Accounting Software 2014

By Alan Salmon

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Accounting Market Changes

The move to "Cloud Computing" continues, and this is taking accounting software in a new dimension. Doing accounting in the cloud means that everyone in the organization can have the same information, at the same time, with a common set of applications that are easily accessible, via the cloud.

Another significant change in the accounting world is the impact of "Generation Y", who have grown up with technology and the rapid changes it brings. This new generation has joined the workforce and for them technology is more than an addiction. It is how they discover, understand and experience the world around them. This means that they have vastly different expectations than those of us who are not from their generation.

This group expects everything to be accessible anywhere via any device. They are used to working on the go. Moreover, they do not want to be chained to their desk. They expect laptops, tablets, and smart phones to be always on and always connected. They can work from anywhere and on any device. Even company systems will need to be accessible to them at home or on the go.

To meet these needs accounting solutions will have to be integrated with tablet computers, smartphones and other mobile devices. Mobile accessibility is now becoming an integral and expected part of cloud-computing packages.

Many accounting software vendors have moved their products to the cloud and have cloud solutions. Publishers are also recruiting commercial hosting companies to provide hosted versions of their client-server based applications.

In the past, accounting software focused on basic accounting needs such as General Ledger, Accounts Receivable, Accounts Payable, Payroll, and occasionally Inventory. Today, accounting software interoperates with Human Resource Management, Customer Relationship Management (CRM) and Supply Chain Management, Dashboards and reporting applications.

The key focus in accounting software development today is workflow, simplification, customization and Cloud computing. With the use of role based screens and workflow, the software is much easier to use. Customization enables a company to quickly adapt their software to their changing needs. Cloud computing means using the Internet to do some or all of your accounting.

Today's accounting software has some or all of the following features:

1. Tight integration with Microsoft Office
2. Many products have trended toward an Outlook/Explorer interface
3. More accounting software products are using technology like .NET
4. There is a tighter integration of Workflow and Document Management
5. Improved Financials with Business Intelligence (Analytics)

6. The capability to pay invoices directly from the accounting software
7. The capability for a customer to pay your invoice directly from your invoice
8. More sophisticated Supply Chain, Logistics, RFID, Inventory and Distribution issues are addressed inside the products
9. Human Resources modules are becoming more common
10. CRM integration is improving
11. And, last but not least, pricing has gotten easier since many products can now be purchased for a monthly fee or you can use Accounting by Wave for free.

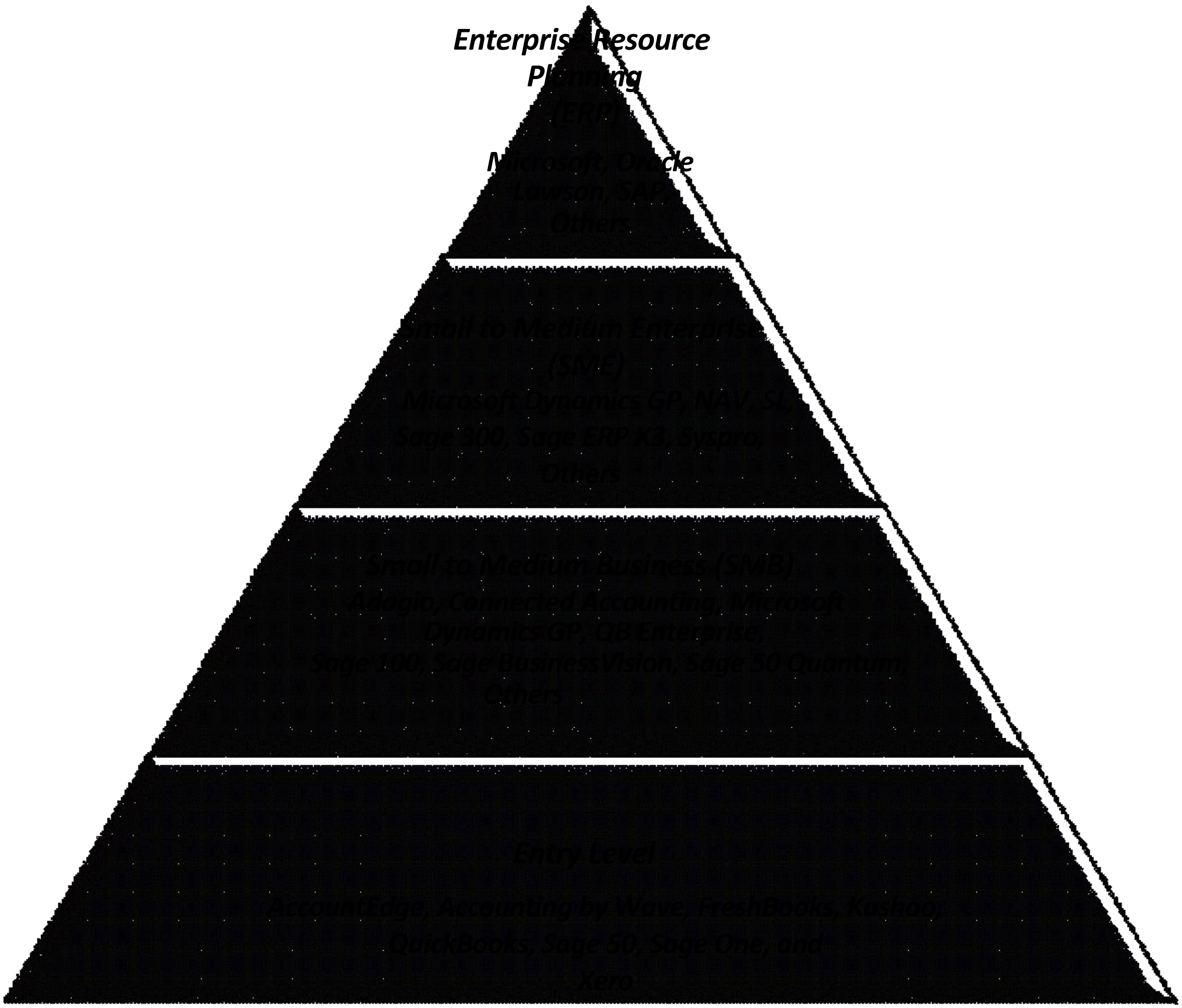
Good accounting software should have high functionality and the functions should be included in the software. System wide functionality should include full web enablement and the capability to operate over the internet/intranet. It should have workflow capabilities, provide an employee portal, deliver alerts and meet the accounting standards of IFRS. It should be fully integrated or integrate easily with other relevant systems used by the business. It should seamlessly link to other systems such as payroll, logistics, manufacturing and desktop software. Finally, it should have the capacity to grow with the business and be flexible enough to accommodate changing user or business requirements.

