Accuracy. Control. Results.

Peachtree

Why Choose Peachtree? | White Paper

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Is your Accounting solution just an Accounting solution? Isn't it time for you to get a solution that can not only track your money, but also track your business? This is where Peachtree* can help!

*Features listed vary by product. Please visit **www.peachtree.com** for a list of specific product features.*

- Entering transactions on a daily basis is essential to maintaining the company's books, but it is only a fraction of a business's accounting needs.

- Banks require accurate financial statements to determine your potential for loans and lines of credit.

- You need a business solution that will provide the security, accuracy, and control you need to meet the results you desire for:
  - Stability
  - Growth
  - Making informed business decisions

- By setting up your accounting system to conduct all your daily bookkeeping functions and provide you with financial statements and analysis, your accounting solution can help ensure your business remains efficient and profitable by giving you the insight you need.

- Worried about embezzlement or an audit? Help take those worries away and protect your business with strict user access security settings, a detailed audit trail and internal accounting controls to ensure transactions are being accounted for properly.

- Need to provide information to your accountant? With Peachtree, you can quickly and easily provide financial information to your accountant by e-mail and set alerts to remind you of key due dates.

- Get advanced feature options for your specific industry and leverage items such as tracking stages of job costing and overhead burden. And if you use accrual based accounting, our retainage feature will be a great asset.

- Do you have the resources to address customer calls quickly? Our Customer Management Center and Transaction History links provide quick access to the information you need to better manage your customers.

- Are you getting the analysis within your business to understand your company's health, cash flow status, or how you compare to others in your industry? With Peachtree, you can track all of this and more with our analysis tools, including:
  - Cash Flow Manager to understand where you stand today and tomorrow
  - Collections Manager to get an overview of how unpaid bills are affecting your growth
  - Peachtree Business Analytics[1] to see how your company is performing compared to others in your industry
  - And much more…

Take control of your business now by choosing a real accounting solution—Peachtree.

1 Internet access required. Service is embedded within Peachtree 2010, however is also available for Peachtree 2008 and 2009 products via a separate application download from **www.peachtree.com**

Why choose Peachtree?

If you view accounting as a tool that can help you make better decisions rather than just a necessary chore, Peachtree is the perfect choice for you. Peachtree is designed for people like you who take their accounting seriously. It helps you get your numbers right so you can truly understand how your business is performing. Accounting is too important to trust software that takes shortcuts just to be easy to use. Peachtree is a comprehensive solution based on real, double-entry accounting principles with module- or screen-level security, audit trails, and automatic accounting checks, so you get the accuracy and control you need to improve your results.

And if you are using QuickBooks® today, Peachtree provides a quick conversion Wizard[1] to move your necessary data over and begin using Peachtree right away!

Peachtree is the best choice for small businesses who want:

Accuracy:

- Ensures that you get the numbers right
- Knows that "getting the numbers right" is critical
- Uses real, double-entry accounting
- Includes automatic internal accounting checks[2]

Control:

- Protects the confidentiality of the information
- Has security features to let certain employees see information on a screen-by-screen basis so only the employees who need to see specific information will have access
- Gives you more control over your business as it allows you to see what's impacting your business results

Results:

- Helps you increase profitability
- Helps you use numbers to make better decisions
- Helps you get the results you want
- Supports growing companies

1 Versions 2006 – 2009. Excludes conversion of QuickBooks individual payroll transactions. For additional information on conversion limitations, please visit **www.peachtree.com/qb**

2 Sage is not liable or responsible for any fines or penalties that may result from errors in your company accounting records. The Internal Accounting Review is not intended to uncover all questionable transactions.

How do you know if Peachtree is right for you? When you're serious about your accounting you look for solutions that can provide the following:

Quick Setup

- Set up a comprehensive Chart of Accounts, customized for your own business. Account types include (at minimum): Assets, Liabilities, Equity, Income, Cost of Sales, and Expenses
- Additional in-product options such as the Setup Wizard, an online Knowledgebase of FAQs, the interactive "How Do I?" for specific questions, and more than 20 instructional demos

