

PRACTICAL ADVICE FOR COMPANIES WHO HAVE OUTGROWN QUICKBOOKS

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INTRODUCTION

QuickBooks is the world's most popular small business accounting system with a reported 3.5 million users. There is no denying the success of this product. For the money, QuickBooks provides a good value and a reasonable assortment of features to meet the needs of small and entry level businesses. While QuickBooks offers a good entry-level solution, it has limitations that prevent the product from meeting the needs of many companies and organizations – especially growing companies and larger organizations. Specifically, QuickBooks is missing more than a thousand features compared to most mid-range solutions and the QuickBooks database slows down dramatically as the volume of transactions and master record lists increase.

These QuickBooks limitations should not be viewed as product weaknesses because they actually help QuickBooks succeed in its targeted environment. It stands to reason that because QuickBooks has fewer features, the product is easier to use. If hundreds of additional features were added to QuickBooks, the complexity of the product would increase and the user would experience more difficulties learning and using the product. Ultimately this added complexity would catapult QuickBooks right out of the target market of companies looking for an easy-to-use solution. Likewise, if QuickBooks incorporated a more robust database (such as Microsoft SQL Server), then the pricing of the product would increase, once again effectively pricing QuickBooks out of the target market. By design, these two limitations serve a key role in keeping QuickBooks easy to use and affordable. The result is that QuickBooks provides a decent solution for smaller companies; however the drawback is that growing companies will eventually outgrow the database performance and feature set offered by QuickBooks.

DETERMINING WHEN YOU'VE OUTGROWN QUICKBOOKS

As a general rule, you are beginning to outgrow QuickBooks when you notice an unacceptable delay in the menus and screens when navigating QuickBooks, or when reports take an unacceptable amount of time to print. For a more quantifiable approach, press the Ctrl + 1 keystroke combination in QuickBooks to display the product information screen shown to the right.

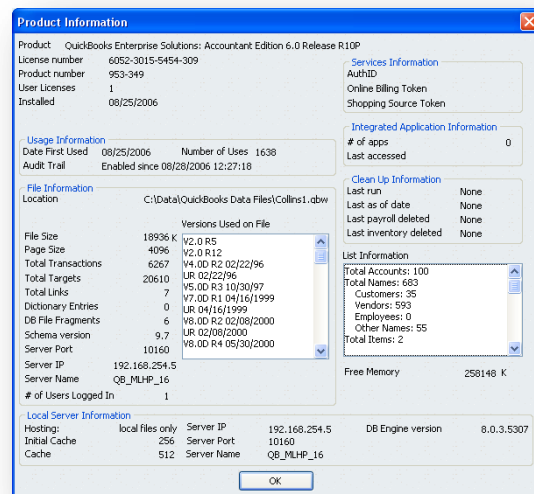


Figure 1 - The Product Information Screen in QuickBooks

As shown in the screen above, QuickBooks displays the file size, total number of transactions, and total number of accounts, customers, vendors, employees, and items. As a general rule, most companies using QuickBooks start to notice a decline in QuickBooks performance once the file size reaches 30MB ⁽¹⁾ or the total number of transactions exceeds 32,000⁽¹⁾. However, while these measures can be good predictors of performance issues, file size and transaction volume are not the best indicators of impending performance problems. In QuickBooks, the number of customers, vendors, employees and other lists most dramatically affect performance. QuickBooks support acknowledges that significant performance problems generally occur when any list exceeds 10,000 – however, as a practical matter most companies see performance issues far earlier. For example, with each added employee, QuickBooks launches slower, and only a few hundred employees on a list can lead to unacceptable performance issues.

The point in which you experience a decline in performance will vary from computer to computer, depending upon the speed of the microprocessor chips, the amount of RAM, the speed of the hard drive, the speed of the RAM, the operating system used, the impact of other installed programs, and other factors.

SQUEEZING THE LAST FEW DROPS OUT OF QUICKBOOKS

Once you have determined that you are quickly outgrowing QuickBooks, there are a few measures that you can take to temporarily relieve the problem until a new accounting system can be selected and implemented. These measures are listed below in order of initial steps to increasingly more drastic steps:

1. **Update** - Update your QuickBooks software to reflect the latest patches and tune up files. In 2007 Intuit released several patches that addressed some nagging performance issues with certain portions of their program. The installation of these patches and updates might alleviate your problems, or at least help.
2. **Turn Off Beep and Preferences** - Turn off the “Beep on Transaction Entry” feature. According to QuickBooks Customer Support, the “Beep” feature can cause dramatic performance problems and even lead to freezing up QuickBooks. Also, you can turn off certain QuickBooks preferences such as alerts, reminders, auto refresh reports, and check for duplicate numbers, etc. to gain a little more speed.
3. **Defragment the computer hard drive** - Initially, your computer saves all data sequentially on your hard drive – like using a single groove on a vinyl record item. However, over time as you erase small files from your hard drive, empty segments are created through the hard drive. Thereafter, QuickBooks saves data files on these separate empty segments, causing the file to be fragmented and physically located on numerous parts of your hard drive. The defragmentation process will rewrite your QuickBooks data file into one sequential file on your hard drive. The result is that QuickBooks will then operate faster.
4. **Use the Clean-Up Company Data Tool (formerly called Archive & Condense)** - When you use the clean up your data file tool, QuickBooks deletes older transactions, replacing them with new general journal transactions that summarize, by month, the deleted transactions. If you use this

tool, first make an extra copy of your QuickBooks data so you can access the data later if necessary.