Again in this year's review, we have not provided detailed comparative information, except for pricing. The feature wars are over. To replace the old comparative tables, we have identified the key strengths of each of the products that we have reviewed.

There is a great deal of additional information available at our reference web site ***Accounting Software World.*** The URL is www.accountingsoftwareworld.com. This is not a sales site, but a free source of comparative information. At the end of most of the individual reviews, I have provided the link to the reference information that is available for that product on Accounting Software World, or on the web site of the vendor.

Accounting Solutions

Accounting solutions target four segments. Entry Level software is the least expensive and with the least number of features and functionality. This segment is now split into desktop applications and cloud based solutions. The Middle Market is separated into Small to Medium Business (SMB) and Small to Medium Enterprise (SME.) Finally, there are the major Enterprise Resource Planning (ERP) solutions that are typically deployed in Fortune 500-size companies. The focus of this article is small to medium sized businesses, so I will not deal with the ERP solutions.



While many small businesses want a robust and feature rich accounting solution, they do not want to spend a lot of money. Hence the dilemma. Most Entry Level solutions are limited by their range of functionality, the number of users, the number of transactions the database can effectively hold, or all of the above. The exceptions are Accounting by Wave, Kashoo and Xero, which support an unlimited number of users.

There are now seven significant vendors in the Canadian Entry Level market. These are the traditional desktop applications such as AccountEdge, QuickBooks from Intuit Canada and Sage 50. Between them, they own over 90% of this market space. The new players in the cloud space are Accounting by Wave, FreshBooks, and Xero.

There is a big jump in software costs from the Entry Level to the Mid-Market Level because these additional features and enhanced functionality come at a significant cost in development, support, and maintenance. Larger databases require more care and grooming, otherwise they become sluggish and overly complex.

However both of the major Entry Level desktop solutions in Canada, which are QuickBooks and Sage 50 (Simply Accounting) have now migrated to more sophisticated databases that provide for greater accessibility, larger number of stored transaction records, and greater flexibility – all at a reasonable cost of ownership.

Middle Market solutions tend to provide more "modules", such as Order Entry, Inventory Control, etc. As a result, it takes more time to install these additional modules, train users and keep the code up to-date, hence more cost to the end user.

But, if you need more functionality, multi-user capability, and thousands of transactions a day – you *have* to look upstream, bite the bullet, and jump into the Middle Market.

