

# QuickBooks Is Fine For Smaller Businesses. Until It Isn't.

For new companies, QuickBooks can be a good starting point. However, as your business expands, it may eventually fall short of supporting your evolving needs. Manual processes, disconnected systems, and limited real-time insights can become obstacles to your success. To gain a competitive advantage and move toward becoming a market leader, you need a more advanced, connected accounting system that eliminates inefficiencies, enhances productivity, and supports scalable growth.

## IN THIS GUIDE, WE WILL EXPLORE:

- 1 Key signs that QuickBooks is no longer meeting your needs.
- 2 Ways to overcome limitations and improve overall performance.
- 3 A side-by-side comparison showing why Acumatica is a better choice as your business scales.

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**TOUGHBUILT**

“QuickBooks is good for small businesses, but once you get to the level where we are, you can't use it. We saw the growth coming, and we knew setting ourselves up for success before that growth occurred would be key.”

– MARTIN GALSTYAN,  
CHIEF FINANCIAL OFFICER, TOUGHBUILT

“



We didn't have a receipt system before to prove anything. When we got an invoice, it was approved, and we paid it. Only later when we ran out of something did we learn we didn't receive the full amount. I wasted a lot of time signing in and out of QuickBooks to manage various organizational branches, which was frustrating at month's end.”

– PETER DEROCHE, DIRECTOR OF FINANCE,  
HAPPY VALLEY

## Is It Time to Graduate from QuickBooks?

Every growing business reaches a point where the tools that once worked become roadblocks. QuickBooks is no exception. Review the list of challenges below. If any of these resonates with you, it's a clear sign that QuickBooks is holding your business back from growth and long-term success.

### SCALABILITY CHALLENGES

- ☐ I need more functionality that QuickBooks cannot provide.
- ☐ My current servers can't handle the growing amount of data.
- ☐ Costs and security risks are increasing as I add third-party software to manage tasks QuickBooks cannot address.
- ☐ I'm using workarounds to perform accounting capabilities that are not built into QuickBooks.
- ☐ I need support for multiple languages, currencies, and companies.
- ☐ There are specific needs and customizations for my industry that QuickBooks does not meet.

### SECURITY AND COMPLIANCE RISKS

- ☐ More integration points and complex connected systems increase security risks.
- ☐ I have weak network connectivity, and the costs of developing and maintaining current integrations via legacy protocols are high.
- ☐ Product updates are done manually, so many QuickBooks customers like me skip updates due to the significant effort involved.

### LACK OF ACTIONABLE INSIGHTS

- ☐ Data needed to make decisions isn't available from QuickBooks.
- ☐ I'm unsure if data and reports are recent or accurate.
- ☐ There are only a few QuickBooks administrators who can generate reports, causing delays and incomplete information.
- ☐ I have to consolidate reports from multiple systems and lack a single source of truth.
- ☐ Reports are too basic and not customizable in QuickBooks.
- ☐ I rely on tedious workarounds for dimensional reporting, like creating subaccounts to break down data by price, color, size, or location.
- ☐ I have no personalized visual dashboards.
- ☐ Field data is outdated because they are only entered into QuickBooks on a weekly or daily basis.
- ☐ I struggle to generate accurate, timely project estimates due to limited access to past quotes stored in QuickBooks.

### INCREASED MANUAL PROCESSES

- ☐ Reports and data show an increase in human errors.
- ☐ Limited user access to QuickBooks causes delays in getting data and reduces overall productivity.
- ☐ Product updates are applied manually, requiring time, effort, and cost.

## DATA SILOS FROM DISPARATE SYSTEMS

- ☐ Data and reports must be collected from various QuickBooks instances across different business units, making the process time-consuming and prone to errors.
- ☐ Sharing data across the organization and with trading partners is challenging, leading to multiple versions of the same spreadsheets with varying timestamps.
- ☐ Siloed data and disconnected processes restrict real-time visibility.
- ☐ It is difficult to log in to QuickBooks remotely.

- ☐ Sales executives lack insights into customer buying behaviors and have no visibility of warehouse inventory, service orders, or manufacturing operations.
- ☐ It is difficult to log in to QuickBooks remotely.