5. **Run in Single-User Mode** - Run QuickBooks in single user mode, or if necessary run in single user mode during certain times of the day. The multi-user mode setting causes QuickBooks to run much slower. If your company situation requires multiple users to access the system simultaneously, you should consider running QuickBooks in single-user mode during the morning hours to allow the primary bookkeeper to perform the major accounting functions first, and then switch to multi-user mode in the afternoon to allow salespersons and others to access the system as well.
6. **More RAM** - Adding more RAM to your computer, or replacing the RAM with faster RAM, can have a positive impact on the performance of your computer.
7. **Faster Computer** - Purchase a faster computer with a faster hard drive and faster RAM. The speed of the computer's processor chip, hard drive, and RAM all effect the overall performance of the computer. Currently, computers are widely available running processors from 1.0 GHz to 4.0 Ghz; hard drives from 5400 RPM to 7200 RPM; and RAM speed from 400 Mhz to 667 Mhz. Upgrading from an older computer to a newer computer with these faster options can lead to a significant performance gain in QuickBooks.
8. **Upgrade to QuickBooks Enterprise Edition** – Intuit offers a version of QuickBooks running on a faster and more robust database called QuickBooks Enterprise. However, this product is priced from \$3,000 to \$9,000 and does not offer much new functionality – only the same QuickBooks product running on an improved database. The Enterprise database accommodates hundreds of thousands of items and runs faster with large file sizes. While this is a legitimate option for QuickBooks customers, it may not be the best option for you for many reasons as follows:
 - a. According to the QuickBooks web site, as of 2008 only 46,000 out of 3.5 million QuickBooks users had moved up to QuickBooks Enterprise – after eight years on the market this is a surprisingly low number. Perhaps this low acceptance can be attributed to the following issues described below.
 - b. Although QuickBooks Enterprise provides a stronger database, the product offers only a few additional features (such as consolidations, ODBC driver, multi locations, serial number tracking). Considering the higher price tag starting at \$3,000, most users expect the product to offer many new features – but it is roughly the same product – with just a few new features and faster database.
 - c. The QuickBooks Enterprise product suffers from the same networking technology limitations as the other versions of QuickBooks – it employs file locking instead of record locking. This means that when one salesman is entering an order, then another salesman cannot also log into the same screen to enter an order until the first salesman is finished. Companies running QuickBooks Enterprise with numerous simultaneous users complain that too often users must wait on others to complete their tasks before they can access QuickBooks – a situation which often leads to frustration and wasted time.

- d. *If you've outgrown QuickBooks Premier's performance, chances are good that you have also outgrown its feature set as well. As companies grow bigger, their accounting system needs increase as well. For example, stronger inventory features, human resource management, true manufacturing, more account number segments, etc. QuickBooks Enterprise offers very little new in terms of high end features; therefore, other accounting system options with even faster bases may be a better option – especially when considering the higher price tag associated with QuickBooks Enterprise.*

If you have reached the point in which you are outgrowing the database performance and/or feature set offered by QuickBooks, that's probably good news – because that means that your business is growing. The measures listed above can help you buy some time, perhaps enough to allow you to properly plan for, purchase, and implement a new accounting system. Presented below is additional information to help you better understand your options.

MIGRATING TO A DIFFERENT EDITION OF QUICKBOOKS

If your company does outgrow QuickBooks, Intuit will likely advise you to migrate your company's accounting system to QuickBooks Enterprise or QuickBooks Online in order to meet your continuing needs. While both of these options have some merit, there are important factors that you should consider before making this decision, as follows.

1. The QuickBooks Enterprise option does provide a faster database and greater capacity, but it still contains the same network limitations that thwart simultaneous users in that file locking prevents simultaneous users from accessing the same areas of QuickBooks at the same time. Even then, The QuickBooks Enterprise database is limited as well. As an analogy, consider that moving from regular QuickBooks to QuickBooks Enterprise is like moving from a 6 passenger van to a 9 passenger van, when you should really be moving to a 48 passenger bus. It is natural for companies to eventually grow to the point where they need more sophisticated tools to get the job done right –including accounting systems.
2. By contrast, QuickBooks Online offers a very strong database with true networking capabilities – complete with record locking to allow simultaneous users to access the same data entry screens at the same time. Unfortunately QuickBooks Online is seldom a legitimate option for many QuickBooks users because it does not yet support inventory, service items, or job costing, online banking, or other key features provided by the other editions of QuickBooks. Therefore QuickBooks Online represents a step backwards for many QuickBooks users.