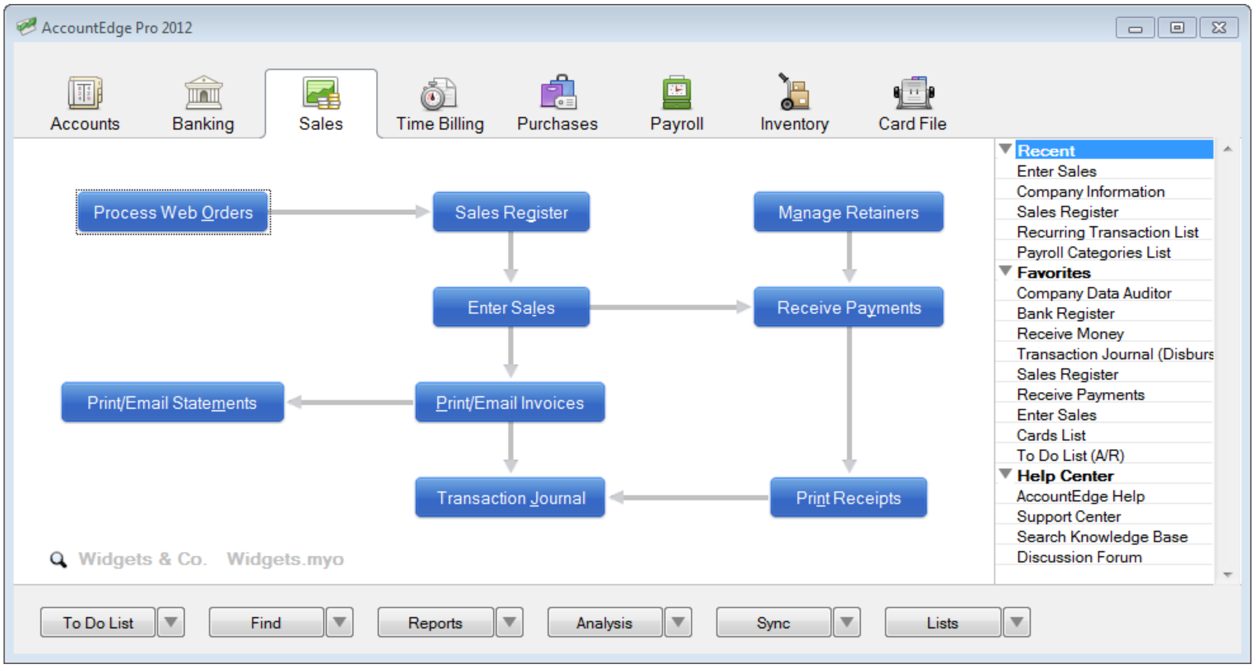
In the Middle Market in Canada, the significant players are Adagio by Softrak, Blue Link, Connected Accounting & ERP by Accountek, Microsoft Dynamics GP, Microsoft Dynamics NAV, Microsoft Dynamics SL, Sage 100, Sage 300 (formerly ACCPAC), Sage BusinessVision, and SYSPRO.

Entry Level Accounting Solutions

AccountEdge Pro 2013

Acclivity, formed by former MYOB management, acquired MYOB US, Inc. and development rights to the software back in 2005. It did not take long for the new company to reintroduce what was the MYOB product line to the Canadian market in 2009, with localized versions including payroll and support for multiple currencies.

AccountEdge is available for both Windows and Mac small businesses and competes with QuickBooks and Simply Accounting in the entry level to SMB space. Accountants with Mac clients will be happy to know that the data file is completely cross platform with feature parity and that a free accountant's copy is available to those with Mac clients.



The latest version of AccountEdge Pro released this past June features Retainers, Escrow and Trust Accounts, enhanced document management, improved bank statement import, AccountEdge Mobile 2 and many features specific to the Canadian market.

AccountEdge's retainer feature comes with time-saving usability updates to create Retainer, Escrow and Trust Accounts, including linking bank accounts, writing checks directly from these accounts, and easily transferring funds into and out of these accounts. Choose which bank account you want to link with your new retainer, escrow, or trust account, so you can cut checks from your account and track all transactions with which it is associated. If you only deal in one or two of these three types of accounts, you can determine which terms to use for your account labels (retainer, escrow, or trust) in preferences.

With Document Manager you can attach files to records in AccountEdge, including documents, images and scans. Bookkeepers can scan bills and invoices from vendors and attach to purchases or expense transactions. Salespeople might attach a signed service agreement to an invoice. Accountants may attach TD1 forms to an employee record. AccountEdge creates a copy of the document and files it along with other attachments in a new AccountEdge documents folder. You can view a list of attachments connected to any transaction or customer record, and open this attached file within its related application.

Importing and reconciling bank statements is more streamlined and intuitive with the new Bank Statement Import. The new worksheet acts as a middle-man between import and reconciliation to improve the workflow of dealing with bank statements. Plus, rules can be created to look for and match transactions.

AccountEdge continues to be focused on the needs of its Canadian customers and now features electronic vendor payments, print prior-year T4s and RL-1s. Basic TD-1 exemptions are now included on cards and Record of Employment report.

AccountEdge Mobile v2

Acclivity provides a free mobile application, which is available on iOS devices. Besides syncing of sales, contacts, tracked time and purchases, the latest version of AccountEdge Mobile lets you process credit card payments on your iOS device with an AccountEdge Merchant Account. You can quickly process transactions with Quick Sale. Choose an amount, type a note, and accept payment: you're done. Or, choose from a list of favourite sale items and add your customer as a new contact. Sales, payments, and any new customers sync back to AccountEdge. You can now apply a payment to your open receivables in the form of cash, check, or credit card (AccountEdge Merchant Account required for credit card payments).

Merchant Processing

AccountEdge Pro users can elect to add the merchant account service to process credit cards within AccountEdge. The service is designed for any business that could take advantage of processing payment either in person or over the phone. Payments are processed without the need for a terminal but a credit card reader is available as an add-on.

Setting up is easy and Acclivity will work directly with you to complete your merchant application and get you setup.

The software includes the ability to store, update and remove credit card IDs for future or recurring uses. The software does not store credit cards which helps merchants with their PCI requirements but instead stores a token representing the card provided by the payments gateway.

