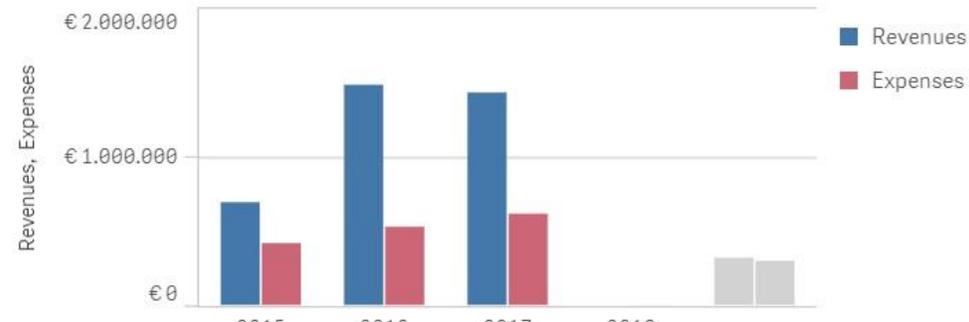
Project count/Project type



Profitability/Project



Revenue, Expenses, Budget



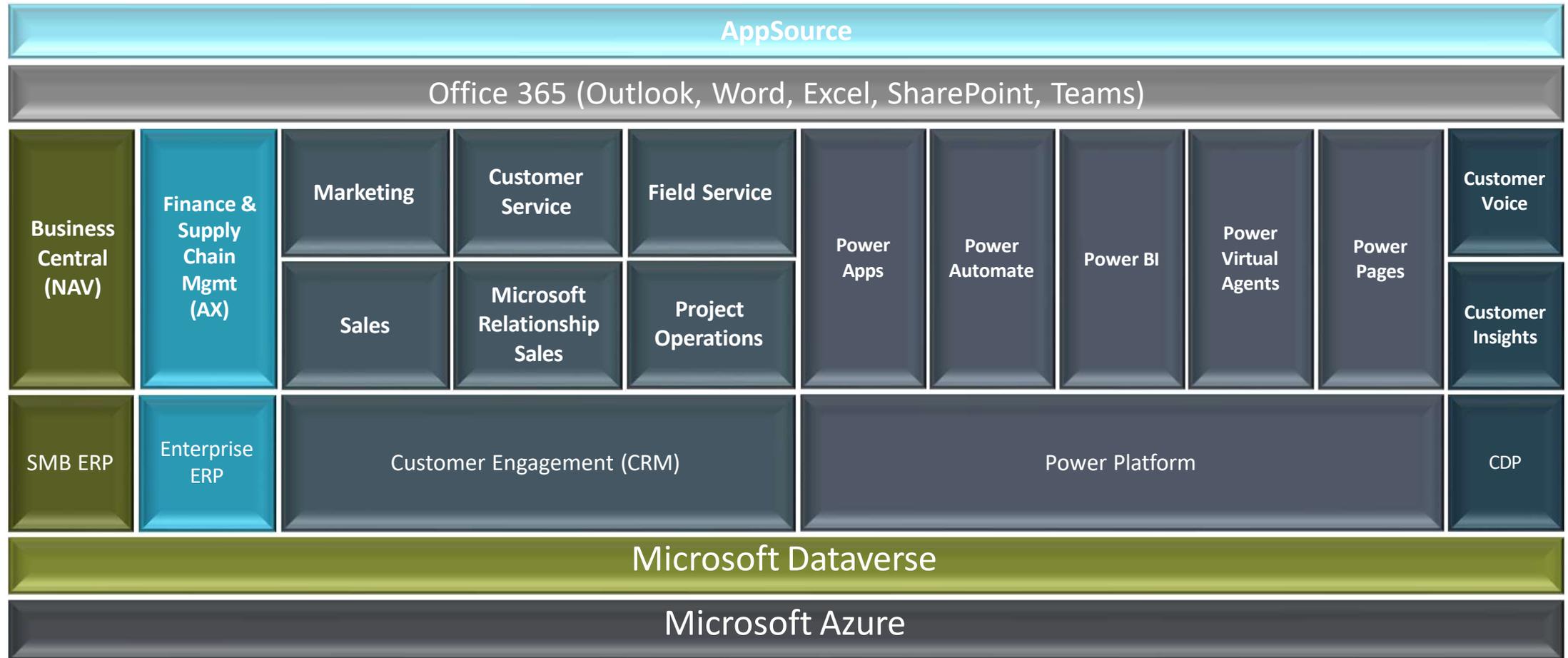
**= exact**

[Back to Mid-Market](#)

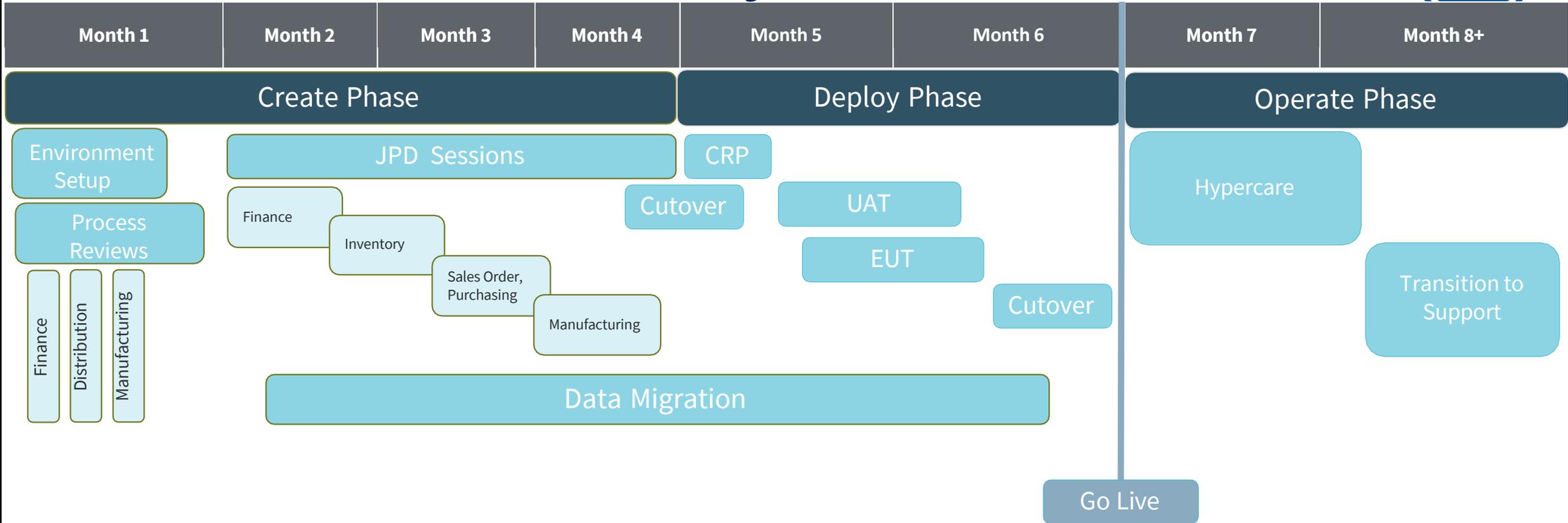


# MICROSOFT DYNAMICS 365

# 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

# 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.*

# SuiteSuccess: A Proven Path to Success

The screenshot displays the Oracle NetSuite SuiteSuccess dashboard. At the top, the navigation bar includes 'Activities', 'Billing', 'Producer', 'Clients', 'Revenue', 'Vendors', 'Payroll and HR', 'Financial', 'Reports', 'Documents', 'Setup', 'Analytics', and 'Support'. The main dashboard is divided into several sections:

- Reminders:** Shows 3 reminders, including 'Invoices > 30 Days > 50K'.
- Income By Period Trend:** A bar chart showing income in millions from Jan '18 to Sep '18, with a moving average line.
- Key Performance Indicators:** A table showing performance metrics for Sales, Expenses, Total Bank Balance, and Payables.
- Revenue By Period Trend:** A line chart showing revenue in millions from Jan '18 to Sep '18, with a moving average line.
- Monthly New Business Trend:** A line chart showing monthly new business from Jan '18 to Sep '18, with a moving average line.
- Navigation:** A menu for CFO with categories: Lists (Currency Subsidiaries, Chart of Accounts, etc.), Transactions (Rev Rec JEs, Close Periods, etc.), Reports (Trial Balance, Budget Var Report, etc.), and Financial (A/P Aging, A/R Aging, etc.).
- Project Cash Flow:** A table showing project cash flow details.

INDICATOR	PERIOD	CURRENT	PREVIOUS	CHANGE
Sales	This Month vs. Last Month	\$1,306,995	\$1,309,331	↓ 0.2%
Expenses	This Period vs. Last Period	\$1,279,880	\$1,853,413	↓ 30.9%
Revenue	This Period vs. Last Period	\$1,271,995	\$1,309,331	↓ 2.9%
Receivables	Today vs. Same Day Last Month	\$2,785,777	\$2,601,744	↑ 7.1%
Total Bank Balance	This Period vs. Last Period	\$2,578,007	\$2,086,146	↑ 23.6%
Payables	Today vs. Same Day Last Month	\$1,889,398	\$2,311,213	↓ 18.3%

**DAY 1: SUITESUCCESS DASHBOARD**

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

# 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....



# #1 in customer satisfaction year after year



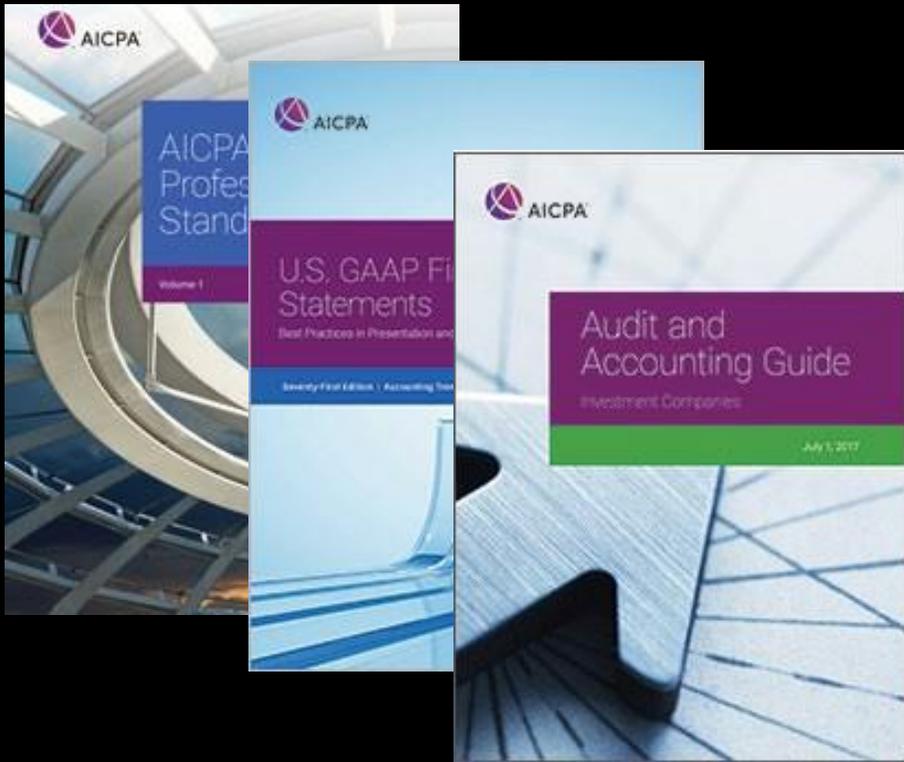
Since 2015, users rank Sage Intacct as a **clear leader** in:

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

And more...