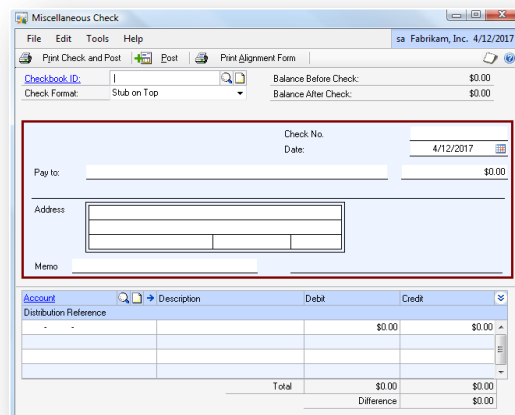
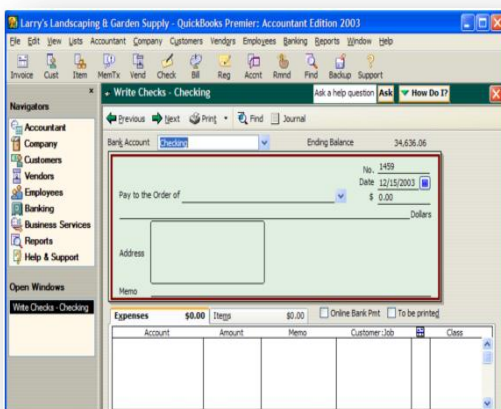
It seems evident that once a company has determined that they have outgrown QuickBooks, choosing a different edition of QuickBooks does not offer much improvement. In this situation migrating to a completely new accounting system is probably the best choice.

FROM QUICKBOOKS TO MICROSOFT DYNAMICS GP

The reality is that once you've started seeing performance and feature shortcomings in QuickBooks, this is a sure signal that your company is on the verge of outgrowing QuickBooks. The performance suggestions mentioned above will only delay the inevitable need to move to a stronger solution. The performance suggestions will usually buy you enough time to conduct a thorough review and analysis of the marketplace in order to gracefully identify and implement a replacement accounting system. One of

the best migration upward paths offered to QuickBooks users is to step up to Microsoft Dynamics GP for the following reasons:

1. *Microsoft Dynamics GP provides more than twice as many features compared to QuickBooks Enterprise. (According to 2007 report from “The Accounting Library” comparing the two products, Microsoft Dynamics GP provides 2,550 features while QuickBooks Enterprise provides only 1,019 features).*
2. *Microsoft Dynamics GP offers a more robust database and better technology. Microsoft Dynamics GP can handle millions of transactions without slowing down whereas QuickBooks’ database performance can start declining after just 32,000 transactions.*
3. *Microsoft Dynamics GP provides stronger financial reporting with scheduled reports which can be delivered via e-mail to predetermined recipients.*
4. *Microsoft Dynamics GP offers a data conversion capability in which QuickBooks data is automatically converted for use in Microsoft Dynamics GP. Thousands of QuickBooks customers have already used this proven migration process (that includes QuickBooks data migration services and industry specific set up wizards) to accomplish this transition.*
5. *Microsoft offers “Business Ready Licensing” which allows QuickBooks users to migrate to Microsoft Dynamics GP for about the same price range as migrating to QuickBooks Enterprise. (Microsoft Dynamics GP is priced beginning at \$2,150 per user. QuickBooks Enterprise for 5 users and up is priced from \$3,000 to \$9,000).*
6. *To help QuickBooks users feel right at home, Microsoft has added data entry screens in Microsoft Dynamics GP that look and feel just like the QuickBooks screens you are already used to. For example, the two screens below show the check writing screens for both QuickBooks and Microsoft Dynamics GP.*



BENEFITS OF MIGRATING FROM QUICKBOOKS TO MICROSOFT DYNAMICS GP

There are numerous benefits to migrating from QuickBooks to Microsoft Dynamics GP. Presented below are just ten of those benefits.

1. MORE MODULES

Microsoft Dynamics GP offers a wider range of modules to meet a diverse range of company needs. In the final tally, Microsoft Dynamics GP provides over 50 modules compared to just 16 for QuickBooks. For example, Microsoft Dynamics GP offers advanced distribution, manufacturing, supply chain, field service, human resources, project accounting, business intelligence, business portal, and collaboration functionality.

2. MORE FEATURES

Microsoft Dynamics GP offers 1,531 more features than QuickBooks Enterprise (2,550 compared to 1,019 according to the 2007 edition of the Accounting Library). For example, listed below are 35 key features provided by Microsoft Dynamics GP that are not found in QuickBooks.

