

WHAT TO DO WHEN YOU'RE

OUTGROWING QUICKBOOKS®



Get the value and power
you need from integrated
accounting software



Table of

Contents

Introduction

3

**Finding
Value**

4

Financial Management
Native Integration
Affordability
Support
Onboarding

**Implementing
Your Action Plan**

11

Assembling Your Team
Creating Your Requirements List
Deciding Your Budget
Scheduling a Discovery Call
Participating in a Software Demo

Final Insights

17



INTRODUCTION

While we believe Quickbooks is a product that works for many companies, we're publishing this because we understand that it may not be ideal for everyone.

Several years ago, our company wasn't happy with our transition from the desktop to the online version of Quickbooks.

We needed:



Unlimited features



Quick reporting



Transparent pricing



Outstanding support

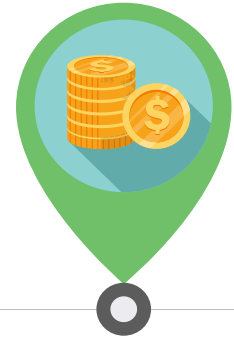
That process taught us a lot about the value of natively integrated, full-featured accounting solutions. Since then, we've helped companies in many sizes and industries to take full control of their financials.

If you've decided you're ready to move on from QuickBooks, or even if you're considering it, use this as a guidebook to help you make an informed decision.

Finding

Find

Value



Your business might be ready to start searching for other accounting solutions than QuickBooks.

And many solutions exist today. While that could be a good thing, too many choices can cause confusion and decision paralysis. How can you know, among the many software options out there, whether you're making the best choice for your business?

Here are **five core questions** you should be asking as you plan your transition from QuickBooks.

1. Do I need complete financial management?
2. What are the advantages of natively integrated accounting?
3. Are my software options affordable?
4. What kind of support will I receive?
5. How difficult will onboarding be?



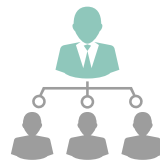
Read: 6 Reasons to Integrate Your Accounting and CRM Software

1. Do I need **complete** financial management?

Financial management is about more than just your core accounting features.

Because QuickBooks doesn't natively connect to your CRM, projects, or inventory, it's unlikely you have a completely accurate picture of your company's financial health.

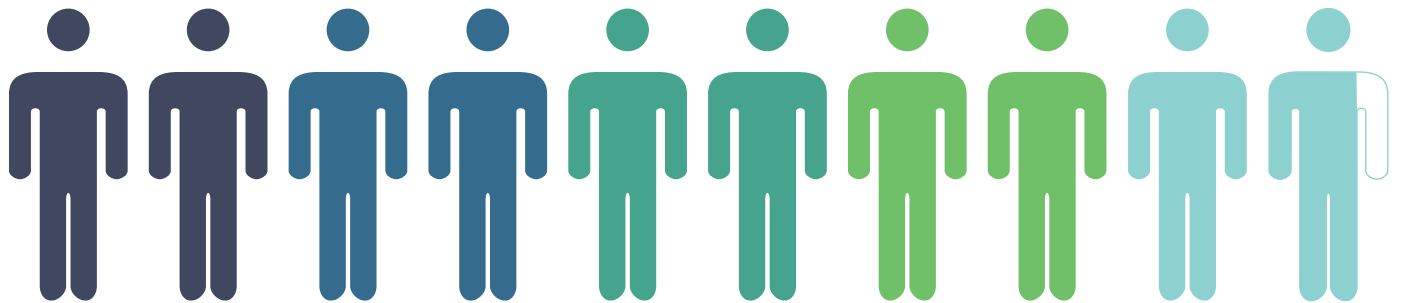
Accuracy is the key to successful accounting processes. An integrated solution will provide more functionality at a price that can be as much, or less, than QuickBooks.



64% of companies make the switch to ERP software to improve business performance.¹

2. What are the advantages of **natively integrated** accounting?

Process efficiency and data transparency are just as important to your financial success as the accuracy of your numbers. Integrated accounting software provides a centralized document hub that all employees with permissions can access.