## SUPPORT

- ☐ There is a long wait time for receiving QuickBooks customer support.
- ☐ Support staff have an inconsistent knowledge of their product.
- ☐ I cannot find answers on the support webpage.
- ☐ I prefer to use local support.



## BEYOND QUICKBOOKS: ADDRESSING FUNCTIONAL GAPS AND EXPLORING BETTER SOLUTIONS

### QuickBooks Desktop and QuickBooks Online

QuickBooks was first launched in the 1980s, and, while it has seen some technological upgrades, including the introduction of QuickBooks Online (QBO), significant functional gaps remain. QBO operates on a SaaS architecture, yet it still requires extensive integrations, customizations, and ongoing maintenance. The QuickBooks desktop platform has never been fully re-architected to embrace modern digital capabilities, making it difficult for QuickBooks to meet customers' evolving needs and growth opportunities. This often leads to high maintenance costs that negatively impact financial performance.

Migrating from QuickBooks desktop to QuickBooks Online isn't a seamless process. You'll encounter fewer functions, lose customizations, and face integration challenges due to the inability to test upgrades beforehand. Instead of making this transition, consider exploring other options for migration. You may discover that, while the effort is similar, other accounting and financial management systems provide a lower total cost of ownership (TCO) and significantly enhance efficiency and productivity. These solutions, such as Acumatica, are designed natively in the cloud to meet the needs of growing businesses like yours.

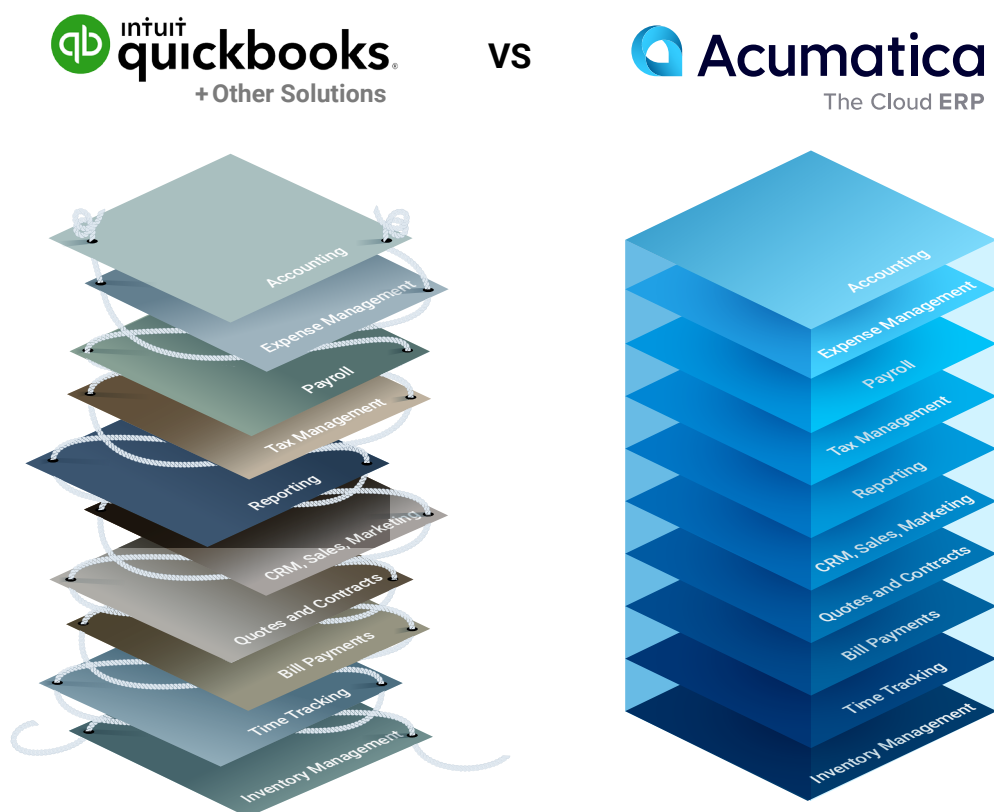
### Intuit Enterprise Suite: Stepping Stone or Stumbling Block?