# 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

# Today's Agenda

1. Provide a Great User Experience



2. Boost Dimensional Insight & Analysis



3. Multi-Everything



4. Streamline Processes Across Entities



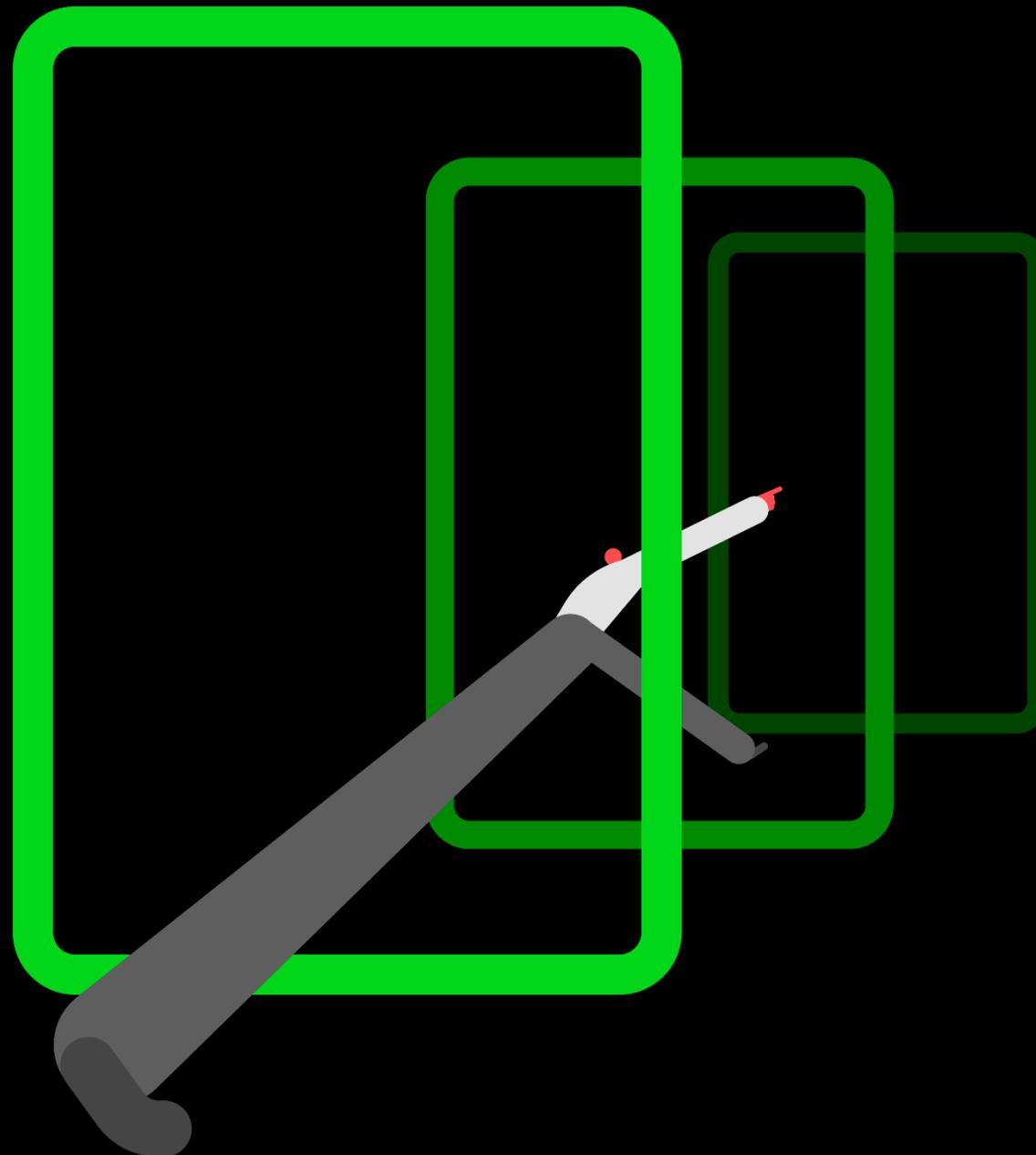
5. Confidently Integrate All Platforms