95%

Ninety-five percent of businesses experienced an improvement in their processes after implementing an ERP system.¹

The centralization found in ERP systems helps you avoid time wasted in tracking down documents, finding updated versions, and transferring files between software systems.

Data transparency and efficiency provided by comprehensive management software can inform and improve your processes.

It's important that your data provide a single version of the truth, especially with regard to financial information.

Case Studies

HORNE LABEL

The largest manufacturer of custom labels and tag products in South Carolina. They also stock shipping supplies and packaging products. Family owned and operated, they have been in business for over 30 years.

 50% productivity

 1 complete system

 Significant savings

SENIOR HANDY SERVICES

A provider of high-quality repairs, renovations, and handyman services to seniors. They also provide wheelchair ramps and other accessibility services to people with disabilities. In business for over 13 years, they are consistently growing.

 50% revenue increase

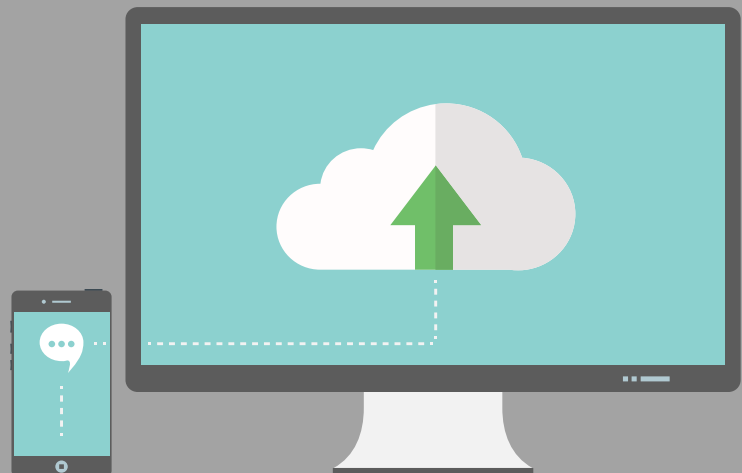
 System of record

 Enabling expansion

Striven

THE CHALLENGES

Both companies originally implemented **QuickBooks**; they experienced inventory ceilings, serious communication failings between integrated systems, lack of system support, no functionality for handling variable billing, and no synchronization between field and office.



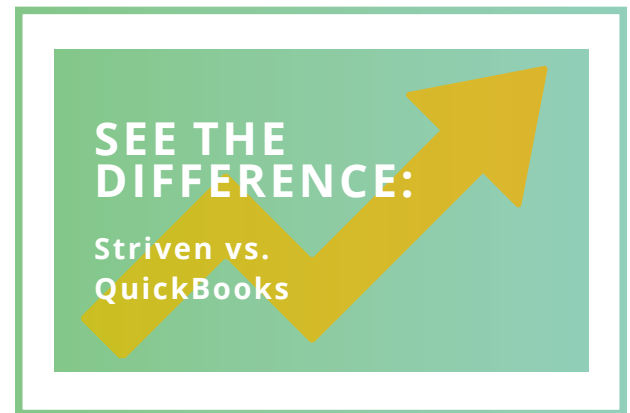
THE SOLUTION

Both companies ultimately implemented **Striven**, an all-in-one cloud-based system that includes integrated accounting, inventory, and in-house support.

To the left, you can see the results of their implementation to an upgraded system.

3. Are my software options **affordable**?

Initial cost isn't the only thing to consider when looking for new software.



If you feel that you're paying too much for **QuickBooks**, consider looking beyond complementary accounting software products.

Some software options may cost less, but your functionality might be more limited.



84%

of surveyed companies had an expected or actual spend on ERP software of less than two percent annual income.¹

Alternately, solutions exist that not only rival the price of QuickBooks, but offer more features for accounting and business management.

¹2018 ERP Report | Panorama Consulting Solutions.