1. *Allocation calculations*
2. *Intercompany accounts*
3. *Statistical accounts*
4. *Built-in workflow capabilities*
5. *Attach supporting documents to journal entry*
6. *Drill down displays offsetting entry or entries*
7. *Attach vendor contracts to vendor master file*
8. *Supports landed cost tracking*
9. *Tracks effective dates for pricing*
10. *Forecasted demand based on formulas*
11. *Minimum order quantity*
12. *Tracks delivery time*
13. *Multiple ship to on same order*
14. *Material receipt triggers automatic voucher*
15. *Automatic tracking of vendor performance*
16. *Automatically distribute freight costs to items*
17. *Partial pay invoice for partial receipt*
18. *Assign default bank account for each vendor*
19. *Item substitution notation*
20. *Default printer destination by invoice type*
21. *Automatic calculation of late fees*
22. *Display mechanical drawings and schematic diagrams*
23. *Supports multi-dimensional items*
24. *Tracks shipping dimensions*
25. *Supports shelf life tracking*
26. *LIFO and FIFO inventory methods*
27. *Applies sales tax rates by item*
28. *Support multiple warehouses*
29. *Supports scrap factors*
30. *Item margin pricing as a percentage of cost*
31. *Suggest stocking levels*
32. *Freezes inventory while taking a physical count*
33. *Lot number tracking*
34. *Serial number tracking*
35. *Supports RMA (return material authorizations)*

3. MORE USERS

An accounting software application's optimum number of users is a telling indicator of its strength and performance. Microsoft Dynamics GP can scale up to be used by more than 1,000 simultaneous users, if needed. By comparison, QuickBooks Pro, Premier & Enterprise Editions are limited to 5, 5, and 20 users respectively. This measurement is more important than prospective purchasers may realize. Companies tend to increase the number of concurrent users over time, as a result of company growth and because of the introduction of additional modules such as CRM, human resources, and time & billing, etc. According to one leading accounting system company, the average company replaces software approximately every nine to twelve years. If this is factual, then it would be prudent for companies to purchase accounting solutions that are scalable to meet anticipated future growth. As the use of technology in business continues to expand, companies with ten to twenty users today may need far more users before nine to twelve years rolls around.

4. MORE ACCOUNT NUMBER SEGMENTS

Most medium and larger sized companies need at least 3 to 4 segments in their account number structure to properly record their transactions and produce the detailed reports they need. Many larger companies need more than 4 segments. QuickBooks only offers two segments which often, is not enough. Specifically, QuickBooks supports a required account number segment and an extra segment called a "class". This extra "class" segment might be used to account for one of the following: department, locations, partners, programs, divisions, territories, business types, funds – but QuickBooks users cannot account for more than one of these classifications. For example, QuickBooks users are unable to produce departmental reports by location. They can produce departmental reports or location reports, but not both.

By contrast, Microsoft Dynamics GP supports up to 10 segments, with a total account number length of up to 66 characters. As an example, consider the reporting needs of a national chain of 1,000 restaurants. Microsoft Dynamics GP could be used to report the results of a single restaurant by department and sub account, the results of all restaurants located in malls by department and sub account; the results of all restaurants in a given territory or state, or the results of all restaurants in totality.

Reporting becomes more involved when programs, projects, and other dimensions are considered, especially when numerous account number segments are used. Microsoft Dynamics GP meets this need well by providing a series of slicing, dicing and filtering tools.