For additional detailed information check out: http://ca.accountedge.com

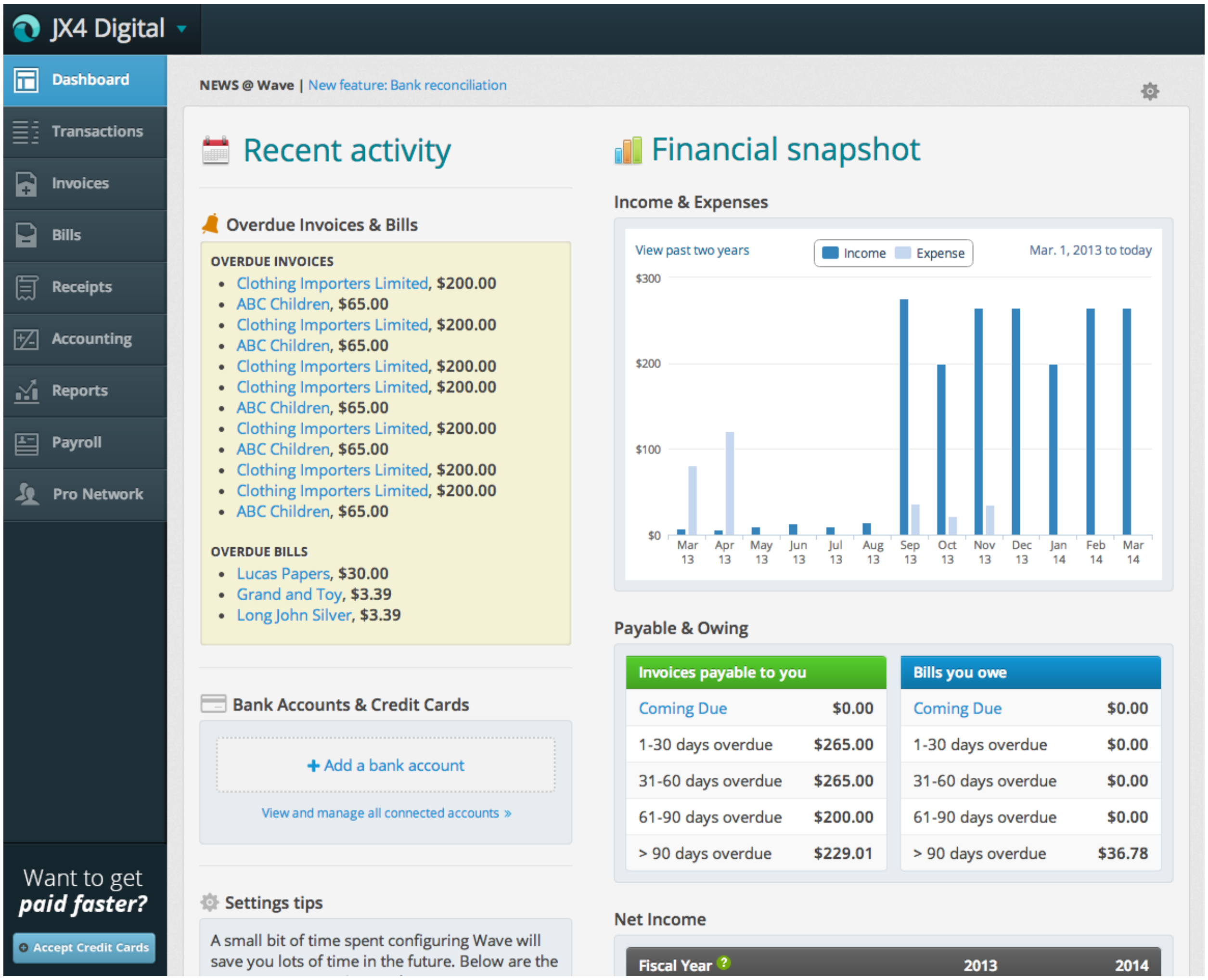
Accounting by Wave

With accounting still its cornerstone product, the Toronto-based company that launched as Wave Accounting in 2010 now simply goes by Wave (waveapps.com), letting its growing list of products explain their specific purposes: *Accounting by Wave*, *Invoicing by Wave*, *Payroll by Wave*, *Payments by Wave*, *Receipts by Wave* and *Personal Finance by Wave*. The ecosystem now boasts almost 2 million users around the world.

When it launched, Wave's creators locked in on businesses with 0-9 employees (including solo entrepreneurs, consultants and freelancers). While they also see slightly larger businesses using the software, Wave looks at the needs of the 0-9 segment when determining what to build and how to build it.

The result is an application that looks lightweight and avoids accounting jargon, because it is intended to be comprehensible for business owner/operators with no accounting background. Under the hood, however, Accounting by Wave retains true double entry capabilities for the experienced user or the professional collaborator like an accountant or bookkeeper. Accounting by Wave includes journal entries, a customizable chart of accounts, and reports such as Balance Sheet, Income Statement, Trial Balance, General Ledger and more.

Accounting by Wave continues to offer free and unlimited bank data connections, to import transactions from thousands of financial institutions around the world without manual entry. This technology was recently rebuilt, with the improvements being launched to Wave customers gradually between January and May 2014.



The Wave ecosystem remains unique in making personal finance an integral part of its offering. As accountants all know, most microbusiness owners do not make sufficiently clear distinctions between business and personal finances. Wave properly accounts for things like personal transactions on a business credit card, and vice versa, without the business owner needing to understand the accounting behind it.

