

# QuickBooks **vs.** Peachtree Comparison White Paper

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## About BrainSell

**Ready? Set. Grow!** BrainSell engineers smart growth with business savvy, technology, and consulting services for clients of all sizes across North America.

We guarantee unbiased business advice. We use a proven process to help growing businesses identify the clearest areas of potential growth and improvement in their processes. If software will help those processes, then our team of technology experts can advise on choosing the best platforms for the job.

- **Ready?** We listen. What is your business struggling with? We help you see through the ever-changing list of priorities and issues to drill down to the best areas to improve and move the needle – yes, we are driven to find ways to make your business more profitable. We can help your business by understanding what your end goals are first.
- **Set.** BrainSell analysts can help document current and proposed processes, and even help select software (CRM, ERP, marketing automation, BI platforms, to name a few).
- **Grow!** BrainSell software analysts and engineers can help design, engineer, build, test and train your team on the selected software. We work with you to assess the readiness of your team so that the adoption of your new software is successful.

We're here to help! Please call us any time — 1.866.356.2654 or email [sales@brainsell.net](mailto:sales@brainsell.net)



FEATURES		
List Price	\$229	\$2,595
Max Number of Users	1	1
Accounts Receivable	✓	✓
Accounts Payable	✓	✓
Automated Purchase Orders	✗	✗
Fixed Asset Management	✗	✗
Automatic Check Signing	✗	✓
General Ledger	✓	✗
Job Costing and Forecasting	✓	✗
Multiple Customizable Dashboards	✓	✗
Industry Specific Features	✗	✗
Serial Number Inventory Management	✗	✗

## Introduction

*QuickBooks* holds 89 percent of the small business accounting software market in the United States. However, *Sage's* small business product, *Peachtree* – now *Sage 50*, is another popular product that is giving *QuickBooks* a run for their money. Both products have their own individual strengths and weaknesses. In this paper they will be evaluated individually and on those key differences.

At BrainSell we want to help you find the right solution for your organization's individual needs. That is why we build these white papers from a neutral standpoint and highlight all pros and cons of every software solution with an un-biased approach.

## Why Accounting Software?

As a small business owner, you have more important things to focus on than accounting software. Life is hectic and owning your own business makes it exponentially more so. So, while accounting software programs can't take away all your burdens, they can make a stressful part of your job a much easier.

*Sage Peachtree* and Intuit *QuickBooks* own the largest part of small business accounting software market. They are both excellent solutions, and the answer to a lot of small business's bookkeeping nightmares.

*QuickBooks* is typically viewed as the easiest accounting software to implement with a high user adoption rate. It has held on to this title because it is known an intuitive solution, especially for someone with little to no background in accounting. Many small business owners are plagued with double-entry data errors and recoil at the thought of bookkeeping, afraid of mistakes and endlessly frustrating accounting sessions. That fear and hesitation is a large part of *QuickBooks* success. They are the market standard for small business accounting solutions because they have a great reputation as an easy to adapt solution.

Even though that is a steeper price to pay, *Sage* definitely packs in more features in *Peachtree* Premium than *QuickBooks* Premier. *Sage's* *Peachtree* Premium comes with a premium price tag: \$499 for a single user and \$1,199 for users 2 through 5.

The two largest instances of *Peachtree* and *QuickBooks* are Quantum and Enterprise, respectively. While they have the highest price point, they are far and away the most highly equipped solutions that are ideal for small businesses seeking to have more than 5 users.

*QuickBooks's* Enterprise and *Peachtree* Quantum solutions are ideal for businesses managing more complex finances. They are also suited for companies currently using *QuickBooks* Pro or Premier who want more flexibility, to get more done faster. Or if you think you will need more customer, product and vendor information than the smaller solutions allow. If you are looking to have 3 or more simultaneous users then these larger solutions are your best option.

Both *Peachtree* Quantum and *QuickBooks* Enterprise are suited for organizations looking for a solution that can accommodate employees in more specialized roles and functions. They are also good for companies with multiple locations that need tracking and management.

These solutions are also great because they can really serve as an alternative to other accounting and business management solutions that cost thousands of dollars.

They are both robust and feature rich – either option equipped with all your financial management needs.

## Essential features

For any size company when you are tracking financials there is absolutely nothing more paramount than accuracy. This is also true for usability or quality reporting. You want your software to be completely accurate and also intuitive enough for anyone to be able to use, and capable of producing high level reports.

There are free accounting management solutions that are either cheap or free and available online – but they are incredibly limited in scope and features, and leave you open to inaccurate data and risk. In usability and depth *QuickBooks* and *Peachtree* are worth their weight in gold. They are the risk-free options provided to all small-business owners looking for a better accounting solution.

Both versions of *QuickBooks* boast well-developed and intuitive invoicing systems. *QuickBooks* Premier includes the ability to track data from different departments, locations or funds, all in one report. Batch invoicing is another new feature that *QuickBooks* offers, allowing one invoice to be created and applied to everyone in a group.

From top to bottom, *QuickBooks* has updated features to keep pace with software and technology trends enabling easier online integration. So now, all of *QuickBooks* can be used in conjunction with your online banking and web-based email account (e.g., Gmail, Hotmail, Yahoo! Mail). These resources can now also be connected via *QuickBooks* Sync to Intuit's online servers, making for a seamless information stream.

*Peachtree*, is better suited for a heavy amount of specific small business tasks. It also boasts a highly customizable tool set. Each version of *Peachtree* can manage workflow analysis, volume pricing, complicated inventory concerns and vendor reports. *Peachtree* has also teamed up with business intelligence firm Alchemex to provide Excel-based business intelligence summaries for Complete and Premium users.

*Peachtree* allows you to keep an eye on cash flow with preset alerts that send email notifications when inventory amounts get too low or an account's balance passes a predetermined threshold. Arguably the most valuable tool *Peachtree* offers is its Internal Accounting Review that audits your data to detect common accounting mistakes. This is huge for a small business owner who has no accounting or finance background. The Internal Accounting review tool ensures that your hard earned money is not falling through the cracks.

## Conclusion

So while neither of these solutions is particularly cheap, the services they provide are absolutely invaluable. Your return on investment will be tangible in dollars, time saved and peace of mind.

*QuickBooks* is great for service-oriented businesses and organizations; arguably, inventory control is where it falls short. *Peachtree* is really strong inventory management solution.

There are industry-specific versions for both *Peachtree* and *QuickBooks*: *QuickBooks* offers six industry versions while *Peachtree* has five.

Pricing for both products is very close. *QuickBooks* has an online version that is incredibly affordable, but limited and more appropriate for home finances. *QuickBooks* also has a Mac version and both products are dependable and good choices for most small businesses.