General Accounting

- Prepare standards and procedures for daily and monthly accounting functions
- Make journal entries to correct inaccuracies and ensure everything balances
- Reconcile Accounts Receivable and handle timely collections
- Maintain the General Ledger
- Maintain vendor relations and streamline Accounts Payable
- Invoice customers quickly, easily, and accurately
- Prepare monthly and annual budgets
- Budget for revenues and expenses.
- Process month-end and year-end closing
- Prepare monthly and annual financial statements

Security

- Audit past transactions and bring your books accurately up-to-date
- Screen-level security to ensure items are only seen by those who need to see them

Analysis

- Evaluate the state of your business finances, make recommendations, and implement improvements for your business
- Perform analysis and interpretation of financial data
- Monitor cash flow
- Run comparisons against other companies in your industry

Payroll[1]

- Process payroll or integrate outside payroll services into your accounting system
- Process year-end forms (W-2, 1099, and more)
- Report payroll liabilities and taxes

Business Management

- Reconcile bank statements and credit card statements
- Prepare depreciation and amortization schedules
- Prepare sales tax returns
- Manage insurance and employee benefits
- Maintain contact with your CPA or outside accountant for business advice, not just "cleaning up the books" and filing taxes

1 Compliant tax forms and tax tables require a subscription to Peachtree Simple Payroll. For details see **www.peachtreepayroll.com** or call 877-231-3761.

See how Peachtree compares to QuickBooks, and is the right choice for small businesses that are serious about their accounting[1]:

	Peachtree 2010	QuickBooks 2009
Accuracy		
Internal Accounting Review	Up to 15 checks of your data are performed by the Internal Accounting Review[2] process in Peachtree. These checks look for suspicious transactions and common accounting mistakes and give the user advice on correcting the transactions.	Similar functionality does not exist in QuickBooks.
Conditional Alerts	Alerts can be displayed within Peachtree or sent by e-mail to customers, vendors, or employees when certain conditions are met or events occur. Peachtree can automatically notify certain employees through e-mail when certain conditions are met. For example, if a customer's balance exceeds a preset amount, an e-mail alert is generated. Or if inventory levels fall below a certain amount, an e-mail can be sent to the proper employee(s) to reorder.	Similar user-defined notifications cannot be set in QuickBooks.
General Ledger (GL) Access	In Peachtree, you always have access to how your transactions are posted to your General Ledger accounts. Features like 'Accounting Behind the Screens' allow you to view the journal entries associated with transactions while you are in transaction screens, such as sales invoices, receipts, and purchases. This gives you visibility into how a transaction is being posted on both sides of the GL, and allows you the ability to change any of the GL accounts that the transaction is posting to.	In QuickBooks, you can see journal entries behind transactions from a report that does not allow modifications. Accounts can be selected on purchases, but accounts cannot be selected directly from sales orders, invoices, or purchase orders.
Analysis		
Peachtree Business Analytics	In Peachtree, you can see how your company is performing compared to other companies with the new customizable company dashboard! Get instant access to view up-to-date key financial trends in order to compare items such as Total Revenue, Gross Margin %, Days Sales Outstanding, and much more. Use this tool to improve your business's financial health and make critical decisions.[3]	QuickBooks no longer offers the Expert Analysis tool, which provided similar functionality. Also, the tool (ProfitCents by Sageworks) is not available as an add-on in the Solutions Marketplace. They do not have similar functionality built in to the product.
Security		
Password Security	Secure your company's data from unauthorized access with increased password security options. Strengthen your password security with new customizable options such as automatic password expiration, multiple incorrect password attempts lockout, no repeat passwords, and masking passwords from other users in Peachtree. Maintenance is easier giving users the ability to change their own passwords without relying on the admin, and requiring strong password compliance.	QuickBooks does mask passwords but only the Admin can set them. Password strength is recommended but not enforced.
User Security	Peachtree multi-user products provide you with screen-level and report groups access control. Administrators can select from over 100 specific areas to give add, edit, view-only, or no access to each user.	Security settings in QuickBooks multi-user products (other than QuickBooks Enterprise) allow access of only 10 major functional areas, but not at screen-level and report group access level.

1 Products were compared using the most current versions available in December 2008. Statements made by Sage are subjective based on internal software evaluation and documentation. Additional features that may appear in QuickBooks may not be listed here. Functions in Peachtree and QuickBooks vary by product. Some features listed here may not be available in every product version. For details on feature availability and feature disclaimers please visit **www.peachtree.com** or **www.quickbooks.com**

2 Sage is not liable or responsible for any fines or penalties that may result from errors in your company accounting records. The Internal Accounting Review is not intended to uncover all questionable transactions.