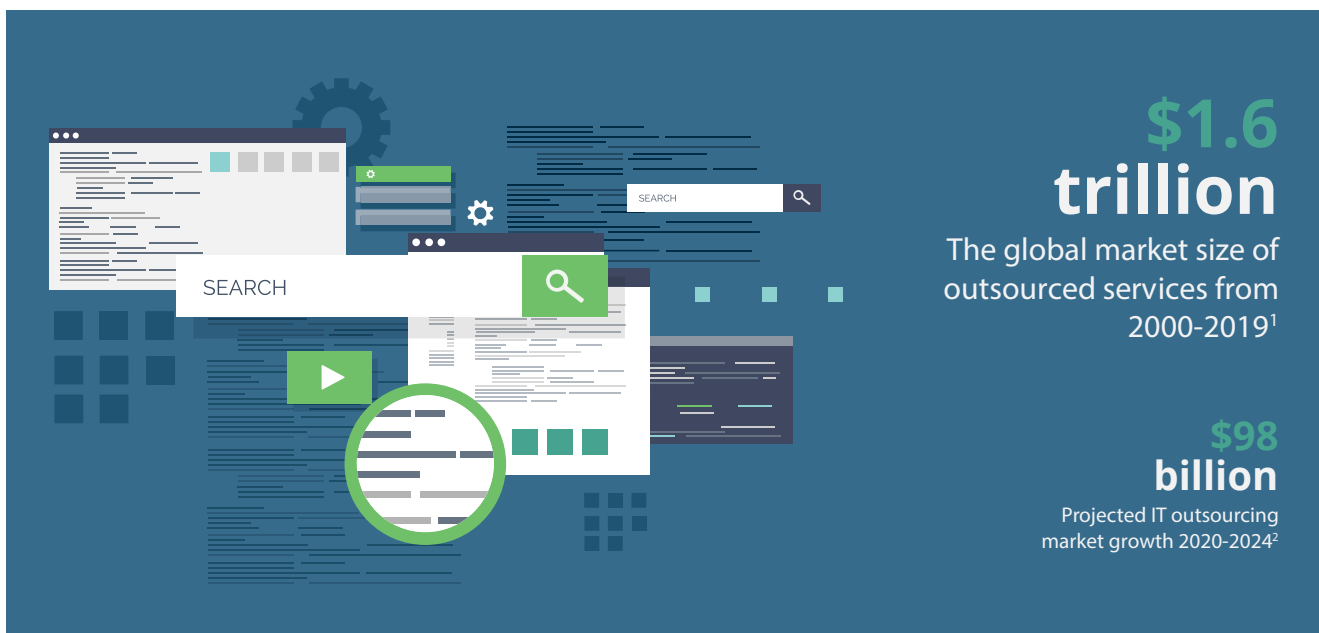
4. What kind of support will I receive?

As you consider a new accounting solution, you should know how you'll be supported.



Read: [The Value of a Software Support Team That “Gets” You](#)

Will you have a **designated advisor** or **team** to help you with ongoing functional questions? Phone, online ticketing, email, and live chat should all be options for you. You should also consider where the support originates. Does the software vendor **outsource** support, or do they keep it **in-house**? You should know that your support team understands both your business processes and your software.



¹Global market size of outsourced services from 2000-2019 | Statista.

²IT Outsourcing Market by Service, End-user, and Geography - Forecast and Analysis 2020-2024 | Technavio.