Let's take a look at



**Sage Intacct**



# Best-in-Class Cloud Financial Management

1. Provide a Great User Experience



2. Boost Dimensional Insight & Analysis



3. Multi-Everything



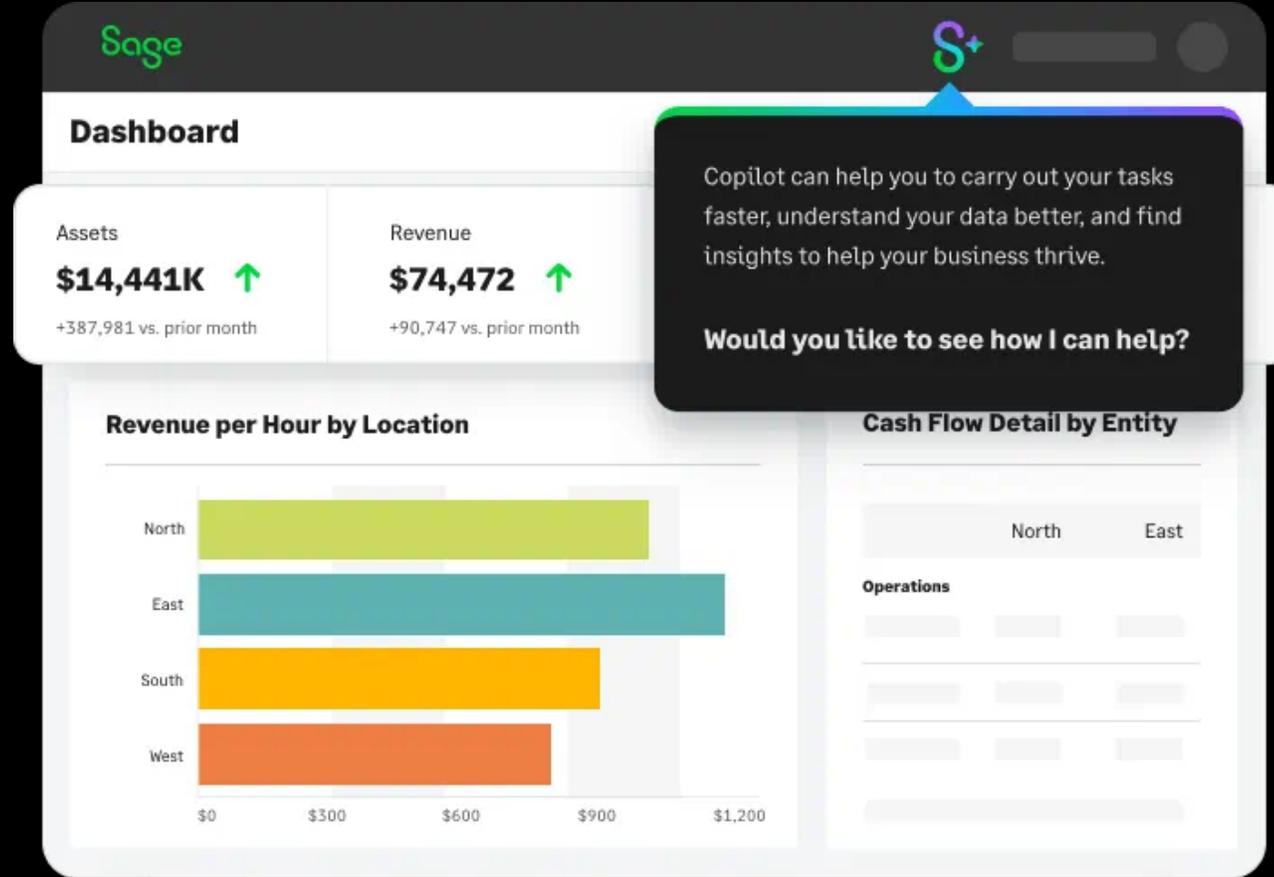
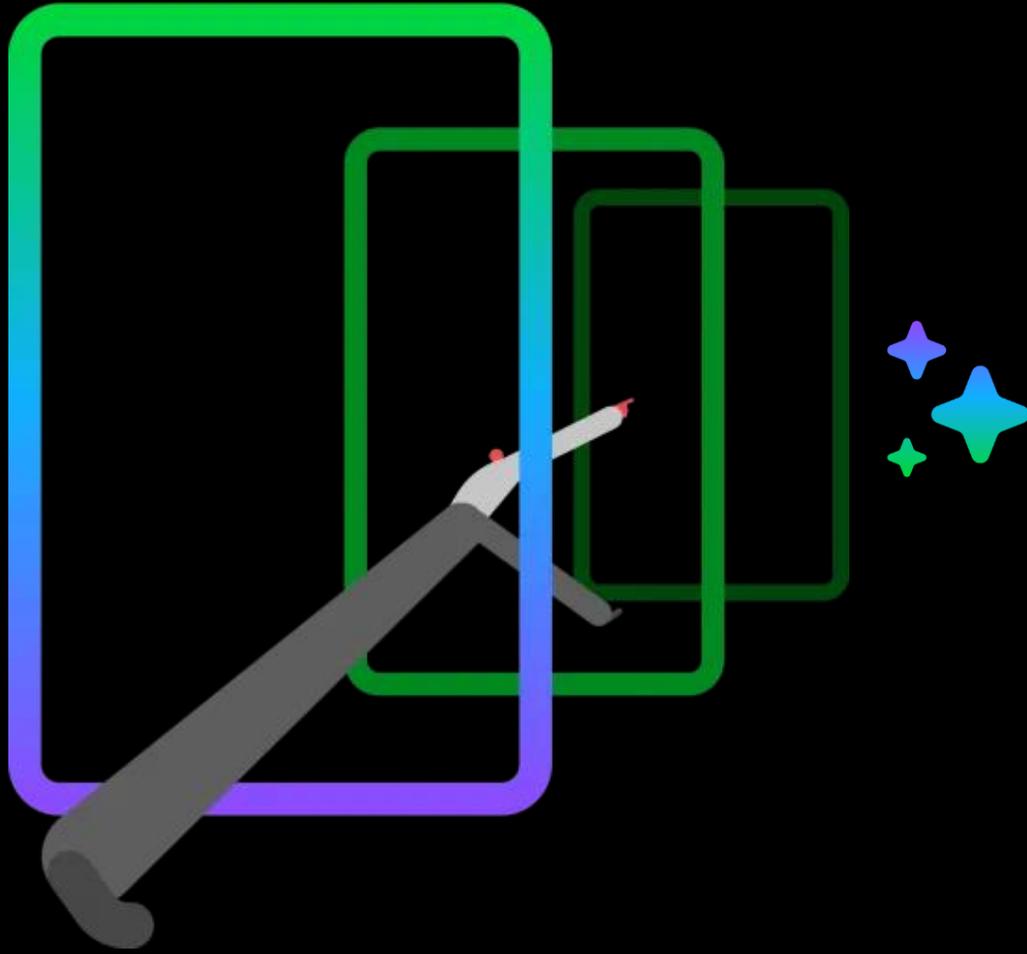
4. Streamline Processes Across Entities