3 Internet access required. Service is embedded within Peachtree 2010, however is also available for Peachtree 2008 and 2009 products via a separate application download from **www.peachtree.com**

	Peachtree 2010	QuickBooks 2009
Control		
Assembly Revision History	Peachtree manages the revision history for the customer so that you can see the entire history of the assembly item, with an audit trail showing who changed it.	QuickBooks will allow you to change the components of an assembly inventory item at any time; however, a revision history is not maintained.
Purchase Orders	Peachtree will automatically create purchase orders based on minimum stock levels, re-order quantities, and quantities on sales orders.	Purchase orders can be created manually or from individual sales orders in QuickBooks, but not automatically and not based on stock levels.
Master/Sub-Stock items	Peachtree will automatically generate your sub-stock items and maintain them as a group. This is useful when you want to create an item, such as a shirt or hat generically, and then use the attributes of that item (Color, Size, etc) to automatically generate the sub-stock items to produce a line of products.	QuickBooks only allows you to use item classes as 'sub items' which is similar to Peachtree master stock items, but does not support true sub-stock items.
Work Tickets	Peachtree allows the ability to build an assembly as a work-in-process. As each piece is complete, that task is marked off the work ticket. When it is finished, an assembly item is generated as "ready to sell."	QuickBooks does not have work tickets.
Costing Methods	Peachtree lets you choose from Average, LIFO, FIFO, and Specific-Unit costing methods.	QuickBooks offers only Average costing method.
Order or Sell Using Vendor Part Numbers	For each item in Peachtree, you can store an internal part number, UPC/SKU code, and vendor part number. You can include these numbers when printing inventory reports from Peachtree.	QuickBooks tracks internal and manufacturer part numbers that can be printed on forms, but manufacturer part numbers cannot be printed on reports.
In-Product Advisor	The Advisor will assist you in pointing out better ways to accomplish common tasks in the program. Learn the best way to work within Peachtree by leveraging our in-product user tips. These tips will help you discover functions or features that will assist you in learning other areas of the product quicker.	Advisor-like functionality is not available in QuickBooks.
Serialized Inventory Tracking	You may assign serial numbers to specific individual inventory items when creating transactions in Peachtree, and maintain detailed records for tracking, recall, and warranty purposes. Also track the actual cost of each serialized item for more accurate profit measure.	This capability does not exist in QuickBooks.
Access		
Multiple Contacts	Store a virtually unlimited number of contacts per company in Peachtree![1] The "Contacts" tab in the Customers screen allows you to keep track of any specific details you want regarding multiple contacts per company. Track more details like multiple contacts titles, phone numbers, and e-mail addresses and specify the ship-to contacts.	Only offers 2 contacts per customer.
Customer Management Center	Create a customizable dashboard view of your customer's information such as their converted and unconverted quotes, invoices, receipts, time tickets, aged balances, items sold, and much more. Drill down to the detail and quickly take action.	QuickBooks takes you to one place but still requires multiple clicks to find the data you need. QuickBooks places you on one screen with 2 tabs and only 1 transactional module on each. You have to change settings on the fly to view different sets of information.
Open Multiple Companies	Get your work done faster by being able to open multiple companies within Peachtree at the same time! Open all of your companies and toggle to the company you need without closing your current company.[2]	QuickBooks only allows one company to be open at a time.

1 There is a maximum of 20 ship-to addresses and 1 billing address per customer. Only 2 contacts per customer can be synced with Outlook.

2 When opening more than one company performance is not impacted; however, you will experience reduced product functionality in those companies opened after the first one.

