



# Why choose Peachtree?

# It's time to realize the importance Accounting can play in your business success. Accounting is more than just bookkeeping:

ac·count·ing   ə'kaʊntɪŋ - Show Spelled Pronunciation[uh-koun-ting]

*-noun*

the theory and system of setting up, maintaining, and auditing the books of a firm; art of analyzing the financial position and operating results of a business house from a study of its sales, purchases, overhead, etc.

- Bookkeeping, in a nutshell, is record keeping. Entering transactions on a daily basis is essential to maintaining the company's books, but it is only a fraction of a business' accounting needs.
- While your CPA/accountant can provide valuable insight into business strategies, tax solutions and filings and more, you need operational information available at your fingertips – so you can make good decisions every day. Using a solid accounting system means you don't have to wait until once a month or once a year when you visit your CPA/accountant to know where you stand in your business.
- If your company is growing, you may need to take your accounting function to the next level. This can be challenging and sometimes seem overwhelming. You need an accounting solution that will bring you up to date and prepare you for growth. Banks require accurate financial statements to determine your potential for loans and lines of credit.
- You need to get an accounting solution you can trust to help you with your business' financial needs. With it you won't have to face your company's challenges uninformed again.
- Having a sound accounting system will allow you to become familiar and involved with your strategy and operations, and be able to provide you with all the financial information you need about your company—so you can make the right decisions about the future of your business.
- 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? Take those worries away and protect your business with an accounting solution with strict user access security settings, a detailed audit trail and internal accounting controls to ensure transactions are being accounted for properly.
- With a real accounting system you will soon realize that cash flow doesn't equal profits and that many factors go into determining your bottom line.
- **Take control of your accounting now by choosing a real accounting solution -- Peachtree.**

## 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 screen-level security, audit trails, and automatic accounting checks, so you get the accuracy and control you need to improve your results.

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
- **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 profits
  - Helps you use numbers to make better decisions
  - Helps you increase profits, get results
  - Supports growing companies like yours

[NOTE: Functions in Peachtree vary by product. For details on feature availability, please visit [www.peachtree.com](http://www.peachtree.com) ]

# How do you know if you are right for Peachtree? When you're "serious about your accounting" you strive to:

- Set up a comprehensive Chart of Accounts, customized for your own business. Account types include at minimum: Assets, Liabilities, Equity, Income and Expenses
  - Prepare standards and procedures for daily and monthly accounting functions
  - Evaluate the state of your business finances, make recommendations and implement improvements for your business
  - Make journal entries to correct inaccuracies and ensure everything balances
  - Maintain the General Ledger
  - Prepare monthly and annual budgets
  - Reconcile Accounts Receivable and handle timely collections
  - Maintain vendor relations and streamline Accounts Payable
  - Monitor Cash Flow
  - Audit past transactions and bring your books accurately up-to-date
  - Reconcile Bank Statements and Credit Card Statements
  - Invoice customers quickly, easily and accurately
  - Budget for revenues and expenses
  - Perform analysis and interpretation of financial data
  - Process payroll or integrate outside payroll services into your accounting system
  - Report payroll liabilities and taxes
  - Prepare depreciation and amortization schedules
  - Prepare monthly and annual Financial Statements
  - Process month-end and year-end closing
  - Prepare Sales Tax returns
  - Manage insurance and employee benefits
  - Process year-end forms (W-2, 1099, etc.)
  - Maintain contact with your CPA or outside accountant for business advice, not just "cleaning up the books" and filing taxes.
- **Choose Peachtree!**

# Learn why Accountants recommend Peachtree over QuickBooks for small businesses who are “serious about their accounting”:

## Accountants:

*“We recommend Peachtree to our clients because it has more controls and better reporting capabilities. It’s a true accounting application.”*

*“Peachtree is easy to use and gives you accurate information without software problems or “glitches”.*

*“Using Peachtree makes you knowledgeable about accounting, which is a good thing!”*

*“A product like QuickBooks is designed to be quick and easy to set up initially. Most people don’t understand that you have to invest some time to set up your classifications properly. If they aren’t right from the beginning, your data won’t be accurate – so your reports won’t be accurate. The time you thought you had saved on the front end is lost – possibly several times over.”*

*“While doing tax work for our clients, we find that QuickBooks users have more accounting problems than Peachtree users.”*

*“I personally prefer Peachtree software because I am a CPA and Peachtree “thinks” more like we have been trained... There seems to be a misconception that Peachtree is very difficult to use.”*

*“...many of my new clients use QuickBooks and existing problems and lack of control make the program an accountant’s nightmare.”*

*“Actually, it is right for virtually all of [my clients]. However, some clients purchase QuickBooks without asking me first, or become clients and are already using QuickBooks. Whenever possible, I get them to change to Peachtree.”*

*“I personally use Peachtree for my business and am sold on the fact that it is excellent software. My personal opinion of QuickBooks is that I would not recommend it to anyone. I do not believe it is as easy to use or understand as Peachtree.”*

*“Peachtree users need less of my time making corrections than QuickBooks users.”*

[Source: July 2006, survey of accountants using Peachtree, conducted by Sage Software]

# Learn what Customers have to say about how Peachtree compares to QuickBooks:

## Customers:

*"Peachtree is made for business people who take their accounting seriously."*

*"I want to know what the numbers mean and – with Peachtree – I do."*

*"Although accounting isn't my strength, I understand its importance in running a business. QuickBooks is not what I consider an accounting program. Peachtree is a true accounting program, and it's what I chose for my business."*

*"With Peachtree, I can call customer support and talk to a live person – they are very responsive to my needs. QuickBooks preferred to answer my questions online."*