Most of the modules in Accounting by Wave are free to the end user. Specifically, Accounting, Invoicing, Receipts and Personal Finance are “100% free,” a phrase Wave uses to distinguish itself from “freemium” products, free trials, and tiered-price structures. In other words, neither the business owner nor the accountant needs to pay for anything to use these modules, regardless of how often or extensively they use them. The free modules are advertising supported. In Canada, Payroll by Wave has a fee of $5 per month plus $4 per employee, for an all-in service that includes direct deposit, CRA remittances, Records of Employment and T4s. Payments by Wave (credit card processing) is a partnership with

Stripe, and has a fee of 30 cents plus 2.9% per transaction. Unlike traditional payment processors, the fee is locked in no matter the card type or transaction type.

Collaboration between business owner and accountant or bookkeeper is done online, with each having his or her own login credentials. That provides proper security, controlled by the business owner. (Business owners can grant read-only or read/write access, depending on their needs and comfort level.) The collaborator-specific login also allows an accountant or bookkeeper to work with several clients with a single login.

Accountants and bookkeepers serving small businesses are invited to join the Wave Pro Network (https://www.waveapps.com/pro-network/). The Pro Network provides a growing number of valuable referral and partnership opportunities, connecting accounting professionals with Wave's 2 million users. . Wave has also begun exploring strategic relationships with accountants and firms in the Pro Network, to provide tax preparation and other services for its customers.

Wave is completely cloud-based, accessible from any computer with an Internet connection. Its technologies and practices are audited and certified by TRUSTe and Digicert, and security includes 24/7 monitoring, multiple physical and electronic security measures, and routine penetration testing. Data is backed up redundantly to ensure business continuity.

As research continues to show, the vast majority of small businesses do not use any accounting software, but default to using Excel or a shoebox. This results in frustrated business owners who lack good visibility into the health of their business and often are making decisions without data. This is the market that Wave is targeting: They are targeting the non-accountant with easy-to-use tools, while ensuring the collaborating accountant has real accounting to work with under the hood.

For additional detailed information check out: http://waveapps.com.

FreshBooks

FreshBooks is an easy-to-use cloud based invoicing solution designed exclusively for small business owners and has helped more than 5 million people collect billions of dollars through invoicing, expense management and time tracking. Since launching in May 2004 from CEO and Co-Founder, Mike's parents' basement, FreshBooks has helped owners painlessly capture their transactions —the kind of owners who are passionate about what they do and may not fully understand a balance sheet (or even know what one is), and shouldn't be ashamed of that.

For small business clients

- Invoice Anywhere – With FreshBooks, your clients can create invoices in minutes, at their desk or on the go. Users can invoice worry-free with automatic system updates and secure backups to multiple datacenters with 256-bit encryption.
- Tack Time – Your clients can quickly and easily track every one of their billable minutes, as they work, and convert hours into invoices, wherever they are.

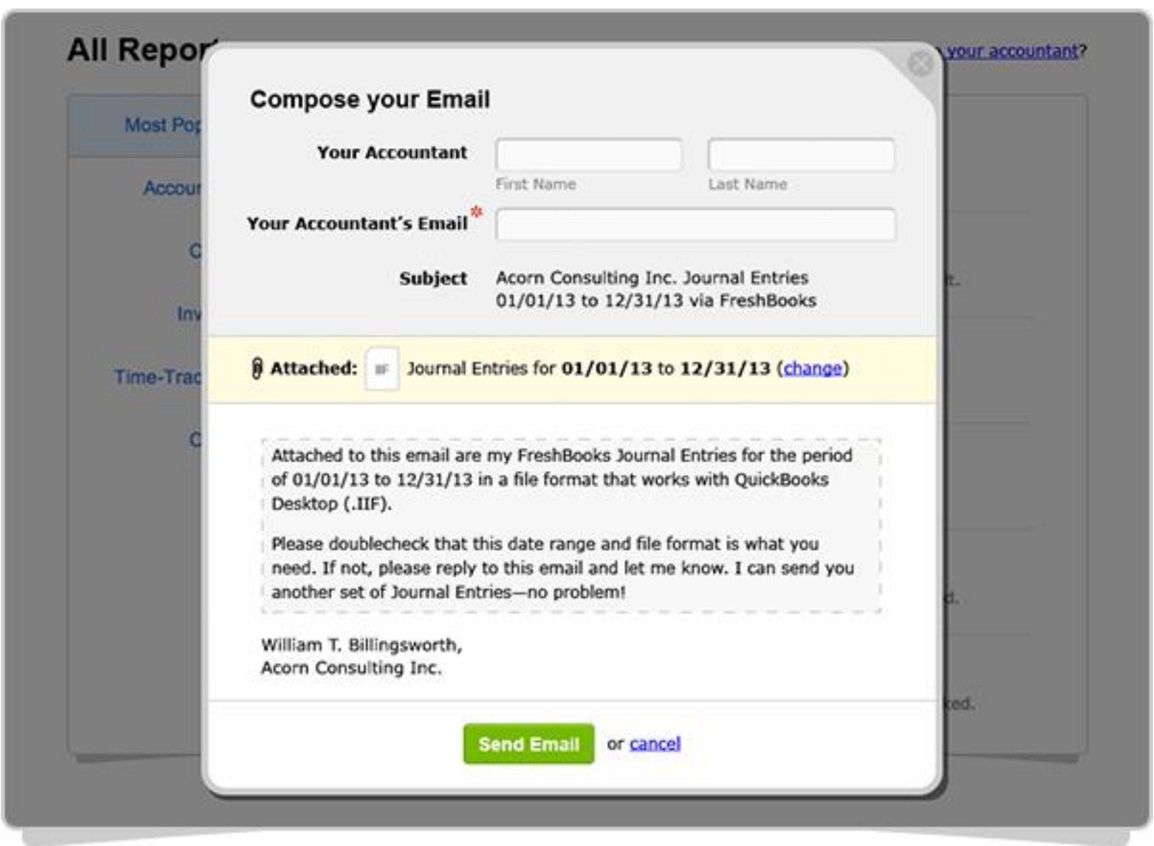
- Capture Expenses – Your clients can automatically import expenses from their bank account or credit card and snap photos of receipts. Tax-friendly expense categories make tax-time reporting simple.