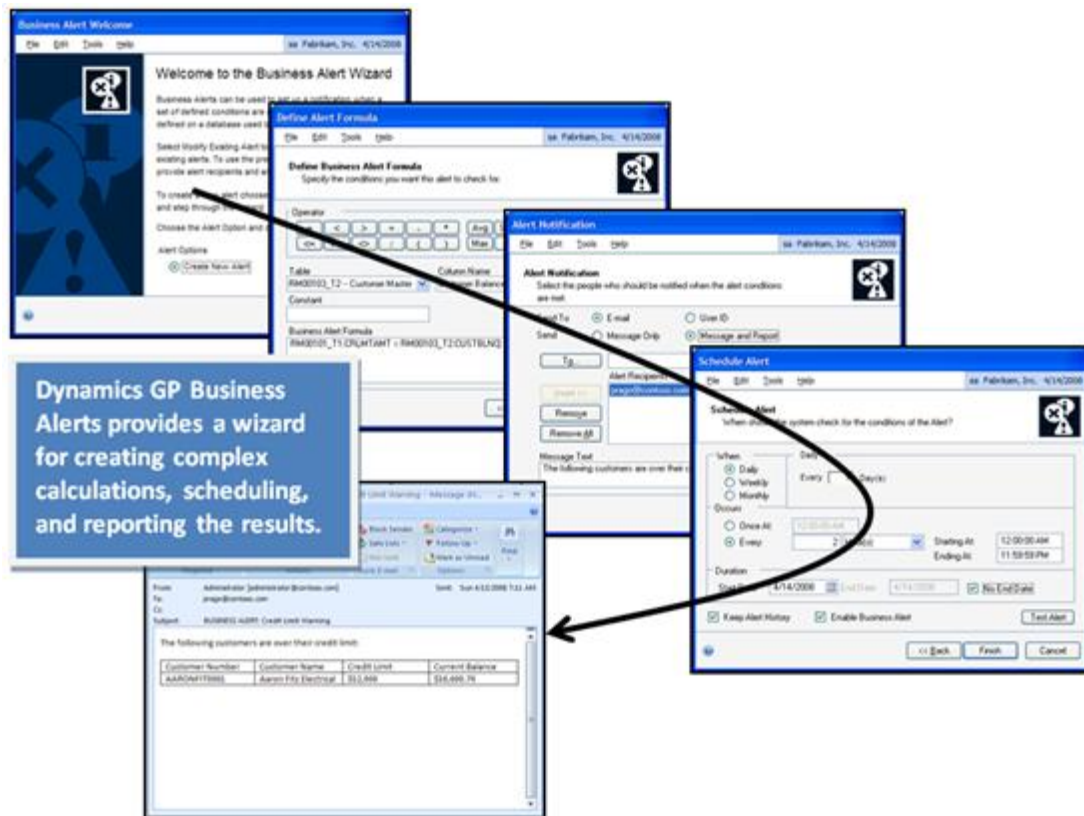
5. BETTER FINANCIAL REPORTING

The whole point of an accounting system is financial reporting and Microsoft Dynamics GP offers far more reports (700+ standard reports) than QuickBooks (112 standard reports). While both Microsoft Dynamics GP and QuickBooks allow users to edit reports and send them to excel or Word, only Microsoft Dynamics GP allows users to view reports in real-time through an integrated intranet business portal. Further, Microsoft Dynamics GP provides more than 200 out of the box Excel reports that contain an active ODBC link to the Microsoft Dynamics GP database, ensuring data is never out of date whenever the Excel file/report is opened. Microsoft Dynamics GP also provides over 70 standard SRS reports based on SQL Server Query technology.

Microsoft Dynamics GP's FRx advanced financial reporting tool allows users to schedule reports to be printed automatically at regular intervals, and automatically delivered to the appropriate recipients via e-mail or publishing to a business portal web site. This feature ensures that the desired reports are generated and delivered on time, every time automatically without any effort required by the bookkeepers. Using the FRx tool, users can create entire booklets of reports including title pages, cover letters, table of contents, reports, logos, charts, graphs, and graphic images- and thereafter, FRx will generate and deliver these booklets automatically incorporating the latest data into the booklet of reports.

6. BUSINESS ALERTS

Ideally, accounting systems should monitor hundreds of critical measurements on a continual basis and bring these measurements to a user's attention when they deviate significantly from desired levels. For example, an accounting system should be able to automatically warn a user in the event that cash balances fall, inventory levels are too high, or gross margins decline below acceptable levels. These events should trigger e-mails to appropriate personnel, in a timely manner, so that they can take corrective measures. This type of event-triggered reporting is commonly referred to as Business Alerts. The Microsoft Dynamics GP solution provides an extensive wizard for creating or editing business alerts. Selected screen shots of this solution are shown below.