In September 2024, Intuit introduced the Intuit Enterprise Suite (IES), featuring multi-entity management and dimensional reporting to target mid-sized businesses. While IES may offer a smoother transition from QuickBooks Online initially, it is not a true ERP system and can lead to complications down the road. Originally built for lower mid-sized businesses, IES falls short in key areas like multicurrency support, native CRM, and robust industry-specific capabilities, such as comprehensive project and inventory management, warehouse management, and native POS.

***Investing in IES now isn't worth your business's time, money, or effort because you'll quickly outgrow it as your company expands.***

# Why Acumatica is the Right Choice for QuickBooks Graduates

The challenges you are currently facing, as outlined in the previous section, can be effectively addressed by consolidating all your applications into Acumatica. Transitioning from QuickBooks to an all-in-one solution will help you streamline your processes, reduce complexity, and enhance your operational efficiency.



Acumatica provides a comprehensive platform that integrates various functions, fostering better collaboration, enhancing data visibility, and ensuring increased compliance, helping you stay ahead of the competition.



“Before Acumatica, we probably had six different software [programs] between pictures, CRM, insurance, budgeting, QuickBooks, all the different aspects of running a business. And it was all in different spots. So, six different licenses, six different ways of doing things. It was a nightmare. It really was.”

– BRAD HEISE,  
CEO, PHOENIX RENOVATION & RESTORATION



Below is a side-by-side comparison of key features. We will dive deeper into each function to explore how Acumatica meets your growing needs.



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<div>Accounts Payable</div> <div>Accounts Receivable</div> <div>General Ledger</div> <div>Multicurrency and Multi-language Support (Partial)</div> <div>Job Costing</div>	Accounting	<div>AP Automation</div> <div>AR Automation, Real-time Self-service Portal</div> <div>Full Audit Trail Accounting</div> <div>Multicurrency and Multi-language Support (Comprehensive)</div> <div>Flexible Costing, Project Accounting</div> <div>Fixed Asset Management</div> <div>Multicompany, Intercompany Accounting</div> <div>Credit Management</div>
<div>Basic Reporting</div>	Reporting	<div>Customizable, Role-based Dashboards</div> <div>Real-time Financial Reports, Consolidated Reporting</div>
<div>Mobile Device Access (QuickBooks Online Only)</div>	Mobile App	<div>Mobile Device Access (Anytime, Anywhere) to Functions like CRM, WMS, MDC, and more.</div>
<div>External Integrations Only</div>	Built-in Customer Management	<div>Marketing Automation</div> <div>Sales Automation</div> <div>Service and Support (Case Management)</div> <div>Self-service Customer Portal</div>
<div>Limited Custom Workflows, Approvers Restricted to Paid Users</div> <div>Email and Mobile Notifications (QuickBooks Online Advanced Only)</div>	Process Management	<div>User-defined Workflows, Custom Approval Workflows</div> <div>Email, Mobile, and SMS Text Notifications (Triggered by Business Events, Regardless of Software Edition)</div>
<div>External Integrations Only</div>	Industry-Specific Functionalities	<div><b>Construction:</b> Procore, ProEst, and CFMA Benchmark Connector</div> <div><b>Manufacturing:</b> Demand Planning and Scheduling</div> <div><b>Professional Services:</b> Streamline Projects, Resources, and Billing</div> <div><b>Distribution:</b> Order Management with Embedded WMS</div> <div><b>Retail:</b> Native POS and Ecommerce Storefront Integrations</div> <div>and more...</div>
<div>Not Open API/Swagger Compliant</div> <div>QuickBooks Online Only: Data in read-only access for 12 months after cancellation</div> <div>Limited User Access</div>	API, Data, and User Access	<div>Open APIs and Web Services Integrations</div> <div><b>Own and access your data, now and always—in full, usable formats</b></div> <div><b>Unlimited User Access</b></div>
<div>Some training is free; most requires a subscription</div>	Training	<div><b>Professional online training that is free and comprehensive</b></div>


# Comparing QuickBooks and Acumatica: Key Functionalities

When considering migrating from QuickBooks to Acumatica, it's important to understand how the applications stack up. In this section, we will compare select features and explain why Acumatica offers a more comprehensive solution for your evolving business needs.



