



Hot off the press from Intuit to QuickBooks ProAdvisors:

ANSWERING CLIENT QUESTIONS ON MICROSOFT SMALL BUSINESS ACCOUNTING PROGRAM

We have received a few inquiries from accounting professionals asking for more information on how QuickBooks compares to SBA so they can be better informed in the event they receive questions from a client or prospect. There are many reasons why QuickBooks continues to be the best solution for both small businesses and accountants, and we've prepared this information to help you in your conversations with your clients.

QUICKBOOKS:	THE OTHERS:
Easy to learn: Step-by-step tutorials and a new Learning Center get your clients up and running quickly.	Microsoft Small Business Accounting lacks in-product tutorials and lessons.
Easy to use: Familiar forms to fill in make it easy to complete basic tasks. (i.e. a check looks like a check)	Forms in Small Business Accounting look like computer screens rather than familiar forms.
Easy to navigate: Key customer, vendor and employee information is located in one central "center" - so no hunting for critical business information.	Small Business Accounting lacks comprehensive centers for customer, vendor, or employee information.
Helps prevent errors: In-product hints and warnings help clients do it right the first time. For example, if a client writes a check and there is an open bill, QuickBooks will guide her to assign the check to the right open bill.	Small Business Accounting has very few hints. For example, your client could write checks without assigning them to open bills, resulting in over-payment (or double payment). There is no message to inform your client that open bills exist for that vendor.
Fewer steps required: Fewer steps required to complete tasks: print checks and complete other common tasks in a few simple steps.	It takes seven steps to print a check in Peachtree-but just four in QuickBooks.
QuickBooks' comprehensive feature set is flexible enough to accommodate all your client's business needs.	"The best accounting program is the one that builds in a lot of flexibility and customizability... SBA does not yet meet all of these criteria. It trails market-leader QuickBooks in some key accounting areas." (PCMag)
QuickBooks' wide range of customizable and industry-specific reports (over 130+) helps your clients manage their business more efficiently.	Reports are more limited (only 60+) in Microsoft Small Business Accounting. Lacks key reports such as Profit & Loss reports by customers, vendors, jobs, and classes.
Industry-specific editions for contractors, manufacturers, retailers and more, help customize the software to your client's business.	Microsoft Small Business Accounting only comes in one edition, which may be limiting for many of your clients.
QuickBooks grows with your client's business without needing to export data or retrain on another program.	Peachtree offers fewer product editions. Migration to other Sage and Microsoft software products also require data conversion and training.
Integrates with Office: QuickBooks works with Excel, Word and Outlook ¹ versions 1998 - 2003. QuickBooks also works with Outlook Express.	Microsoft Small Business Accounting only works with Excel 2003 and Word 2003, and Outlook 2003 with Business Contact Manager 2003, not Outlook Express.
Integrates with Excel: Easily import & export data to and from Excel. QuickBooks even saves your field mappings when importing data into QuickBooks so that you don't have to recreate the wheel each time.	You need to recreate your field mappings each time you want to import data from an Excel report into Small Business Accounting.

<p>Integrates with Word: Easily export invoices and other forms to Microsoft Word, or you can also easily customize them within QuickBooks.</p>	<p>With Small Business Accounting, invoices can <i>only</i> be customized in Microsoft Word, requiring you to go to another program.</p>
<p>Integrates with Outlook contacts: With one click, customer and vendor information in QuickBooks is automatically synchronized with your Outlook contacts.</p>	<p>Small Business Accounting provides a one-way export of customer contacts to Outlook; two-way synchronization is not possible. Vendor contacts cannot be synchronized.</p>
<p>Integrates with tax preparation software. Export account balances to ProSeries or Lacerte tax software.²</p>	<p>Neither Peachtree nor Small Business Accounting integrates with tax software.</p>
<p>Integrates with Act!³ Synchronize your contact and customer management software with QuickBooks.</p>	<p>Small Business Accounting only integrates with Microsoft applications, and does not integrate with Act!</p>
<p>Integrates with over 400 software developer applications. Your clients can customize QuickBooks to their specific business needs.</p>	<p>Microsoft is just starting to build their software developer network solutions for Small Business Accounting.</p>
<p>Easy to make changes: QuickBooks is flexible, making it easy for you to find and correct client errors.</p>	<p>It's more difficult to correct errors in Microsoft Small Business Accounting. For example, you are not able to make corrections directly in the check registry.</p>
<p>Easy to exchange files: Unique features such as the "Accountant's Copy" or "Remote Access" QuickBooks help you update or exchange files with their clients.</p>	<p>Neither Peachtree nor Small Business Accounting have real-time "Remote Access" or an "Accountant's Copy File". Your clients may have to stop working in the software while they send you the file for review and adjustment.</p>
<p>Easy to get help: QuickBooks is universal, so it is easy to get help from the 230,000 accountants who use QuickBooks, and easy to find staff who are already trained on QuickBooks.</p>	<p>All other products have significantly lower familiarity and help availability, making it harder to find the support you need.</p>
<p>QuickBooks offers an Accountant Edition, built on the same QuickBooks platform. So it's easy to exchange files and troubleshoot for your clients. It contains accountant-specific tools such as a Financial Statement Designer, Working Trial Balance tool, and Fixed Asset Manager. So you can do your work more efficiently.</p> <p>It is preferred over leading competitors.</p>	<p>Small Business Accounting does not offer a version for accounting professionals, and does not contain any accountant-specific tools.</p> <p>Peachtree does not contain an interactive Working Trial Balance tool.</p>
<p>QuickBooks has been pressure-tested by small businesses and accountants for 13 years.</p>	<p>Microsoft Small Business Accounting is an early generation product, and is one of hundreds of initiatives at Microsoft.</p>
<p>QuickBooks products are #1 rated, #1 best-selling year after year.</p>	<p>"The Small Business Accounting package has been in beta for "a significant amount of time," according to Gates, and for good reason. The company has tried in the past to reach the small-business market with accounting software but found little success when compared with off-the-shelf packages like QuickBooks." (eweek)</p>