*"Doing my accounting manually was frustrating and time consuming. I knew there had to be a better way. Using Peachtree accounting software has been much more productive. I can keep a close eye on my business without spending so much time away from my customers. Improving the product and providing great customer service are my top priorities."*

*"I felt confident that Peachtree understood small business and could help with my accounting needs, because Peachtree software has been around for many years."  
"When it comes to accounting, the easy way is not always the right way."*

*"QuickBooks is easy, but it doesn't have the capabilities I need for my business."*

*"I e-mail invoices to my customers. E-mail can be attached to the customer's record within Peachtree. It's so quick and easy – I love it!"*

*"Peachtree allows me to see what I owe and what my bottom line is. I am able to keep a close eye on my business."*

*"Having an accounting background, I know there are certain things you must record. With QuickBooks, it wasn't clear how to record those things."*

*"When I'm unsure what something means, the Help feature in Peachtree provides the guidance I need."*

[Source: March 2007, survey of customers using Peachtree, conducted by Sage Software]

# Top reasons Peachtree\* wins over QuickBooks\* for small businesses who are “Serious about their accounting”:

\* Functions in Peachtree and QuickBooks vary by product. For details on feature availability and feature disclaimers, please visit [www.peachtree.com](http://www.peachtree.com) or [www.quickbooks.com](http://www.quickbooks.com).

## **Real, Double Entry Accounting**

**Balance:** Peachtree provides for accounts that are accurate and in balance with double-entry accounting, and a debit and credit for every transaction.

**Accounting Control:** You retain better control over your bookkeeping process in Peachtree through the use of Accounting Periods and GL Accounts. In Peachtree, each accounting period (usually a calendar month) can be locked so that the administrator can select who can edit transactions in prior periods. QuickBooks has a “closing date” concept, and can lock transactions by date, but it is not a traditional “period closing” as in Peachtree.

**General Ledger (GL) Access:** In Peachtree, you always have access to how your transactions are posted to your GL 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 General Ledger, and allows you the ability to change any of the GL accounts that the transaction is posting to. In QuickBooks, you only see, and have the ability to change, one side of the transaction. For example, you cannot change Accounts Receivable accounts or Income Accounts on the Sales Invoicing window in QuickBooks.

## **Better Security & Accounting Controls**

**User Security:** Peachtree multi-user products provide you with the ability to control user access with a high degree of precision. Security controls in Peachtree allow for 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 groups access level.

**Internal Accounting Review:** Up to 15 checks of your data are performed by the *Internal Accounting Review* 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 email to customers, vendors, or employees when certain conditions are met or events occur. Peachtree can automatically notify certain employees through email when certain conditions are met. For example, if a customer’s balance exceeds a preset amount, an email alert is generated. Or if inventory levels fall below a certain amount, an email can be sent to the proper employee(s) to reorder. Similar user-defined notifications cannot be set in QuickBooks.

## **In-depth Inventory Management**

**Assembly Revision History:** Peachtree manages the revision history for the customer such that they can see the entire history of the assembly item, with an audit trail of 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.

**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, while QuickBooks offers only Average.

**Order or Sell Using Vendor Part Numbers:** Choose to use an internal part number, UPC/SKU code, or vendor part number when printing inventory reports from Peachtree. QuickBooks allows you to use only an internal part number.

**Serialized Inventory Tracking:** 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.

**Service and Labor Inventory Items:** In Peachtree you can have service and labor items geared toward wages expenses. The advantage to service items is that it has the wages and salary account as the cost of sales account. This causes the labor not to appear in the cost of goods sold section of the income statement, but the wages expense section. The effect of this is that you can sell "services" just like you sell inventory and the expenses will be properly stated. In QuickBooks, there is only "other charge items".

## **Detailed Job Costing**

**Progress Billing:** Peachtree tracks a job's contract price, previous progress billings, and retainage withheld, allowing the creation of invoices based on the job's current progress. Billing can be based on percentage of completion, percentage of estimated job revenue, or percentage of each line item. Additionally, multiple invoices can be created for multiple customers. QuickBooks allows invoicing of a fixed percentage of an entire estimate or for different percentages of each line item on an estimate.

**Reporting:** Peachtree job costing reports include actual costs incurred. QuickBooks job reports use estimated costs and track to actual revenue.

## **More Flexible Payroll**

**Tax Table Modifications:** Both Peachtree and QuickBooks offer tax table update subscriptions. Peachtree users who do not subscribe to the service are 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.

**Payroll Exception Report:** This report shows the differences between what Peachtree calculates for payroll taxes and what the user has withheld on the payroll window. What this report can do that QuickBooks can't is it will automatically create adjusting entries to correct problems in withholding; thus it is much more than just a report.

[NOTE: Products were compared using the most current versions available in April 2007. Statements were made by Sage Software and are subjective based on internal software evaluation and documentation. Additional features that may appear in competitor's product may not be listed here.]

*\* Functions in Peachtree and QuickBooks vary by product. For details on feature availability and feature disclaimers, please visit [www.peachtree.com](http://www.peachtree.com) or [www.quickbooks.com](http://www.quickbooks.com).*

# Peachtree Myth Busters

**MYTH: I heard Peachtree was hard to use.**

**BUSTED:** Peachtree is a comprehensive system but well worth the investment to learn. The upfront investment will result in you having the accuracy and control you need, ensuring that you get the numbers right and avoid surprises down the road. Peachtree accounting comes with several tutorials and an extensive in-product help system. All new products come with 30 days of free support – we’re there to take care of you and help you get the most out of your product.

**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. The product is, in fact, very easy to use and comes with several tutorials to help you with key tasks. It’s easier than you think.

**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 Software family with over 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 the 1-2 person start-up service operations to more mature, complex industry-specific organizations, Peachtree can support every stage of your business.