## ADVANCED ACCOUNTING CAPABILITIES


QuickBooks may meet the basic accounting needs of new small businesses, but, as your company grows, so do your financial complexities. Acumatica not only covers essential functions, like general ledger, accounts receivable, accounts payable, and bank feeds, but also offers [advanced capabilities, automation, and a complete audit trail](#) designed to scale with your business. [Project accounting](#) enables you to track project costs, streamline budget reporting, manage project quotes, manage billing, and control change orders, revenue recognition, and multicurrency project accounting.



Accounts Payable
Accounts Receivable
General Ledger
Multicurrency and Multi-language Support (Partial)
Job Costing

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Accounting



The Cloud ERP

AP Automation
AR Automation, Real-time Self-service Portal
Full Audit Trail Accounting
Multicurrency and Multi-language Support (Comprehensive)
Flexible Costing, Project Accounting
Fixed Asset Management
Multicompany, Intercompany Accounting
Credit Management

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“I’ve told my staff ever since the start that it’s almost always more clicks to do it in Acumatica, and the reason is because it’s a real database that’s actually tracking the data the proper way. One example in QuickBooks, you could enter in a customer billing to book the revenue, and then, if you didn’t want to have it in, you could just delete it. So yesterday the P&L said this amount and today it says less. That doesn’t make any sense. With Acumatica, it’s going to make you reverse it because that is what a real database would do.”

– ANDREW PISTORIUS, CFO, MID-STATE COMPANIES



## DYNAMIC REPORTING

Acumatica offers a collection of [financial reporting and analytic resources](#) that goes far beyond balance sheets and cash flow statements, enabling you to see the health of your company at a glance and quickly spot good or bad trends. Acumatica has a full set of essential reports that can be used out-of-the-box to access real-time data from the system. Role-based dashboards provide a clear view of key performance indicators, helping you track progress, prioritize tasks, and make faster, data-driven decisions. Easily modify reports, create new reports, and generate pivot tables, directly within Acumatica.



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Basic Reporting

Reporting

Customizable, Role-based Dashboards

Real-time Financial Reports, Consolidated Reporting

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“The reporting in QuickBooks was so painful to do, and especially if you didn’t have any kind of training. It was very difficult for you to pull any kind of report, if you could at all.”

– JANE PAUNI,  
ACCOUNTING SPECIALIST, LIVEVIEW TECHNOLOGIES



## MOBILE APP AND REMOTE ACCESS

Boost productivity with 24/7 remote access to your data through our [cloud platform](#) on your browser or our [native mobile app](#) available on iOS and Android devices. Users can easily view accounts, manage approvals, schedule field service appointments, capture field reports, and access real-time information. Quickly check order statuses, review stocking levels by warehouse, and manage exceptions on the go. The app also supports capturing expense receipts, time entries, and electronic signatures—all from a customizable mobile workspace with widgets, favorites, and KPIs tailored to individual user needs and priorities.



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Mobile Device Access (QuickBooks Online Only)

Mobile App

Mobile Device Access (Anytime, Anywhere) to Functions like CRM, WMS, MDC, and more.

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“With QuickBooks, it was very hard for us to connect. You had to connect through a VPN, which at times was not consistent, causing a lot of problems and inefficiencies for us. For someone like me who had to work remotely, with the cloud-based solution, it made such a huge difference. With Acumatica being cloud-based, I had access to it anywhere, making it way more efficient and productive for our entire business.”

– TAYLAN SEVIMLI,  
BUSINESS DEVELOPMENT MANAGER, TAYSE RUGS



## BUILT-IN CUSTOMER MANAGEMENT

Manage leads, contacts, opportunities, campaigns, support requests, and more with an [integrated CRM](#) solution that centralizes accounting, marketing, sales, billing, and financial data. With a unified, real-time dataset, businesses can make informed decisions and gain a comprehensive view of the customer journey. Respond to customer requests quickly, streamline the experience, and enhance satisfaction with a fully integrated CRM. This solution connects every touchpoint of customer interactions, providing instant, 360° visibility into all customer information.



