

Five Signs You've Outgrown QuickBooks

by PCWARE Business Solutions

Creating business systems that drive profits

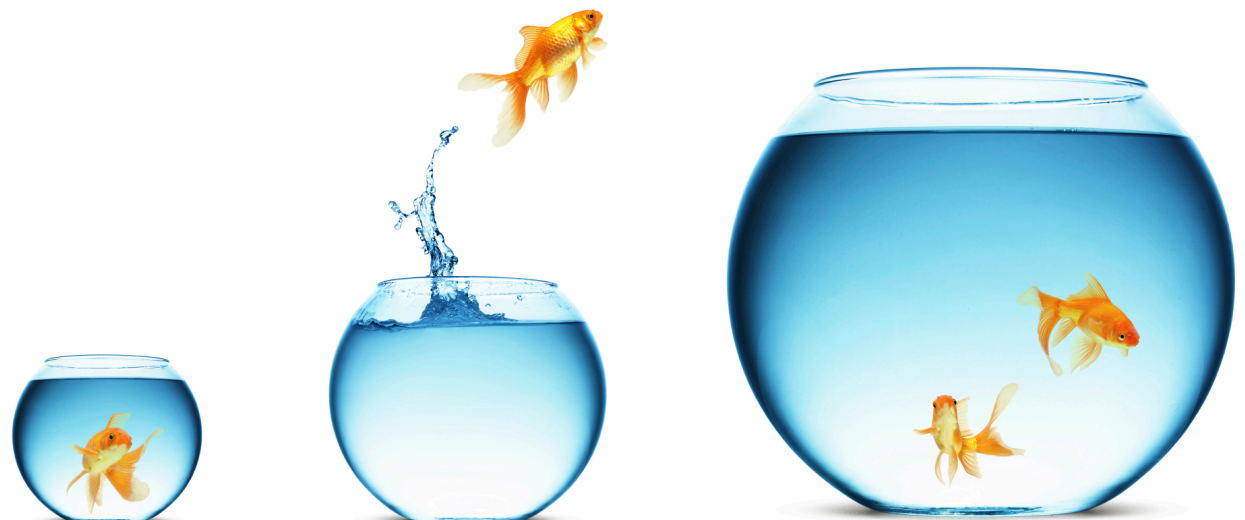


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Call Zev----- 845-371-1975



As your business grows there are five tell-tail signs that indicate you are ready to step into the BIG Leagues.

Introduction



Growing with your business

Sooner or later every business grows to a point where their current business accounting software doesn't meet their growing needs. This eBook helps get where you need to go safely and without stress.

And really, there shouldn't be any stress about your business accounting system. You get enough of that with other problems associated with a growing business. You sure don't need it when you're trying to grow your business.

There really isn't anything difficult or especially tricky about understanding when you've outgrown your accounting

system, you just need to understand the basics,

So let's look at the symptoms of an outgrown accounting system...



**Too many
spreadsheets
makes
for too many
mistakes**

Swimming in Spreadsheets

Managing your business's key performance indicators is mission critical to the success of your business. Most companies start out looking at standard reports generated by their accounting package.

However, as the company grows they start using custom spreadsheets. At the next stage spreadsheet madness occurs, they find themselves swimming in spreadsheets.

- ☐ **Spreadsheets to track time.**
- ☐ **Spreadsheets to track production.**
- ☐ **Spreadsheet to track inventory.**

Did you know it has been estimated that 88% of spreadsheets contain errors.

Too many spreadsheets creating too many errors.

All this leads to poor decision made because of poor and untimely information.