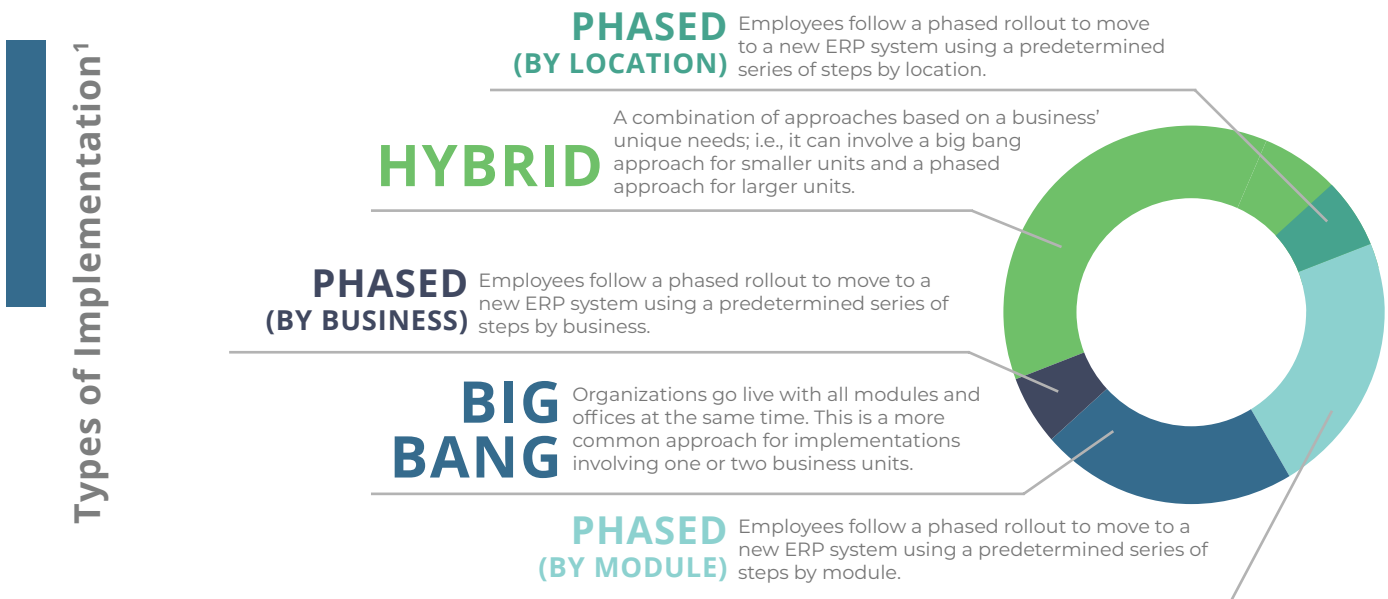
5. How difficult will onboarding be?

Your software provider shouldn't just work with you. They should do some of the work for you— for free.

Migrating to a new accounting software system can be difficult, especially if we define “difficulty” as a result of too much time and money spent on getting your data out of one system and into another.

Concierge services, which comprise personalized consultation and data imports done for you, are rare in the SaaS world. When they're offered, it's worth taking advantage of them.

Migration this way will take the burden off of you; done correctly, it can **save you significant time and money**.



Only 8% of organizations using change management consultation services find ERP implementations to be difficult.¹

¹2020 ERP Report | Panorama Consulting Solutions.

Implementing Your Action Plan



If you searched out solutions that can satisfy your answers to the questions above, you're ready to take action.

Here are the **5 steps** that will make up your action plan:

1. Assemble Your Team
2. Create Your Requirements List
3. Decide Your Budget
4. Schedule a Discovery Call
5. Participate In a Software Demo



1. Assemble Your Team

It's always helpful to evaluate software with a team.

Whether you're the decision-maker, have a C-suite role, or you depend on a manager to lead the software transition, you'll need input from someone other than yourself.

That's especially true if you're looking for your accounting software to perform multiple functions.



Having a team allows you to put your heads together, share requirements, and discuss the software from multiple angles.

It's also a question of process. If you're looking for a new accounting software, and you're not an accountant, you can be sure that person will have questions.

If it's possible, get everyone in the room when you speak with the vendor or sit down for a demo. Things tend to get lost in translation, and the more streamlined you can make the process, the sooner you'll know **what's right for your company**.