5. Confidently Integrate All Platforms



# Intelligent generative AI business assistant



## Sage Copilot

# Intelligent generative AI business assistant

**8+**

years  
delivering  
AI solutions

**50M**  
Monthly  
AI transactions

**Sage Copilot**

**40+**

years experience

Serving

**15**

major verticals  
globally

Supporting  
millions of  
SMBs worldwide



# Best-in-Class Cloud Financial Management

## 1. Provide a Great User Experience



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

# Best-in-Class Cloud Financial Management

1. Provide a Great User Experience



2. Boost Dimensional Insight & Analysis



3. Multi-Everything



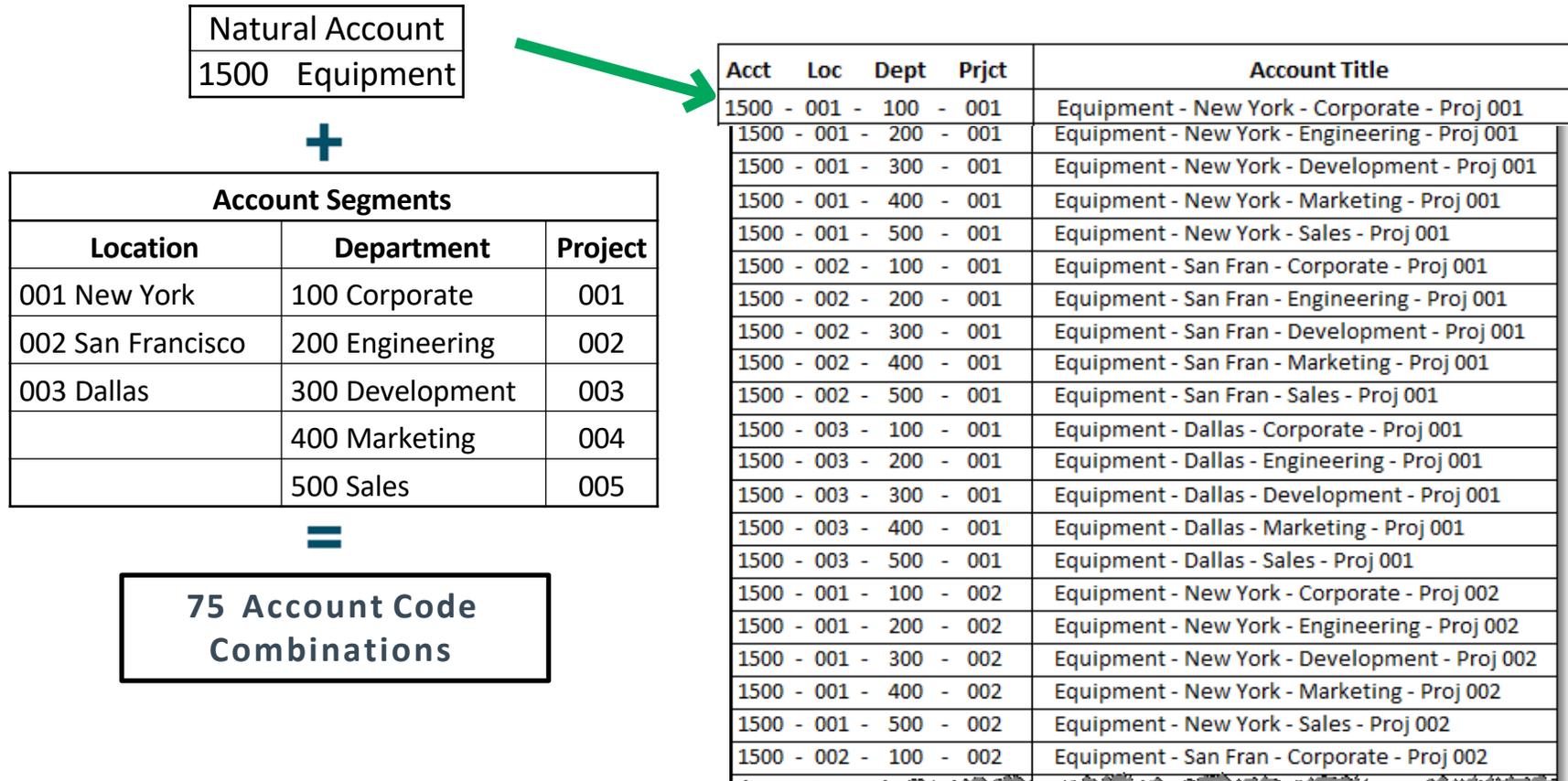
4. Streamline Processes Across Entities



5. Confidently Integrate All Platforms



# Sample Historical Chart of Accounts



# Modern Chart of Accounts

## Balance Sheet

Account number	Title	Normal balance
10100	Bank Operating Acct - USA	Debit
10500	Undeposited Funds	Debit
12000	Accounts Receivable	Debit
12010	Allowance for Doubtful Accounts	Credit
12100	Inter-Entity Receivables	Debit
12300	Unbilled AR	Debit
12310	Unbilled AR - Subscriptions	Debit
12320	Unbilled AR - Services	Debit
12330	Unbilled AR - Usage	Debit
12340	Unbilled AR - Other	Debit
13100	Prepaid Expense	Debit
15100	Equipment	Debit
15200	Furniture & Fixtures	Debit
15300	Leasehold Improvements	Debit
15400	Patents	Debit
16100	Equipment - Accum. Depr.	Credit
16200	Furniture & Fixtures - Accum. Depr.	Credit
16300	Leasehold Improvements - Accum. Depr.	Credit
17010	Deferred Expense - Commissions	Debit
17020	Deferred Expense - Royalty	Debit
18000	Investment in Subsidiary	Debit
19000	Other Assets	Debit
20000	Accounts Payable	Credit
20050	Accounts Payable - Employees	Credit
20100	Inter-Entity Payables	Credit
20200	Credit Card Offset	Credit
20750	Notes Payable	Credit
21000	Accrued Expense	Credit
21010	Accrued Commission Exp	Credit
21020	Accrued Royalties	Credit
21100	Accrued Sales and Use Taxes	Credit
25000	Deferred Revenue	Credit
25050	Deferred Revenue Contra	Credit
26010	Deferred Revenue - Subscription - Unbilled	Credit
26020	Deferred Revenue - Services - Unbilled	Credit
26030	Deferred Revenue - Usage - Unbilled	Credit
26040	Deferred Revenue - Other - Unbilled	Credit
27010	Deferred Revenue - Subscription - Billed	Credit
27020	Deferred Revenue - Services - Billed	Credit
27030	Deferred Revenue - Usage - Billed	Credit
27040	Deferred Revenue - Other - Billed	Credit
28010	Deferred Revenue - Subscription - Paid	Credit
28020	Deferred Revenue - Services - Paid	Credit
28030	Deferred Revenue - Usage - Paid	Credit
28040	Deferred Revenue - Other - Paid	Credit
33000	Contributed Capital	Credit
35000	Retained Earnings	Credit

## P&L

Account number	Title	Normal balance
41000	Revenue - Subscriptions	Credit
41200	Revenue - Professional Services	Credit
41300	Revenue - Usage	Credit
41400	Revenue - Other	Credit
46010	Revenue - Subscription - Unbilled	Credit
46020	Revenue - Services - Unbilled	Credit
46030	Revenue - Usage - Unbilled	Credit
46040	Revenue - Other - Unbilled	Credit
47010	Revenue - Subscription - Billed	Credit
47020	Revenue - Services - Billed	Credit
47030	Revenue - Usage - Billed	Credit
47040	Revenue - Other - Billed	Credit
48010	Revenue - Subscription - Paid	Credit
48020	Revenue - Services - Paid	Credit
48030	Revenue - Usage - Paid	Credit
48040	Revenue - Other - Paid	Credit
51000	COGS - Subscriptions	Debit
51200	COGS - Services	Debit
51300	COGS - Other	Debit
55500	Royalty Expenses	Debit
61000	Salaries	Debit
61050	Bonus	Debit
61150	Commissions	Debit
61200	Payroll Taxes	Debit
61250	Employee Benefits	Debit
61350	Contract Labor	Debit
61400	Recruiting	Debit
61600	Corporate Events	Debit
61650	Travel	Debit
61700	Meals & Entertainment	Debit
61750	Dues & Subscriptions	Debit
61800	Corporate Gifts/Donations	Debit
61850	Utilities	Debit
61900	Repairs & Maintenance	Debit
61950	Telecom	Debit
62000	Rent	Debit
62100	Equipment Leases	Debit
62150	Postage & Delivery	Debit
62200	Office Supplies	Debit
62250	Internet	Debit
62300	Technology Licenses	Debit
62450	Marketing Programs	Debit
62550	Trade Shows	Debit
62650	Insurance	Debit
62700	Bank Fees	Debit
62800	Legal & Professional Fees	Debit
63200	Bad Debt	Debit
66000	Depreciation	Debit
66500	Amortization	Debit
67000	Company CR Card Offset	Debit
71000	Interest Expense	Debit
71500	Other Expense	Debit
71600	Currency Gain/Loss	Debit
81000	Interest Income	Debit
81500	Other Income	Credit
90010	CMRR New	Debit
90020	CMRR Add-On	Debit
90030	Renewal Upgrade	Debit
90040	Renewal Downgrade	Credit
90050	CMRR Churn	Credit
90070	Partial Downgrade	Credit
90090	CMRR Offset	Credit
90950	CMRR GL Account Offset	Credit

## Statistical

Account number	Title
CUSTR	Customer Count
HEADS	Headcount
SLSRP	Salesperson Count



### Dimensions

Entity/Location  
Customer  
Vendor  
Employee  
Department  
Class  
Item  
Project

