



Newsletter Vol. 46 - Introduction

Softengine News is dedicated to keeping you up to date with the latest information regarding SAP Business One systems, Softengine solutions and Best Business Practices.

What's New?

Top 5 Reasons to Replace QuickBooks

QuickBooks is a very popular introductory accounting system – and for good reason! The system is very simple to install, configure and get-going. It is also touted as a very simple system that is easy to learn, which is great for small businesses. However, a system of this type has its limitations. In this article we will discuss the reasons to start thinking bigger if you are to increase efficiency and grow your business.

1. Limited reporting and transparency of your business health

Certain accounting reports in QuickBooks are very detailed and user-friendly, however, the nature of having a system that is not fully integrated means there may be data in other systems that are inaccessible. Certain warehouse or inventory data (not QuickBooks' specialty) may be more difficult to combine in a meaningful way.

2. Double entry and keying errors

If you use a separate system in conjunction with QuickBooks (even Excel or paper) you probably already know the troubles of double-entry and keying errors. Taking information from one system and manually transferring it to another is like walking a tightrope with accidents just waiting to happen. Keying errors are particularly common when data does not move automatically throughout the system. Ultimately this can lead to incorrect business information and data loss – impacting customer satisfaction and hurting your bottom line.

3. Limitations with file size and data

Entry-level software is not built for substantial data requirements and may begin to slow as your business grows. To prevent this, it is common for a limit on data file size to be set, which forces you to purge your data on an ongoing basis.

4. Generic and impersonal support

QuickBooks is extremely popular, but as a result the support you receive may not be personalized and specific to your business. The benefit of moving upstream is that you will receive specialized support by those that understand your business (some businesses more than others).

5. Standalone application Lacks integration

One of the most compelling reasons to move off QuickBooks is to have a single system to manage your business. No more paper, excel or inventory add-ons to worry about. Dealing with a single interface with interconnected data can do miraculous things for productivity.

If your business is doing well and has grown significantly from when you first implemented QuickBooks, chances are you are in need of more robust and integrated software.

Mark Canes, President of Blue Link Associates Limited

Return on Investment (ROI)

We all know that we need to be motivated to make a purchase. Many times seeing the numbers helps us to understand the profitable value of the solution.

Return on Investment (ROI) is used by companies to understand the business value of investments and today it is one of the main drivers behind spending money on technology. ROI is a family of financial measurements known as Net Present Value (NPV), Internal Rate of Return (IRR) and Payback and are all as important as each other. NPV, IRR and Payback are the primary measures that define the business value of any investment and therefore are key within the financial decision-making process.

What Is SAP Business One?

Unlike most other software applications that focus on a specific area of business, such as accounting or customer relationship management (CRM), SAP Business One is an integrated business management application. It offers a complete set of core functions, including financials, customer management, sales, operations, and logistics, which address the business management needs of your entire company.

SAP Business One is more than the typical financials software that was born out of accounting and bookkeeping, or a standalone customer relationship management solution. It helps businesses like yours manage the entire process of selling and servicing clients, and once orders are taken, they flow directly into automated fulfillment.

It is not a collection of one-size-fits-all components that have been cobbled together. Instead, SAP Business One is designed and architected specifically for small and midsize businesses to be a unified, integrated software application that supports accounting, manufacturing, warehouse management, and many other key processes.

For more information about **FREE ROI Analysis** tailored to your specific benefits and SAP Business One, please contact Barry Lederman: 818.704.7000, blederman@softengineusa.com.

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