2. Create Your Requirements List

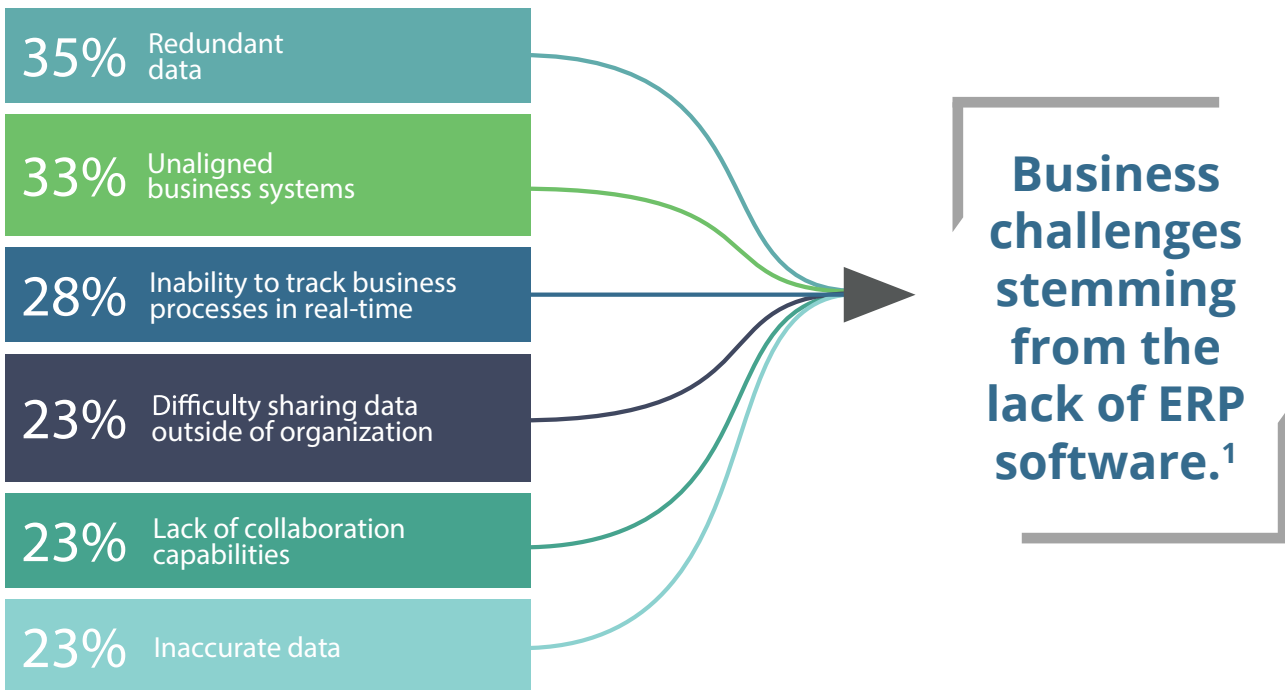
There are many good ways to create a requirements list. The MosCoW method is one of the best, as it prompts you to categorize the level of necessity regarding the features you're looking for.

The **MosCoW method** breaks those categories into:

- Must Have
- Should Have
- Could Have
- Won't Have

If you're not sure how to make requirements distinctions, ask yourself why you need a certain feature: is it essential to a process? If so, can it be done another way?

Your answers to these questions will help you understand your own flexibility when matching your needs with the features a software product offers.



¹The Cost of Doing Nothing | PC Bennett / Aberdeen Group.