Signing up is fast, easy and free to try for the first 30 days. If you like what you see, paid plans start at $19.95 per month.

The support team at FreshBooks pick up the phone in less than 2 rings during regular business hours, so real people answer the phone. If there are more calls than support staff available, the alarm goes off to everyone at FreshBooks to answer the calls. This commitment is recognized by industry accolades, including the Gold 2013 Stevie Award for front line customer service.

For accounting professionals

In 2014, FreshBooks has committed to improving collaboration between small business owners and their trusted advisors. This includes the launch of a new reporting tool allowing FreshBooks users to send Journal Entries in QuickBooks Desktop .IIF and .CSV file formats to their accountant or bookkeeper with a simple click.

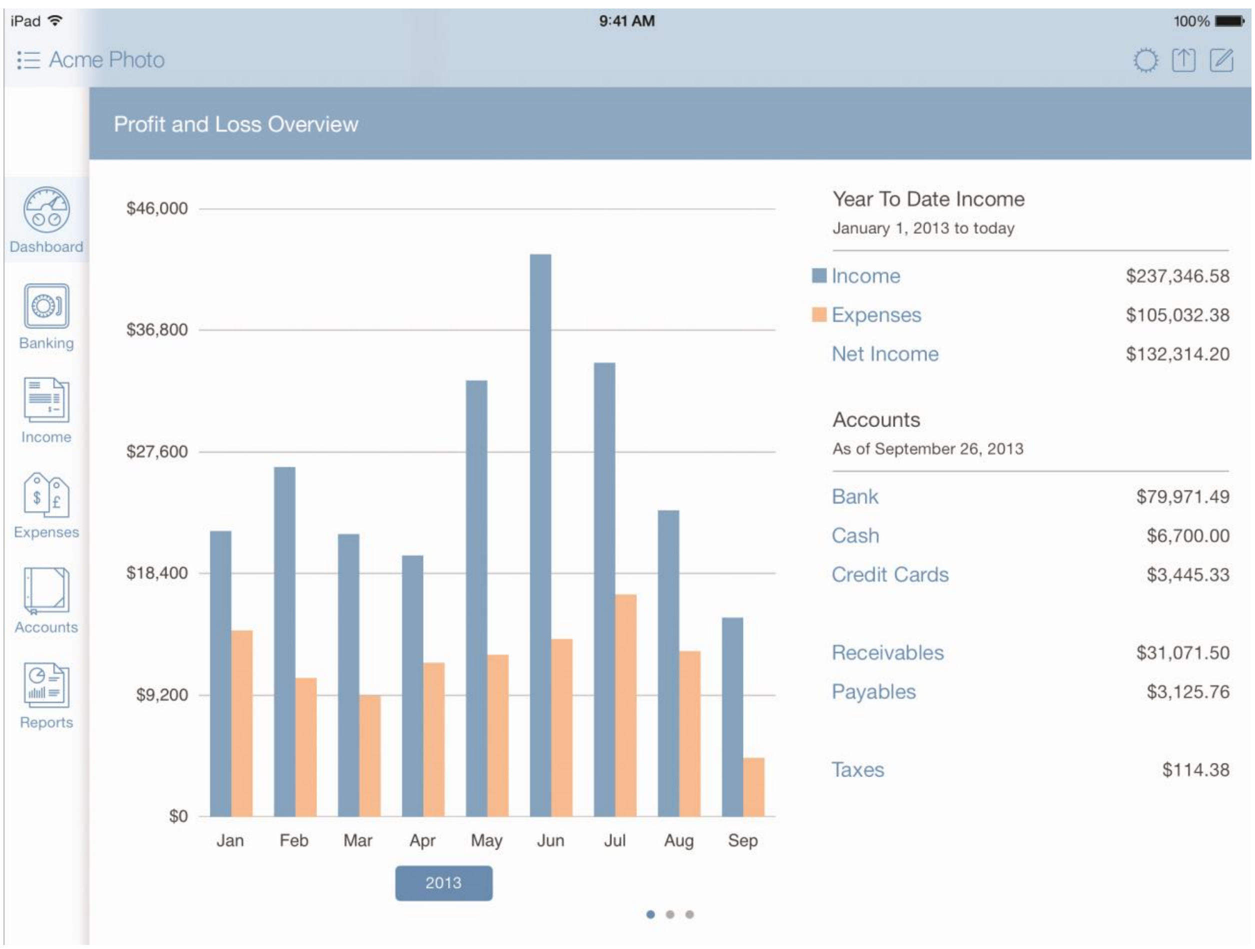


In addition, thousands of accounting professionals have joined the growing FreshBooks Accountant Network. Upon certification, members receive 2 free CPE credits, a personal account manager, a free FreshBooks account and an opportunity to grow their practice with a listing on the FreshMap directory of FreshBooks-friendly accountants and bookkeepers. Email accountants@freshbooks.com to get started today.