### Other

Add user-defined dimensions as necessary



Shorter, easier-to-manage COA  
Improved user experience

# Moving beyond spreadsheets

Yields greater trust and accuracy

Security: The right insight to the right people with permissions

Proactive insights reduce one-off Q&A tasks



Drill-to-details— all the way down to the originating documents

Routine delivery of decision-making insight



# Best-in-Class Cloud Financial Management

## 2. Boost Dimensional Insight & Analysis



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

# 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



# 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

# Best-in-Class Cloud Financial Management

## 3. Automate Everything



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

# Best-in-Class Cloud Financial Management

1. Provide a Great User Experience



2. Boost Dimensional Insight & Analysis



3. Multi-Everything



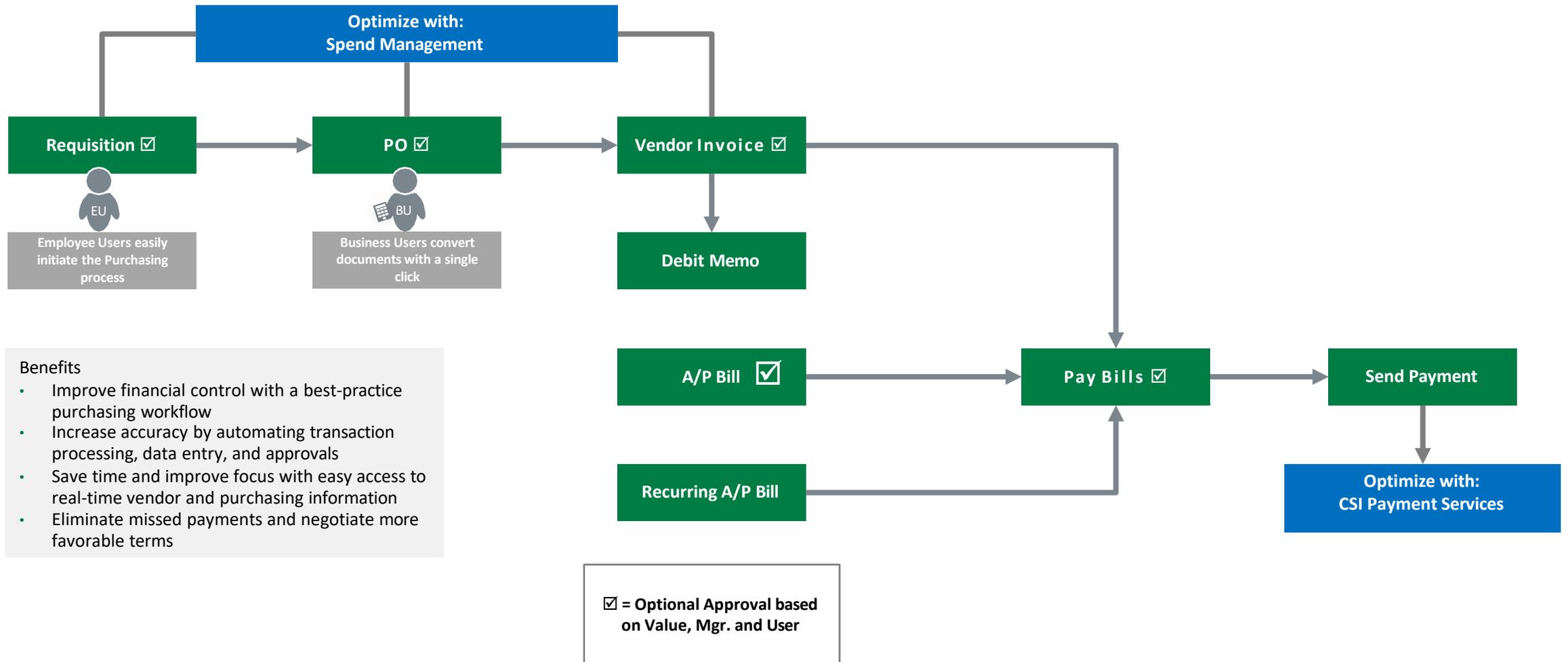
4. Streamline Processes Across Entities



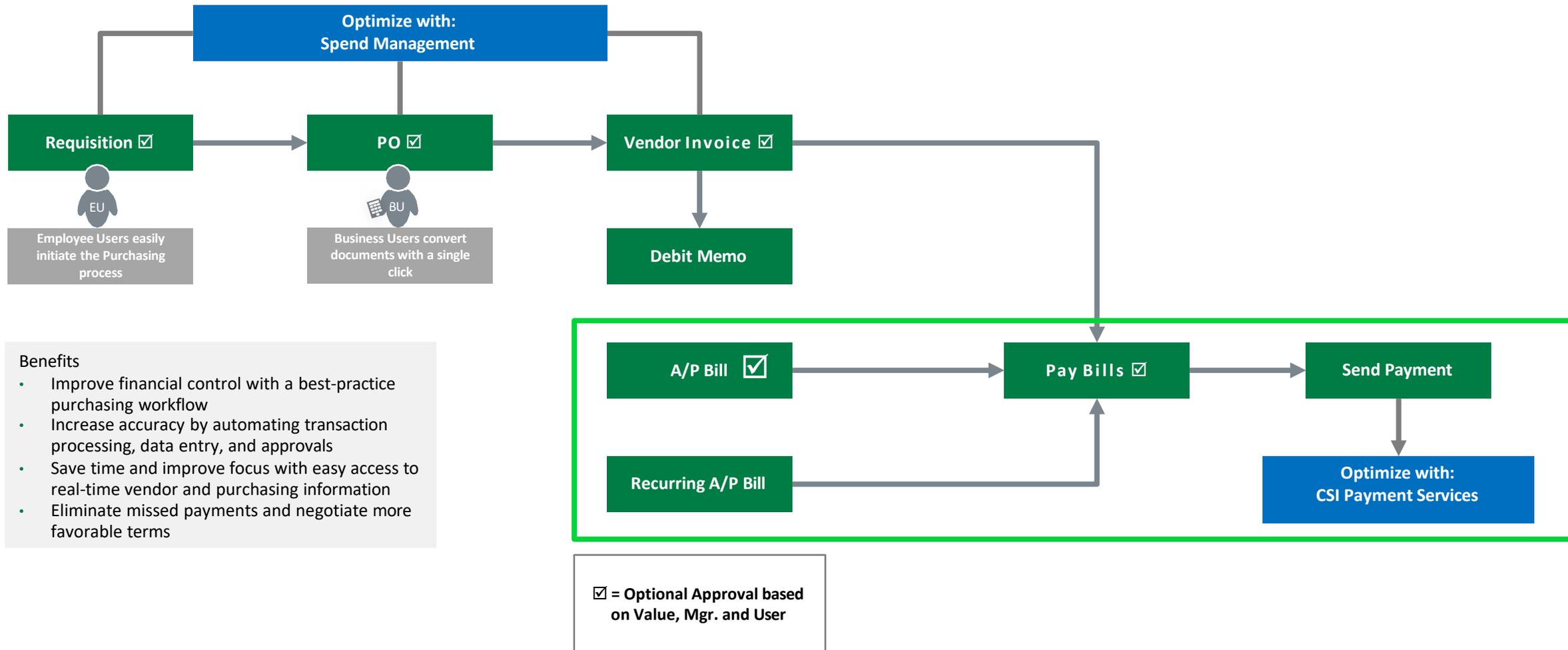
5. Confidently Integrate All Platforms



# Full Procure-to-Pay Functionality

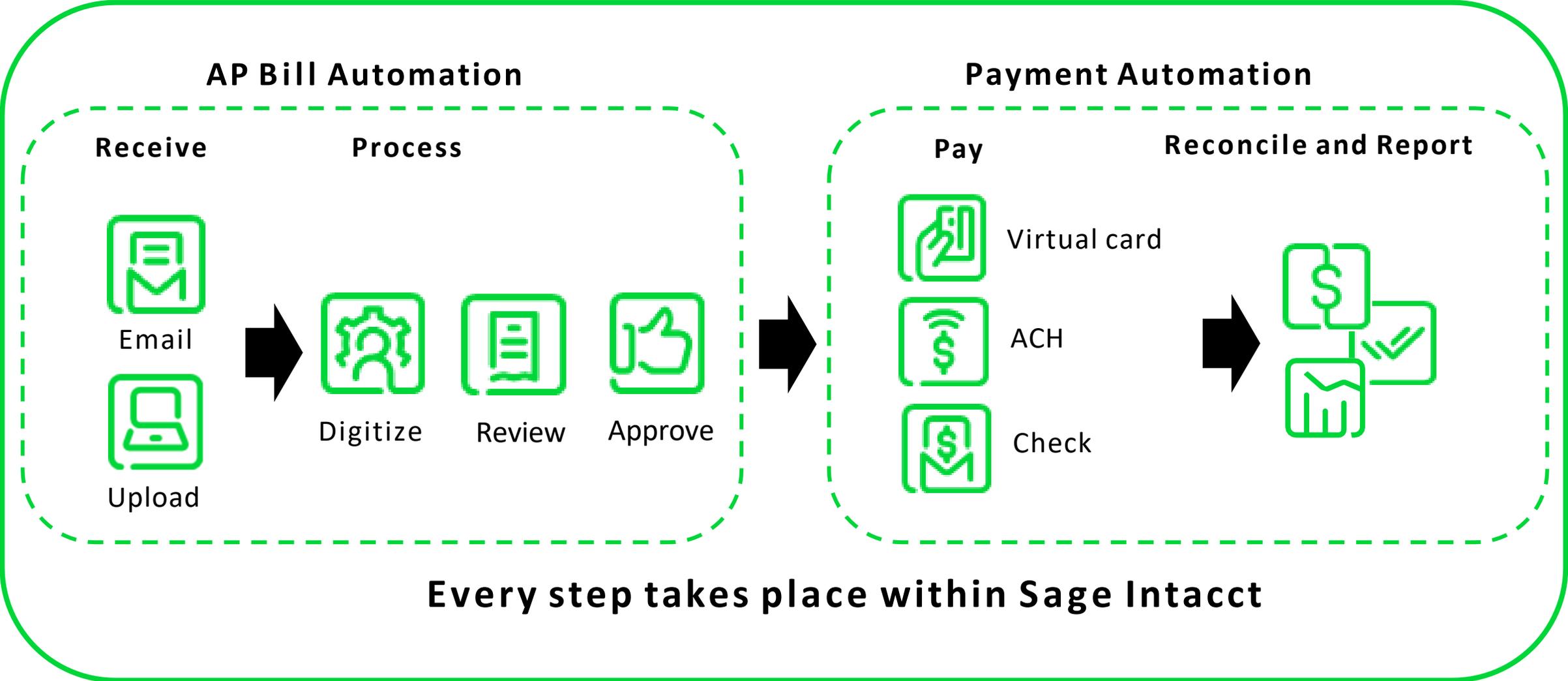


# Bill-to-Pay Process

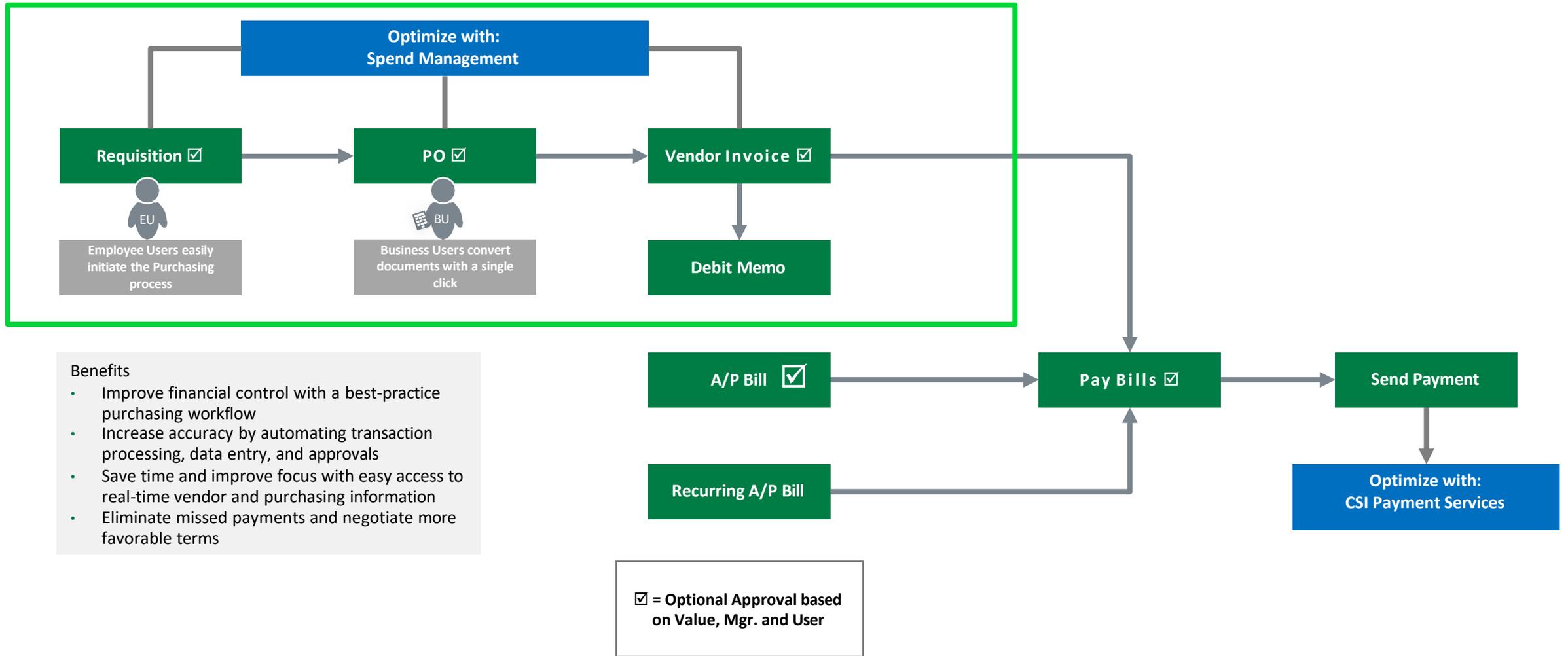


- Benefits**
- Improve financial control with a best-practice purchasing workflow
  - Increase accuracy by automating transaction processing, data entry, and approvals
  - Save time and improve focus with easy access to real-time vendor and purchasing information
  - Eliminate missed payments and negotiate more favorable terms