3. Deciding Your Budget

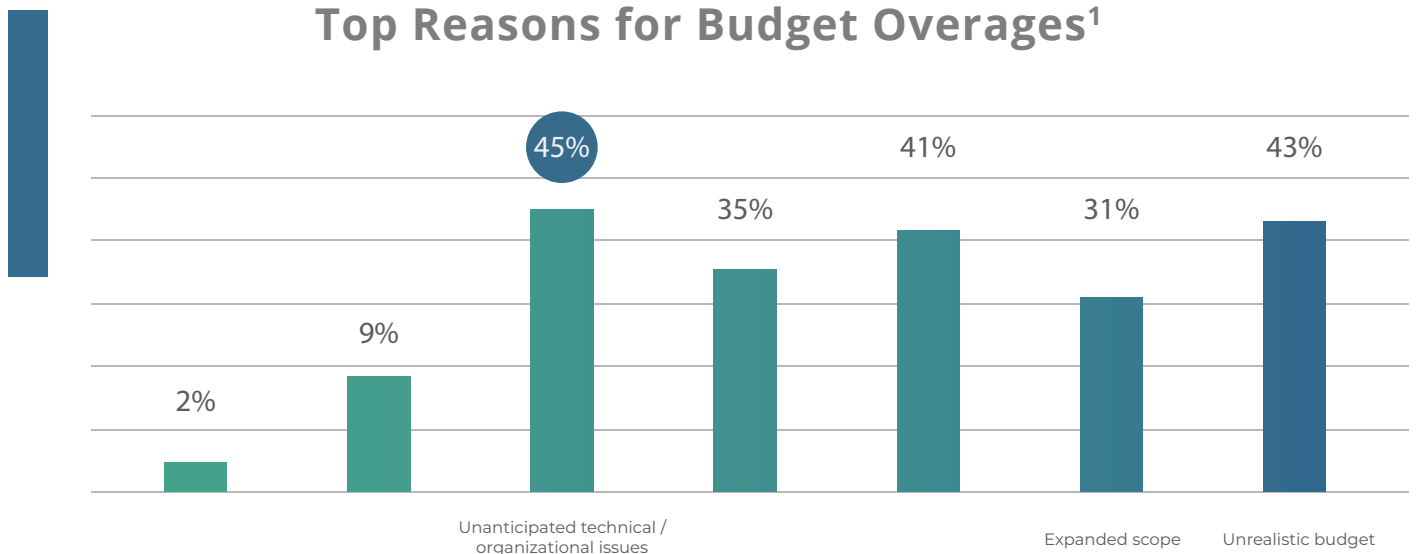
When coming up with your budget, make sure you have a range.

Also, decide how flexible you'll be near the top of that range. Pricing terms aren't always set in stone, and a software vendor can potentially work with you to determine an optimal price for you. That depends, of course, on how the software is priced and how you'd pay for it.

Never evaluate only one software solution.

Do your research on what vendors are charging and determine what competitive pricing looks like to you. If you've looked long enough, you can develop an objective sense of what you should be paying. Match that with the value of the product. Always remember, too, that pricing should represent functionality and contribute directly to your company's financial health.

