

Quickbooks vs. SAP Business One

| Area | Quickbooks | SAP Business One |
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| Overall Functionality | Highly respected entry-level accounting package, but offers limited modules for expanding businesses. Is especially limited in inventory management | Industry-leading ERP software with robust built-in modules including: financial management, warehouse and production management, CRM, human resources, purchasing, mobility, reporting and analytics. Ideal for businesses who've outgrown packages like Quickbooks |
| Affordability | Premier –\$249.95 / per user Pro – \$399.95 / per user Enterprise – \$999.95 / per user Add-on modules are additional | Limited User – \$1,488 / per user Pro User – \$2,975 / per user Maintenance is 17% of user cost billed annually Install & Config is additional |
| Reputation | World's most popular entry-level accounting software | 70% of the world economy's transactions run on an SAP system |
| Scalability | As data increases the system slows considerably and there is no platform to move up to. Growing businesses often find they begin needing more features or the platform starts to run slowly | Runs on the Microsoft SQL Database and can handle very large databases. Supports transaction archiving and scales with growth. For companies who outgrow SAP Business One (which is a very small percentage of businesses) they can scale up to SAP All-in-One |
| Target Market | Designed for small businesses with 20 or fewer employees and annual revenues of less than \$2 million | Designed for businesses with 1 to 100 employees. Easily handles annual revenues up to \$500 million |
| Number of Users | Enterprise package allows up to 30 users | No limit to number of users allowed |
| Role Based User Options | None offered | Employees can have role-specific logins (defined by customizable templates) which give them access to the software in a way that helps them do their job more efficiently. Also provides privacy for sensitive business data that you only want certain users to see |
| Custom Reporting | Enterprise level package has a custom reporting tool but it's difficult to use for the average user. The tool is still very limiting and is not as easy to use as Crystal Reports or MicroSoft Reporting Services | Comes with industry leader Crystal Reports built-in. The Crystal Report wizard makes creating and publishing reports, charts, dashboards or even key performance indicators (KPI) very fast |
| Flexibility | Minimal configurability, no user-specific customizations. For the most part what comes out of the box, aside from | Unlimited user-defined tables, fields and objects capabilities. Advanced tools include formatted searches, which allow many |

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| | some of the reports and forms, cannot be customized. | options for data entry |
| Integration | All versions of Quickbooks use a proprietary database so you can only integrate with QuickBooks specific add-ons. Prevents you from being able to integrate outside third-party software | Allows you to integrate with any third party software since it does not use a proprietary database. It uses Microsoft SQL Server, the most popular database management system on the market. |
| Account Numbers | No segmentation | Account Numbers can have up to 10 segments. Segmentation is useful for summary reporting and for organizing your general ledger to look like your organization and is expected by most CPA's |
| System Security | Limited functional password security | Deep functional and data ownership security |
| Audit Compliance | Not GAAP compliant. Means that you are able to change anything you want without an audit trail. Does not protect a business from fraud and reporting can be inaccurate and lose its value | GAAP compliant, for both domestic and international accounting principles. Benefits are lower interest rates with banks, better credit lines with vendors, and reduces time and money required to perform an audit of the business. |
| Financials | Basic bookkeeping capabilities | Robust full-blow financials |
| CRM | Offers a separate add-on solution but it's not fully integrated and provides no drill down capability | CRM functionality is integrated into the entire application, not just a separate add-on |
| Workflow | The graphical interface used to navigate the screens is nicely designed, but does not provide much workflow beyond basic layout especially with regard to flexibility | Includes a number of features to streamline workflow, including the ability to customize workspaces to meet each user's individual needs to help make employees more proactive |
| Inventory | Handles basic tracking and average costs only. Many growing companies find inventory to be the most limiting part of Quickbooks. Doesn't monitor backorders or warehouse availability, doesn't support Standard Cost inventory accounting, doesn't Support FIFO accounting, doesn't track lots or serial numbers, doesn't support Bills of Materials, can't do valuation other than moving average cost | One of SAP Business One's greatest strengths is inventory management. It handles all of the things Quickbooks doesn't. Allows for very flexible pricing structures. SAP B1 makes it so you have the most up-to-date and in-depth inventory information at your fingertips at all times |
| Production | Does not support production or manufacturing | Comes out-of-the-box with robust built-in Production & Manufacturing |
| MRP | Not offered | Integrated MRP module includes a wizard and support for what-if scenarios. Predicts demand for materials based on existing stock, |

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| | | sales orders, purchase orders and production orders. Presents recommended bill of materials in a user-friendly drill-down report |
| Human Resources | Add-on's available, but none out of the box | Comes out-of-the-box with feature-rich built in HR module |
| Microsoft Integration | Offers an Outlook synchronization tool, but does not integrate in real-time | Synchronizes with Microsoft Word, Excel and Outlook in real-time. Coordinates calendar appointments, contacts, quotes, emails, and tasks. |
| Training & Support | Online forum is available but many of the support calls are handled outside of the US | We offer implementation, training, and ongoing support by our SAP experts (available onsite or remotely). Additionally we provide free 24/7 online support via our SAP Ask Engine |

Are you on Quickbooks? Interested in seeing SAP Business One? Give us a call:

(813) 321-1305
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SAP Business One support, sales, training, customizations, and add-ons