# Sage Intacct AP Automation



# Procure-to-Pay Process



# GL Outlier Detection – Spot Errors, Build Trust

## Approve Journal Entries

All ▾ Manage views ▾

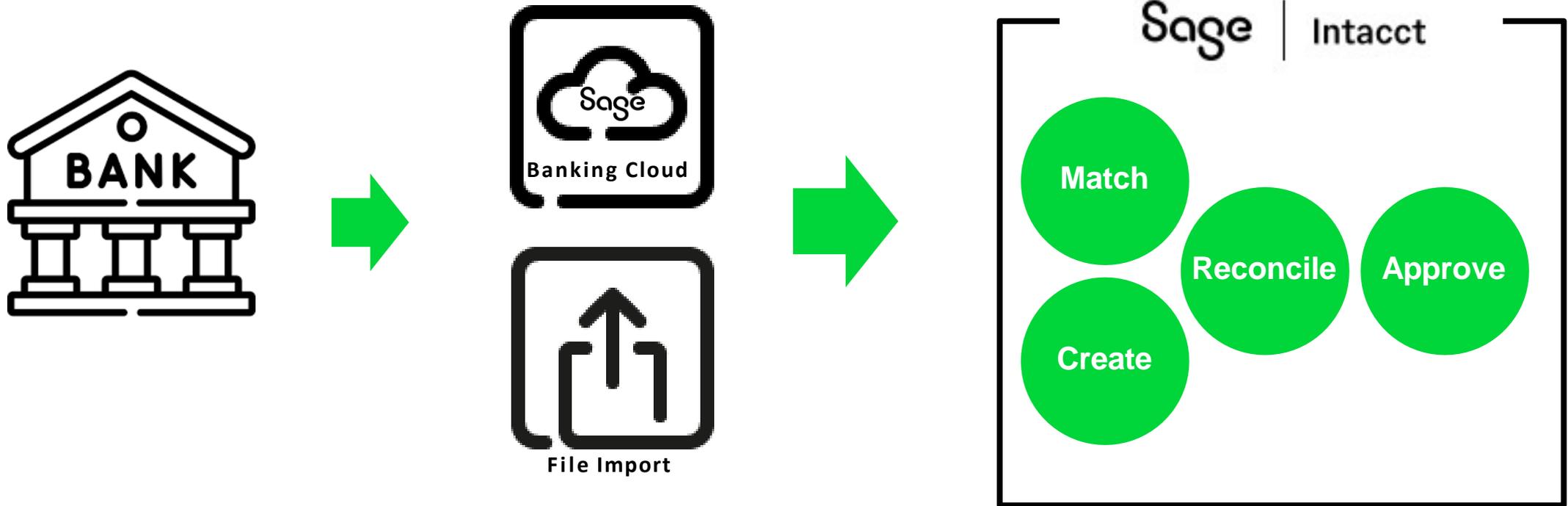
Select		Outlier	Request status	Requester	Journal	Transaction type	No
<input type="checkbox"/>							
<input type="checkbox"/>	<a href="#">View</a> <a href="#">Approve</a> <a href="#">Decline</a>	ⓘ	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	19
<input type="checkbox"/>	<a href="#">View</a> <a href="#">Approve</a> <a href="#">Decline</a>	-	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	18
<input type="checkbox"/>	<a href="#">View</a> <a href="#">Approve</a> <a href="#">Decline</a>	ⓘ	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	16
<input type="checkbox"/>	<a href="#">View</a> <a href="#">Approve</a> <a href="#">Decline</a>	-	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	13
<input type="checkbox"/>	<a href="#">View</a> <a href="#">Approve</a> <a href="#">Decline</a>	-	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	9
<input type="checkbox"/>	<a href="#">View</a> <a href="#">Approve</a> <a href="#">Decline</a>	-	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	5
<input type="checkbox"/>	<a href="#">View</a> <a href="#">Approve</a> <a href="#">Decline</a>	-	Submitted	Grace, Karla	AAJ--Audit Adjustments Journal	Journal Entry	4

## Entries

	Doc	Outlier	Account	Department	ShilDim	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
<b>Total</b>										<b>1.00</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>

These combinations are unusual - Account, Department, Location, Amount

# 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

# Auto-create GL transactions from bank data

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

**Transaction Template for Journal Entry**

Name \* Electric Bill  
Description Monthly auto debt for electricity  
Journal \* GJ--General Journal  
Posting state Posted

Journal entry offset Show defaults

Account *	Allocation	Department	Location	Memo
6800.03--Gas & Electri	ELECTRIC			PG&E

Transaction type: Journal entry  
Transaction template: 1--Electric Bill

- ✓ 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 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.

The screenshot displays the Sage Fixed Asset Management interface. At the top, there's a navigation bar with a star icon, a home icon, and the text 'Fixed Assets Management'. Below this is a header 'Fixed Assets Management'. The main area is divided into two sections: 'Data' and 'Tackle'. The 'Data' section contains three icons: 'Classifications', 'Assets', and 'Depreciation schedule entries'. The 'Tackle' section contains a 'General Ledger' icon. Below these is a 'Journal entries' section. The 'Journal entries' section shows a table with columns for Transaction number, Accounting sequence number, Books, Accrual, Description, Reference number, State, and Posting date. The table contains one entry with Transaction number 11405, Accounting sequence number --, Books Journal, Accrual APJ, Description 'Bills (USD): 2023/12/27 14:34:58:1393 Batch Summary Entry', Reference number --, State Posted, and Posting date 27/12/2023. Below the table is an 'Entries' section with a table showing a list of entries with columns for Doc, Department, Asset, Location, Account, Txn currency, Transaction debit, Transaction credit, Base currency, Base debit, Base credit, Allocation, and Memo. The table contains 8 entries and a Total row. The 'Asset' column is highlighted with a green box, and the 'Asset' values are: 45--Desk, 46--Honda Civic, 44--Laptops, 43--Office building 5, 45--Desk, 46--Honda Civic, 44--Laptops, 43--Office building 5.

Transaction number	Accounting sequence number	Books	Accrual	Description	Reference number	State	Posting date
11405	--	Journal	APJ	Bills (USD): 2023/12/27 14:34:58:1393 Batch Summary Entry	--	Posted	27/12/2023

Doc	Department	Asset	Location	Account	Txn currency	Transaction debit	Transaction credit	Base currency	Base debit	Base credit	Allocation	Memo
1	--	45--Desk	Wy--Wyoming - 100	2001--Accounts Payable	USD	--	10,000.00	USD	10,000.00	--	--	--
2	--	46--Honda Civic	LA--Los Angeles	2001--Accounts Payable	USD	--	30,000.00	USD	30,000.00	--	--	--
3	--	44--Laptops	SJ--San Jose	2001--Accounts Payable	USD	--	45,000.00	USD	45,000.00	--	--	--
4	--	43--Office building 5	SF--San Francisco	2001--Accounts Payable	USD	--	250,000.00	USD	250,000.00	--	--	--
5	--	45--Desk	Wy--Wyoming - 100	1503--Furniture and Fixtures	USD	10,000.00	--	USD	10,000.00	--	--	--
6	--	46--Honda Civic	LA--Los Angeles	1504--Vehicles	USD	30,000.00	--	USD	30,000.00	--	--	--
7	--	44--Laptops	SJ--San Jose	1502--Computer Hardware	USD	45,000.00	--	USD	45,000.00	--	--	--
8	--	43--Office building 5	SF--San Francisco	1501--Office Building	USD	250,000.00	--	USD	250,000.00	--	--	--
Total						335,000.00	335,000.00		335,000.00	335,000.00		

# 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

# 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



# Best-in-Class Cloud Financial Management

## 5. Confidently Integrate All Platforms



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

# 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



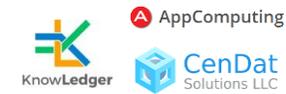
## CRM



## Tools



## Wealth & Asset Management



## Professional Services Automation



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](https://developer.intacct.com)

[Back to Mid-Market](#)