Kashoo: Simple Cloud Accounting

Kashoo is simple cloud accounting for small business—on the web and on the Apple App Store's most downloaded iPad accounting app. True double-entry accounting yet still delightfully simple to use, Kashoo gives small business owners and their advisors (i.e., accountants and bookkeepers) the ability to access financial data from anywhere, at any time. The cloud-based application makes invoicing, expense management, report generation and more a breeze.

Moreover, the Dashboard feature gives users a bird's eye view of their finances and allows for quick data entry—even for multiple businesses. Product support includes email, phone, social and a comprehensive video library. Kashoo accounting features include Chart of Accounts, Trial Balance, Check Printing, Invoices, Expenses, Transfers, Adjustments, Change Log, Dashboard, Profit & Loss Reports, Aged Receivable, Aged Payables, Balance Sheet, Bank Reconciliation, Data Import, Payroll integration, Taxes, Collaboration and much much more. Featuring bank level security, automatic backups, encryption, and unlimited data storage, Kashoo gives small business owners the confidence they need to do what they do best: run their business. All for just $20 per month.

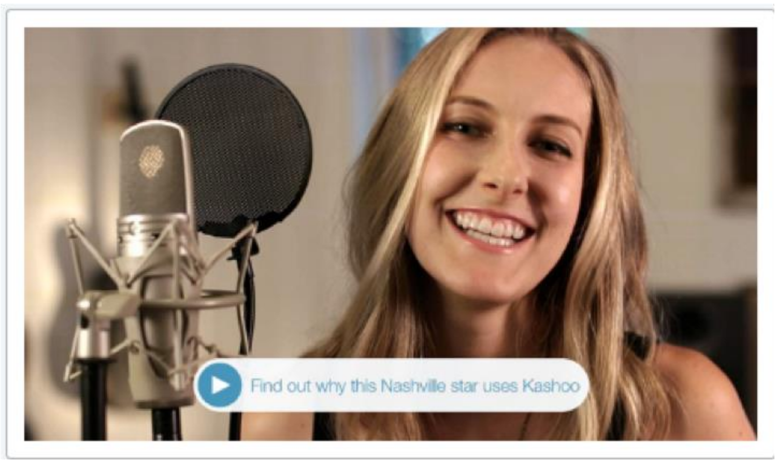


The Future of Small Business Accounting is on the iPad

True believers in anytime, anywhere accounting, Kashoo is bullish on the iPad. Small business owners are one of the fastest growing populations when it comes to tablet adoption. From Kashoo's industry leading iPad app, small business owners can send invoices from the road, capture expense receipts, generate reports on-the-go… everything they need to do to keep their business running smoothly. The app localizes in multiple languages include English, French, Spanish and Japanese as well. Learn more about the Kashoo iPad app at http://appstore.com/kashooaccounting.

Kashoo Customers

Kashoo's customers span the gamut of small business. From artists and musicians to software developers and interior decorators, Kashoo customers come in all shapes and sizes. Meet Nashville songstress and Kashoo customer, Melissa Fuller…



http://youtu.be/wz-wRoUnIaE

Kashoo for Accountants

Kashoo is great for accountants who call the small business owners of the world their clients. With the Kashoo MVP (Most Valuable Professional) Program, accountants and bookkeepers are able to provide their clients with a free Kashoo account; accountant dashboard for easy access to clients' Kashoo accounts; unlimited expert support; discounts on Kashoo for clients; free training webinars (both accountant and client focused); detailed how-to documents and videos; and on-boarding services to help clients get up and running. Moreover, Kashoo accountant customers rave about the single log-in, which allows them to easily switch from one client to another, work faster, manage permissions, and review change logs.

The Kashoo support team is available through phone, email, live-chat, Facebook, and Twitter. We offer free support to all Kashoo users to make sure that you have everything you need to run your books in the cloud.

One of the features of Kashoo that get the most accountant love like is the capability to use a single login to view all of their clients on Kashoo – easily switching from one client to the other, and being able to get your work done faster, and easier. To learn more, visit http://kashoo.com or download the Kashoo iPad app at appstore.com/kashooaccounting

QuickBooks 2014

Intuit heard the feedback from a number of clients and accounting professionals this past year, and quickly learned that the lack colour in QuickBooks 2013's interface, including the look of the icon in the top icon bar, needed updating. Many accounting professionals use colour schemes to create visual differentiation among multiple companies, and this is especially useful for QuickBooks Accountant and QuickBooks Enterprise Solutions users, as they can open two companies at a time.