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External Integrations Only

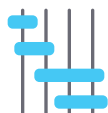
Built-in  
Customer  
Management

Marketing Automation  
Sales Automation  
Service and Support (Case Management)  
Self-service Customer Portal



“When I think of Acumatica I think of a streamlined processing system that allows us to efficiently talk cross departmentally and communicate with our customers in a much more transparent, accurate way.”

– GODWIN PECK, ASSOCIATE DIRECTOR, MiiR



## PROCESS MANAGEMENT

Customizable workflows, alerts, and dashboards are embedded in the system, allowing you to tailor processes to your unique business needs. These tools automate routine tasks, ensuring consistency and efficiency across operations. Real-time alerts help you quickly address issues before they escalate, while flexible workflows enable you to adapt on the fly—whether it's course-correcting, responding to customer demands, streamlining accounts receivable, or seizing market growth opportunities. This level of process management not only improves cash flow but also keeps your business agile and ready to scale as operations evolve.



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Limited Custom Workflows, Approvers Restricted to Paid Users  
Email and Mobile Notifications  
(QuickBooks Online Advanced Only)

Process  
Management

User-defined Workflows, Custom Approval Workflows  
Email, Mobile, and SMS Text Notifications (Triggered  
by Business Events, Regardless of Software Edition)



“QuickBooks would keep track of just expenses and revenue and income, but there was no tracking as far as progress in the job or analytics of man hours or anything like that.”

– ANDREW PISTORIUS, CFO, MID-STATE COMPANIES

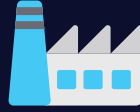


## INDUSTRY-SPECIFIC FUNCTIONALITIES

One size does not fit all. That is why we developed industry-specific editions of Acumatica, shaped by feedback from successful customers. To help you maximize the value of Acumatica and ensure your vertical processes align with your industry, we offer tailored editions for Construction, Distribution, Manufacturing, Retail, and Professional Services. Below are some examples of the industries we specialize in:



**Construction:** Tracks jobs in real time, eliminates costly delays, automates workflows to increase collaboration, streamlines communication, and allows for the whole team to log on anytime, from anywhere



**Manufacturing:** Supports multiple manufacturing methodologies, including make-to stock, make-to-order, engineer-to-order, project-centric, job shop, batch, and repetitive manufacturing



**Professional Services:** Empowers architecture, engineering, and consulting firms to efficiently, manage projects, optimize resources, and ensure accurate billing.



**Distribution:** Extensive suite of connected distribution applications for sales, inventory, purchasing, and warehouse management



**Retail:** System for inventory accuracy, omnichannel fulfillment, perfect order rates, and seamless customer communication



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External Integrations Only

Industry-Specific Functionalities

Built-in and Native Integrations

<b>Construction:</b> Procore, ProEst, and CFMA Benchmark Connector
<b>Manufacturing:</b> Demand Planning and Scheduling
<b>Professional Services:</b> Streamline Projects, Resources, and Billing
<b>Distribution:</b> Order Management with Embedded WMS
<b>Retail:</b> Native POS and Ecommerce Storefront Integrations
and more...

“



“The first thing to say about it is that both QuickBooks and E2 (manufacturing system) were slow, and they got slower as we grew because, as their database sizes grew, they just got more and more sluggish.”

– SCOTT STILSON, MANAGER OF INFORMATION SYSTEMS, DIAMONDBACK TRUCK COVERS

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"We quickly saw everything was becoming limited and began using spreadsheets to manage things. But my goal is to grow as fast as I can for as long as I can, so it was very obvious in our first year that we weren't going to make it with QuickBooks."

– FRANCIS NWABUDIKE, PRESIDENT AND CEO,  
SPACEMANAGER CLOSETS



## APIs, DATA, AND USER ACCESS

In addition to Acumatica's built-in advanced accounting, CRM, inventory and warehouse management, and billing solutions, our open cloud platform seamlessly integrates with hundreds of [third-party applications](#). This gives you even more freedom to extend and customize the platform to meet your unique needs with integrated solutions and services from our technology partners. It also provides you with the flexibility to retain your preferred functions within your existing software stack.

Acumatica strongly believes that you own your data, and you should be able to retrieve it in a relational format you can easily use and access. While many vendors provide customers access to their data, they do not provide it in a usable format.