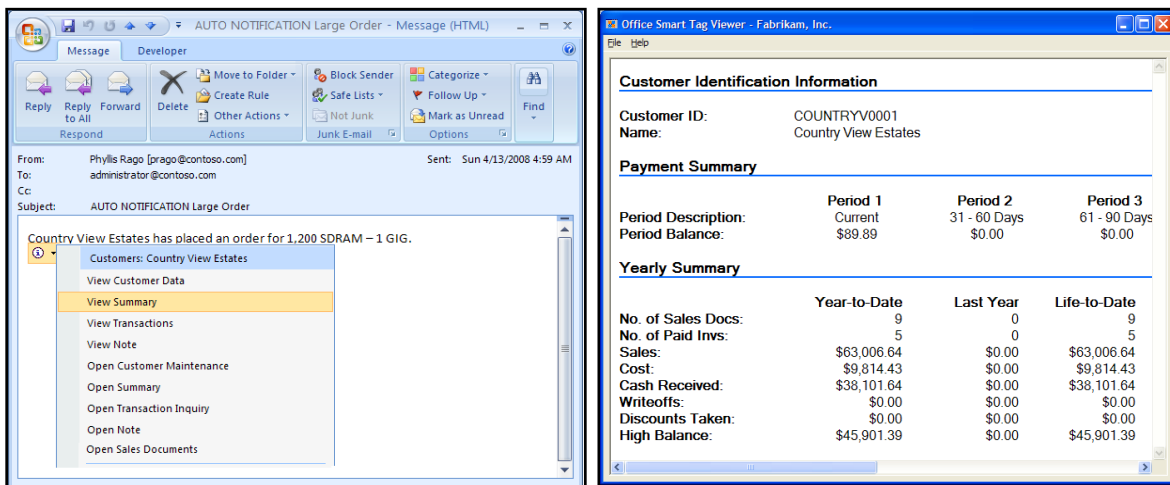


7. OFFICE INTEGRATION

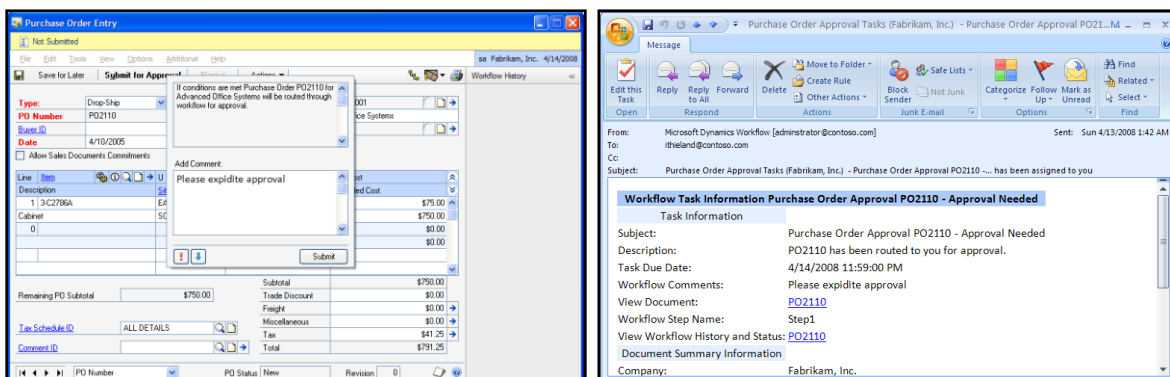
Both QuickBooks and Microsoft Dynamics GP offer a wide variety of Microsoft Office integration features such as the following:

1. Export reports directly to Microsoft Excel (with built-in formulas) or Microsoft Word.
2. E-mail reports and documents directly through Microsoft Outlook.
3. Use ODBC drivers to link data directly to Microsoft Excel and Microsoft Access.
4. Integrate Outlook Calendar to time and billing system.

However, Microsoft Dynamics GP provides additional advanced Office Integration features via SmartTags and Workflow. The first screen below shows how an email message in Outlook has automatically hyperlinked specific words in the email as being records saved in Microsoft Dynamics GP. By pausing over the customer name in the email, the SmartTag menu allows users to drill directly into information saved within Microsoft Dynamics GP (illustrated by the second screen below). SmartTags give users within Outlook, Word, or Excel the ability to view information from Microsoft Dynamics GP all without having to enter the application and manually look up the data.



The Microsoft Dynamics GP Workflow functionality enables users to create business rules for routing and escalating documents to the appropriate personnel for approval. The first screen shown below depicts the creation of a business rule in which all purchase orders exceeding a predetermined amount are automatically escalated for approval. As a result, the second screen displays the subsequent routing of an e-mail to the appropriate supervisor for approval.



8. BETTER DATABASE CAPACITY AND PERFORMANCE

As mentioned above, Microsoft provides a stronger database solution. Specifically, Microsoft Dynamics GP offers three database options, as follows:

1. Microsoft SQL Server for an unlimited number of users.
2. Microsoft Small Business Server (SBS) Premium Server Edition for up to 75 users.
3. Microsoft SQL Express for up to 10 users (limited to 1 GB of RAM and a 4 GB database).

These three database options are essentially different editions of the Microsoft SQL Server database targeted towards different sized customers. Microsoft SQL Server is considered to be one of the top databases in the world, and has been the top selling database world-wide for more than 10 years. The Microsoft SQL Server database can accommodate millions of transactions without slowing down.