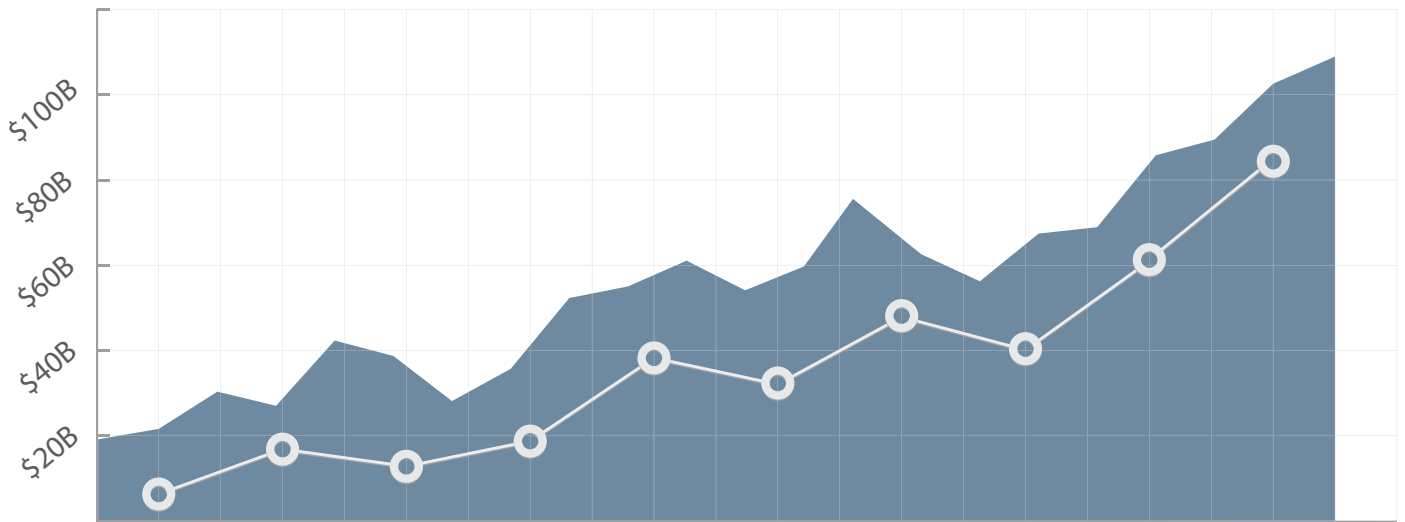
Top Reasons for Budget Overages¹



4. Scheduling a **Discovery Call** with Your Vendor

Discovery calls are great: they give you the opportunity to gauge the personality, enthusiasm, and helpfulness of the software vendor.

Before sitting down to do the actual demo, spend 30 minutes on the phone with the software advisor who will be conducting your walkthrough.



The global enterprise resource planning (ERP) software market is forecast to grow to around 86 billion U.S. dollars by 2022.¹

\$86B

Also, be very specific about what you're looking for.

The more information you give the vendor, the better equipped they'll be to show you the most appropriate aspects of the software.

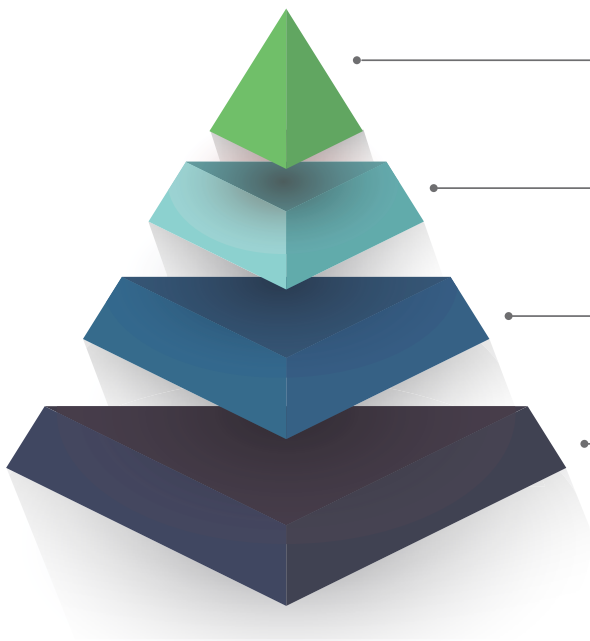
Discuss your business goals, core processes, and anything else you feel is relevant.

¹Global ERP Software Market Revenues 2018-2023 | Statista



5. Participate in a Software Demo

The Stages of a Software Demo



STAGE 4 - DECISION

The final step: select and deploy.

STAGE 3 - AFTER

Meet with your team to evaluate the knowledge you've learned together.

STAGE 2 - DURING

Ask questions and establish contact information for further resource gathering.

STAGE 1 - BEFORE

Do your research. Have a back-and-forth with your team about software goals and needs. Schedule your demos, and prepare to take notes.

In order to properly evaluate whether a software product is right for your business, you should think beyond the demo itself. That's because there are three stages of the demo process before you reach a decision: **before**, **during** and **after**.

Your objective: by the end of the demo, you should have a solid assessment of whether the product will work for you. If you're confused, irritated, or concerned, there's a good chance you'll need to move on or expand your search.

Final Insights



QuickBooks is a product that works, and will continue to work for many businesses.

However, just because a product is popular doesn't mean you can't outgrow it, or that it's the right fit for your business.

When you need an accounting software that can increase your functionality and provide you with a level of personalized support that's extremely rare in SaaS, **get in touch with us.**

If our solution isn't the right one for you, we'll help you find what is. Your company's success is our top priority—**because that's how we all succeed.**

Find out how a new accounting system can transform your business.

· [SEE OUR SOLUTION](#) ·



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