Implementing a cloud-based system ensures all employees have access to the data and insights they need to do their best work. Our unique pricing structure is consumption-based, meaning you're only charged for the computing resources you use—not the number of users. With unlimited user access, your entire team can collaborate without additional costs. Plus, pricing is customized to fit your business needs, ensuring you get the most value as your company grows and evolves.



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Not Open API/Swagger Compliant

QuickBooks Online Only:

Data in read-only access for 12 months after cancellation

Limited User Access

API, Data,  
and  
User Access

Open APIs and Web Services Integrations

**Own and access your data, now and always—  
in full, usable formats**

**Unlimited User Access**

“



"I'm working off of three different platforms, and I have to go from one to the second to the third. If I wanted to get a current P&L, I'd have to call Edward to open up QuickBooks. He was the only one that had access to QuickBooks."

– BRUCE COHEN, PRESIDENT, BOCA TERRY



## TRAINING AND SUPPORT

Empower your team to get the most out of Acumatica with free, on-demand training. Through Acumatica [Open University](#), your team has access to a comprehensive, user-friendly learning platform. This dynamic environment provides easily accessible courses and documentation, enabling employees to build their expertise at their own pace—all at no additional cost. You can also tap into a broad [Community](#) of employees, partners (our resellers), and customers, sharing knowledge and resources to drive continued learning.

Beyond training, receive expert, [local support](#) tailored to your specific industry and market needs. Our global network of trusted partners will guide you through evaluation, implementation, training, and ongoing support. We work closely with each partner, treating them as an extension of our team, to ensure you receive the highest level of service. This personalized approach guarantees you have the right expertise at every stage of your journey. Plus, with 24/7 direct access to Acumatica's support team, you can rely on expert assistance whenever you need it, keeping your business running smoothly around the clock.



Some training is free; most requires a subscription

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Training



Professional online training that is free and comprehensive

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“I like Acumatica's low-code, no-code capabilities and the vast amount of training Acumatica provides within Acumatica University. They really foster community sharing among all stakeholders, and, based on my prior experiences, that robust community and flexibility just aren't found at other ERP companies.”

– JAMES HARRIS, SOLUTIONS ARCHITECT,  
REDMOND INC.



## COMPLIANCE AND SECURITY

To ensure your system remains compliant with the latest regulations and industry standards, Acumatica releases significant updates twice a year. These updates not only enhance functionality but also introduce new features and improvements based on user feedback, helping you to stay competitive in a rapidly changing market. Determine the deployment that best works for your business. Choose to install upgrades when it is convenient—on your schedule, not your vendor's.

You can tailor what you want to purchase, see, and use within our solution because Acumatica is built on a cloud-native technology platform with a modular architecture. This allows you to meet rapidly changing business needs. With open APIs and web services, integrations with third-party software utilize no-code and low-code strategies, eliminating the need for costly consulting resources.



# Summary

As businesses expand, the limitations of QuickBooks can slow progress. Manual workflows, disconnected systems, and a lack of real-time insights often create inefficiencies that hinder growth. To stay competitive and position your company as a market leader, adopting a more advanced, connected accounting system is essential. In this guide, we have identified the key signs that QuickBooks is no longer enough, provided strategies for overcoming these challenges, and compared how Acumatica addresses these issues to deliver a scalable solution for growing businesses.

Don't settle for a system that won't scale with your business. Migrate now to avoid ongoing inefficiencies, rising IT costs, and missed opportunities. With Acumatica's forward-thinking platform, you have a solution designed to evolve with your business—potentially the last financial system you will ever need.



Visit us [online](#) and get a product tour with one of our product experts.



Acumatica Cloud ERP is a comprehensive business management solution that was born in the cloud and built for more connected, collaborative ways of working. Designed explicitly to enable small and mid-market companies to thrive in today's digital economy, Acumatica's flexible solution, customer-friendly business practices, and industry-specific functionality help growing businesses adapt to fast-moving markets and take control of their future.

For more information on Acumatica, visit [www.acumatica.com](http://www.acumatica.com) or follow us on [LinkedIn](#).



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[www.netatwork.com/acumatica](http://www.netatwork.com/acumatica)