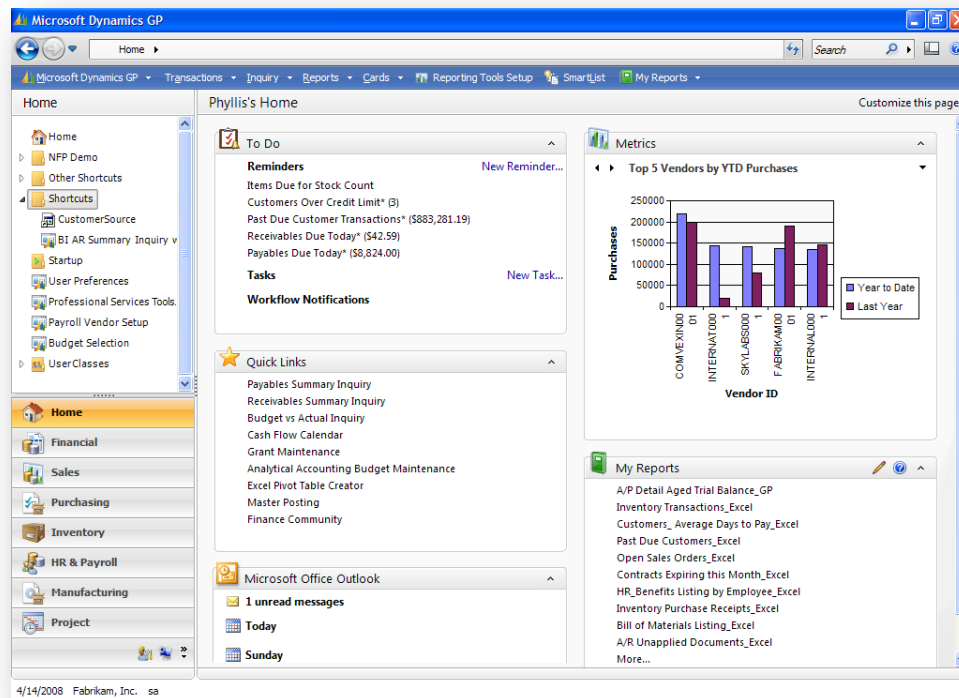
By contrast, both the QuickBooks Pro and QuickBooks Premier Editions now run on a proprietary SQL database as of 2006, (Intuit has not publically disclosed the specific name brand of that SQL database.) Prior to 2006, QuickBooks ran on a proprietary non-SQL database, which was replaced with the SQL database beginning with 2006 editions. This new SQL database is reported by Intuit to run 250% faster than the previous database (although many QuickBooks users estimate that the performance gains are much lower – usually in the 50% to 100% range.) The new SQL database standard has opened the door for Intuit to build better integration to third party applications. For example, beginning with QuickBooks 2008 Editions, the product now interfaces directly with Microsoft Outlook so that e-mail messages generated in QuickBooks 2008 are managed and sent directly through Outlook. Despite the improvement, QuickBooks still carries the same limitations discussed earlier in this report of 14,500 total list items and performance problems as transaction volumes increase. A key point has been that the new SQL database edition requires users to actually be running QuickBooks on the file server before users can log in from remote workstations – a requirement that did not exist with QuickBooks editions created earlier than 2006.

Another benefit of Microsoft Dynamics GP is that the database supports “record locking” whereas the QuickBooks database does not. This means that in Microsoft Dynamics GP, simultaneous users can access and edit the same data at the same time. The QuickBooks database uses “file locking” which forces the second user to wait until the first user has completed their task (in the same file) before they can continue. For example, a second salesperson using QuickBooks would not be able to edit a customer address while the first QuickBooks user is generating a customer report. The QuickBooks’ file locking approach is adequate when simultaneous users work in different areas of the accounting system at the same time (such as inventory and accounts payable) – but comes up short when more than two users work in the same accounting system areas (as would be the case with two salespersons).

9. CUSTOMIZATION

Several end-user customization tools are available in Microsoft Dynamics GP that allows users to adjust the Microsoft Dynamics GP application to their needs on a user-by-user basis. With Microsoft Dynamics GP Extender, users can add new custom windows to any user screen to

track an unlimited amount of user-defined fields/data. Users can specify which toolbars are displayed, what buttons they contain, and where they are positioned. Each user can specify the content of the menus displayed in Microsoft Dynamics GP, and users can choose an appearance theme, as well as how required fields display in the application. Appearance settings from Windows are reflected in the Microsoft Dynamics GP interface. Users can also add items to the Shortcut bar, giving them quick access to areas that are important to them. All list-windows in Microsoft Dynamics GP are configurable, allowing users to specify which columns to display and in what order to present them. Presented below is an example of the Microsoft Dynamics GP Home Page which has been customized to display the type of information that QuickBooks users are used to seeing.



Using the built-in customization tools you can change user windows by changing terminology or adding or rearranging data fields. You can also make global changes that will instantly be reflected throughout the product. Advanced users can even add VBA programming code to enhance the functionality of Microsoft Dynamics GP windows and reports and change default values, populate data fields, and store and retrieve data saved in your own tables.

Microsoft Dynamics GP provides a macro system to automate repetitive key strokes. For example, if at the end of every day a series of standard reports are produced from the system, all of the keystrokes necessary to produce the reports could be recorded once and played back at anytime. A user could push one button to launch the macro and then move on to other tasks. This saves time and improves employee productivity. The ability to record macros to automate repetitive tasks is not available in QuickBooks.

While QuickBooks does provide a tool for memorizing transactions and automatically entering them at predefined intervals, this feature falls short of offering a macro keystroke recorder to automate all repetitive functions in the accounting system.