Too Many Spreadsheets

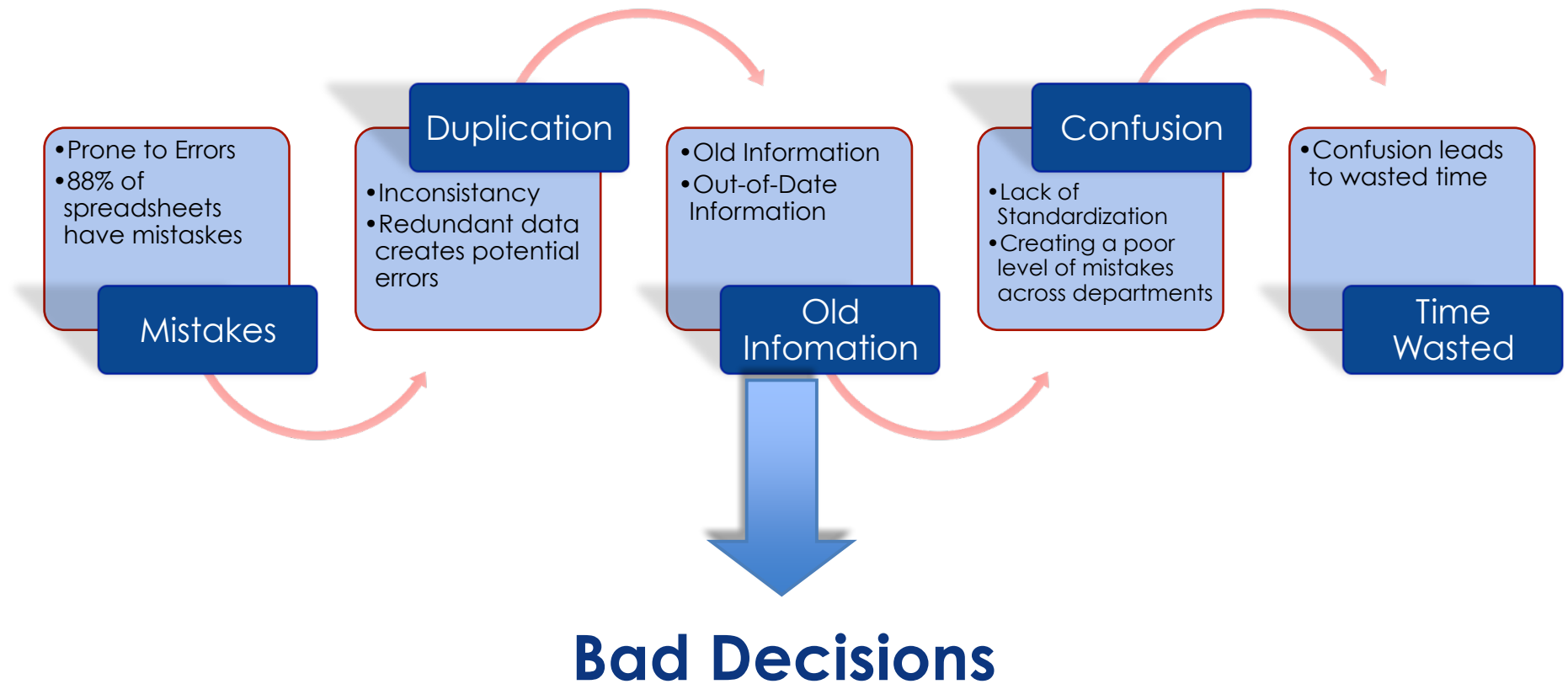


Figure 1



**A zillion, gazillion,
and bajillion
numbers**

Drowning in Information

Automatic reports are great. At a touch of a button you can find yourself swimming in a gazillion numbers. More numbers than you can possibly fathom. More ways to look at those numbers than you can possibly manage.

Focusing on a gazillion numbers rarely leads to success. And those numbers are all historical. It is a great history lesson but not a very good way to run a growing business.

Your accounting package needs to

help you focus by presenting you with just enough information to make your critical business decisions, but not too much information to confuse you. University studies show most people can mentally handle four variables with difficulty. Five variables are impossible.

Shocked

Again, this leads to poor decisions made because of poor information.

More Patches than a Midwestern Quilt



**Customer
Relationship
Management**

Scheduling

**Inventory
Management**

As your company grows it will quickly outgrow the capabilities of an entry-level accounting package. So more software systems are purchased to fill-in the holes.

Typically a customer relationship management (CRM) is the first purchase. Then a scheduling system is purchased. Next an inventory management system.