	Peachtree 2010	QuickBooks 2009
Payroll		
Tax Table Modifications	While both Peachtree and QuickBooks offer tax table update subscriptions, Peachtree users who do not subscribe to the service are still able to modify federal, state, and local tax calculations in user-defined tables.	QuickBooks users do not have the ability to manually set up or modify tax tables requiring that updates be made exclusively through the QuickBooks tax update service.
Solutions for Expanding Businesses		
Industry-specific solutions	Peachtree offers feature-rich solutions for companies in industries such as: Manufacturing, Distribution, Construction, Nonprofit, and Accounting. These industry-specific solutions are designed to help specialized companies better manage operations by handling their specific functionality and reporting needs without sacrificing the strength and flexibility of a robust accounting solution.	QuickBooks offers industry solutions for Manufacturers, Wholesalers & Distributors, Nonprofits, Retailers, Professional Services, Contractors, and Accountants.
Better Performance, Lower Cost of Ownership	Peachtree Quantum includes key features and benefits for those customers looking to expand their business. With our exclusive SmartPosting technology, you can experience 2X better performance.[1] Peachtree Quantum also offers options for 10, 15, 20, 30, or 40 user versions allowing customers to expand the number of users as their business needs grow.[2] And with cost-effective pricing, Peachtree Quantum is the ideal solution for companies that want the lowest total cost of ownership.	QuickBooks Enterprise does not have SmartPosting technology, and the head-to-head performance testing shows that Peachtree Quantum outperforms QuickBooks Enterprise by 2X performance speed. For more details see the performance test criteria. QuickBooks Enterprise only has the option to expand up to a 30 user version. And the cost of upgrading to a 30-user QuickBooks Enterprise is more expensive than upgrading to a 40-user version of Peachtree Quantum.
Order Process Workflow	Keep track of all the moving parts of your order process so nothing gets missed and everything moves along as planned. Have one centralized place to keep track of all process statuses, or just your own tasks and improve daily efficiency of your business with the new Order Process Workflow system in Peachtree Quantum. You can also notify the next person in the process, with a status and specific notes as needed.	QuickBooks does not offer workflow functionality.
My Dashboard	Based on the user's security access, customize screens in Peachtree Quantum to only show things you do on a regular basis like managing Aged Receivables, Aged Payables, Payroll, and much more. Mix and match from various functions or make another view that shows only the tasks you need on a weekly or monthly basis—you choose!	QuickBooks currently does not have a user-based, customizable dashboard.
One Solution Provider for More Powerful Needs	Peachtree Quantum provides a high-performance option for your growing business with support for up to 40 networked users. As you continue to grow, you have the option to remain in the Sage family with an easy transition to Sage MAS ERP.	QuickBooks Enterprise supports only 30 simultaneous users.

1 Performance results are based on recommended system requirements for Peachtree Quantum Accounting 2010, which satisfies the system requirements for QuickBooks Enterprise 2009. Results may vary based on configuration, size and content of data file, system and network traffic. For information on testing environment refer to **www.peachtreequantum.com/qbetest10**

2 Multi User licenses available in of packs of 10, 15, 20, 30, or 40. A maximum of 40 licensed, named users is allowed. Only the first 40 named users selected in the user maintenance screen are considered licensed, named users.

Peachtree Myth Busters

MYTH: I heard Peachtree was hard to use.

BUSTED: Peachtree is very easy to use and comes with several tutorials and an extensive in-product help system. All products come with 30 days of free support for first-time Peachtree users and one free support call for upgrading users—we're there to take care of you and help you get the most out of your product.[1]

MYTH: I heard you need to know accounting to use Peachtree.

BUSTED: Peachtree is based on true accounting principles, but you don't need to know accounting to use it.

MYTH: Peachtree is only for larger small businesses with an accountant in-house.

BUSTED: Peachtree accounting is used by hundreds of thousands of small businesses ranging from sole proprietorships to over 100 employees. Many of the companies that use Peachtree do not have an accountant in-house.

MYTH: Is Peachtree still around? It must be old and outdated. Will it be around in the years to come?

BUSTED: Yes, Peachtree accounting is still around and in fact, better than ever. Celebrating over 30 years of serving small business needs, Peachtree accounting is used by hundred of thousands of small businesses and is part of the Sage family with more than 5 million customers worldwide. Peachtree accounting is also used by and backed by thousands of accountants across the U.S.

MYTH: Peachtree is only for mature businesses, not small startups.

BUSTED: Peachtree has a solution for every size and type of business. From 1-2 person startup service operations to more mature, complex, industry-specific organizations, Peachtree can support every stage of your business.

1 Free support provided for currently supported products. Additional support is available for a fee. Support specialists reserve the right to limit a call to one hour or one incident.

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