10. SECURITY

The security offered by QuickBooks is very basic and often fails to meet the needs of many organizations. By contrast, the audit trail and user security features offered by Microsoft Dynamics GP are state of the art. Consider the following:

Audit Trail - The audit trail in QuickBooks is not reflected in the QuickBooks General Ledger, it only shows up on a separate audit trail report. This means that users can make changes to the QuickBooks data and those changes will not show up in the general ledger or subsidiary journals – a situation that contradicts the spirit of producing a secure audit trail. By contrast, Microsoft Dynamics GP permanently records and retains all entries in the general ledger and subsidiary journals. When changes are made to the data, the system displays the original, reversing and correcting transactions and journal entries – as all accounting systems should. Without a proper audit trail, it is easier for people with access to the accounting system to kite the system and perpetuate other frauds.

User Security Features - QuickBooks limits user access by certain functions, and for smaller companies this level of security is adequate. By comparison, Microsoft Dynamics GP can apply security at eight different layers as follows:

1. **System** - System level security controls access to system-wide setup information, such as setting up new user records, assigning user security or printing reports that contain that information.
2. **Company** - Company security controls access to companies on a per-user basis.
3. **Security Tasks** - Security tasks are assigned to roles and grant access to windows, reports, files, and other resources within Microsoft Dynamics GP.
4. **Security Roles** - Security roles are used to group various security tasks which makes it easier to set up multiple users. Some default security roles are provided in Microsoft Dynamics GP.
5. **Individual Users** - Individual security is role-based in Microsoft Dynamics GP. Each user must be assigned to a security role before they can access any forms, reports, or other data within Microsoft Dynamics GP. Thereafter individual user roles can be edited and refined to fit the organization's particular needs.
6. **Module-specific Tasks** - Most Microsoft Dynamics GP modules have specific tasks that can be set up to require a password; each task can have a different password.
7. **Account** - Account level security prevent users from entering, editing, or viewing information regarding a specific account.
8. **Field Level Security** - Field level security restricts access to any field, window, or form in Microsoft Dynamics GP.

Using the Microsoft Dynamics GP security features, companies can modify the security to suit their particular needs.

CONCLUSION

In conclusion, while QuickBooks is a good entry-level product, its database shortcomings and lack of features make it possible for companies to quickly outgrow QuickBooks. This article also provides measurements and discussions to help users determine when they've outgrown QuickBooks, and provides several stop-gap measures for squeezing the last few ounces of performance from this product. In this situation QuickBooks users might seek to migrate to a different edition of QuickBooks (such as QuickBooks Enterprise or QuickBooks Online); however this article points out that these alternative editions of QuickBooks offer few additional features and minimal technology gains in only a few areas. The article continues by suggesting that in many cases, QuickBooks users who've outgrown the product must look outside the Intuit family of products in order to identify an acceptable solution to meet the current and future needs of the organization. If so, QuickBooks users may wish to consider migrating to the Microsoft Dynamics GP product line. Competitive pricing, support, conversion tools and product design have been implemented to help QuickBooks users shed the QuickBooks system and step up to a more powerful business management system solution that will meet your needs for many years to come.

END NOTES

1. **Disclosures** – This report was prepared at the request of Microsoft Corporation, and the author was compensated for this effort. Therefore please be duly advised that the author was not independent in the preparation of this document.
2. **Disclaimers** – This paper is presented as the author's opinion, and not as fact. While it is believed to be accurate, the products discussed in this report are complex systems containing thousands of features, the presence or absence of which can be open to subjective interpretation. The author concedes that there may be features and functionality that were overlooked or not fully considered in this review. There also may be simple "work around" procedures or clever tricks that can be employed that were not considered, and there may be third party add-on applications that were not considered that compensate for various missing features for all products. We strongly recommend that you confirm any and all data contained herein with another source before relying on it.
3. **Nick Names** – For expediency, we referred to some of the products in this report using their nicknames, and not the full product names. The practice of referring to these products by their nickname is common in the industry. Presented below are the full proper product names, parent company names, and headquarter locations for each product mentioned in this report: Microsoft Dynamics GP, Microsoft Corporation, Redmond, WA; QuickBooks, Intuit, Inc., Mountain View, CA
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5. **About the Author** - J. Carlton Collins, CPA, the author of the original report, admires QuickBooks. He has personally used Quicken/QuickBooks to run his business for the past 18 years and he still uses QuickBooks today. He has presented more than 200 live, full-day QuickBooks courses over the past twelve years and he continues to present similar courses today. He has authored many articles featuring QuickBooks, including a top-rated article which appeared in the March, 2006 issue of the Journal of Accountancy. He has provided consulting services and advice to Intuit Corporation on numerous occasions during the past fifteen years.

Mr. Collins also admires Microsoft Dynamics GP. He was a Microsoft Dynamics GP reseller from 1989 to 1992 and he has delivered numerous lectures at the annual Microsoft Dynamics GP conference. He has also presented more than 500 live, full-day accounting system courses over the past twenty years featuring Microsoft Dynamics GP (in part), and he continues to present those courses today. He has authored numerous articles featuring Microsoft Dynamics GP and has provided consulting services and advice to Microsoft Dynamics GP software and Microsoft Corporation on many occasions during the past fifteen years.