Before you know it, you have multiple systems all requiring separate data entry. All spitting out tons of reports.

All generating reams of information operating as independent silos.

Finally, you discover that average inventory cost isn't working for you and you cannot adjust your cost.

And all you want to do is grow your business. You can't because you have a full-time job managing your systems. And none of your systems talk to each other. So it is up to you to coordinate it all.

Do you really have time?

Time is money.



... slower than the
George Washington
Bridge during a
snowstorm

Your Gold Fish is Acting Like a Mackerel

Entry-level accounting packages can be quickly overwhelmed with data. It is inevitable. Now you have to decide to upgrade (again) or shrink your data file by dumping years of history.

As your system grows it takes longer and longer to run reports. Data entry is slower and slower. You find your staff timing their meals and breaks around your accounting system.

So either you wait and wait and wait or you shrink your database by dumping history.

Sometimes you have to rebuild your files to add new entries.

Finally, you ask yourself, "Do I really need this headache? I thought technology was supposed to make my life simpler"

This is a sure-fire indicator you need a management system that grows with you, not against you.

Your Fish Bowl May Be Leaking



The typical organization loses five percent of its annual revenue to fraud.

QuickBooks Enterprise Solutions has a limit on the number of simultaneous users. Once you hit this ceiling you have to make a decision.

Do you restrict access?

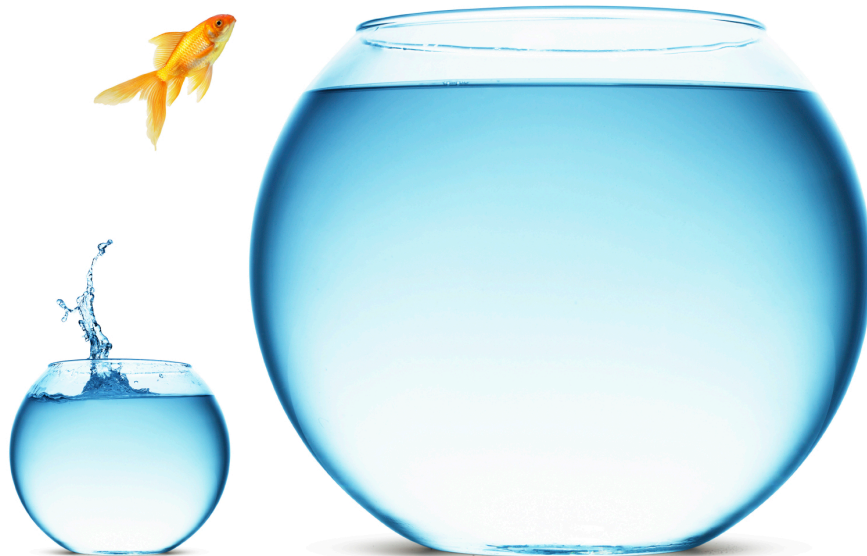
Or do you share passwords?

Quite frankly, this is an extremely dangerous situation. Either your company stalls (unless you decide to quit growing your company) or you open yourself up to fraud and embezzlement.

Many entry-level accounting packages lack multi-level security. Anyone can change anything. Invoices can be changed after they have been posted. Without a reliable audit trail you open yourself up to all kinds of problems.

The Financial Research Center says it is impossible to know how much is lost to fraud and embezzlement but the amount is high.

Don't open yourself up.



Take Control

While there is no simple answer to how big a company must be before it outgrows its accounting software system. You could be a \$25 million company or you could be a \$5 million company that needs a more robust accounting system.

If you need:

1. Robust Data
2. Timely and Automatic Reports
3. Integrity of Systems
4. Speed and Reliability
5. Auditing and Compliance

Call ZEV at PCWare Business Solutions for a **FREE** no obligation review. **845.371.1975**

PCWARE Business Solutions Inc.

Creating business
systems that drive profits.

"If you don't know where you
are going you might wind up
some place else."

– Yogi Berra

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Our Guarantee

Should you choose to complete your software
implementation project with us, our contract
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(conditions apply)