Intuit heard the feedback and quickly responded with a subsequent release of 2013 and colours are here to stay in QuickBooks 2014.

The Batch Enter Transactions feature, which was introduced last year is great for taking a client, who recorded fiscal year-to-date company transactions in a different accounting system (or just in spreadsheet format), and bringing them into the QuickBooks universe with very little effort or chance of entry errors. All you needed was access to the "old system" transactions in spreadsheet format and copy and paste columns from there.

Now for 2014, Batch Enter Transactions has expanded capabilities, offering a screen for entering bills and bill credits and another for invoices and credit memos. This offers up more ways to automate getting a client's old-system transactions into QuickBooks, either by copying and pasting columns from a spreadsheet or, if necessary, manually entering them into one screen without interruption.

The Client Data Review (CDR) feature, great for fixing client errors quickly, has been enhanced yet again for 2014. In the past, accounting professionals employed CDR to change the "to" account in transactions, such as cheques recorded specifying certain expense accounts. In other words, the program allowed for reclassification of those expense accounts.

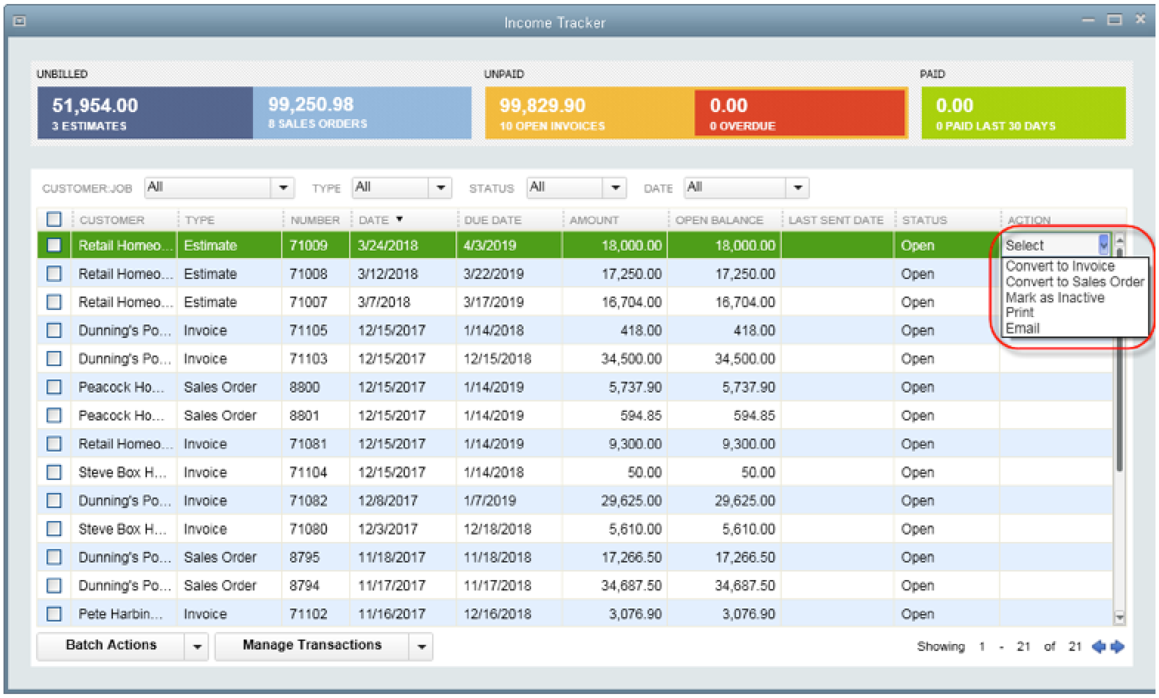
CDR now has a Reclassify Source Account function, which turns that function upside-down by handling the "from" account.

It handles all of the following, quickly and easily, without resorting to reports and drilling down on individual transactions:

- Locate transactions written from a specific bank or credit card account
- Reclassify the source account of multiple transactions in just a few clicks
- Works if the two source accounts are of the same type (for example, two bank accounts).

QuickBooks Pro and Up

Select Customers > Income Tracker to access this new dashboard view of all customer and sales-related activity. The Income Tracker includes a visual display that allows the customer to drill into each color block and filter the dashboard quickly for transactions like all open Estimates or unpaid Invoices. Also, the QuickBooks user can sort and filter the information provided in the Income Tracker and even take action, such as converting an Estimate to an Invoice.



There is a new bounced cheque feature which has the ability to create custom workarounds for dealing with bounced cheques. For instance, if a customer bounces a cheque with a client, simply open the Customer Payment window where that payment was entered (with the payment method of Cheque), and select Record Bounced Cheque.

With just a few simple steps, QuickBooks will create or change all the necessary transactions, including marking the Invoice as unpaid, removing the deposited funds and applicable service fees from the bank account, and creating a new Invoice for any bounced cheque charges passed on to the customer.

Reports can now be filtered by Job Status. This will allow a client to create, customize and memorize a report that provides information on in-progress jobs only, or perhaps jobs that had estimates but not awarded.

Also, QuickBooks now has a Rep field at the Job level, allowing businesses to assign a rep to individual jobs, rather than simply at the customer level.

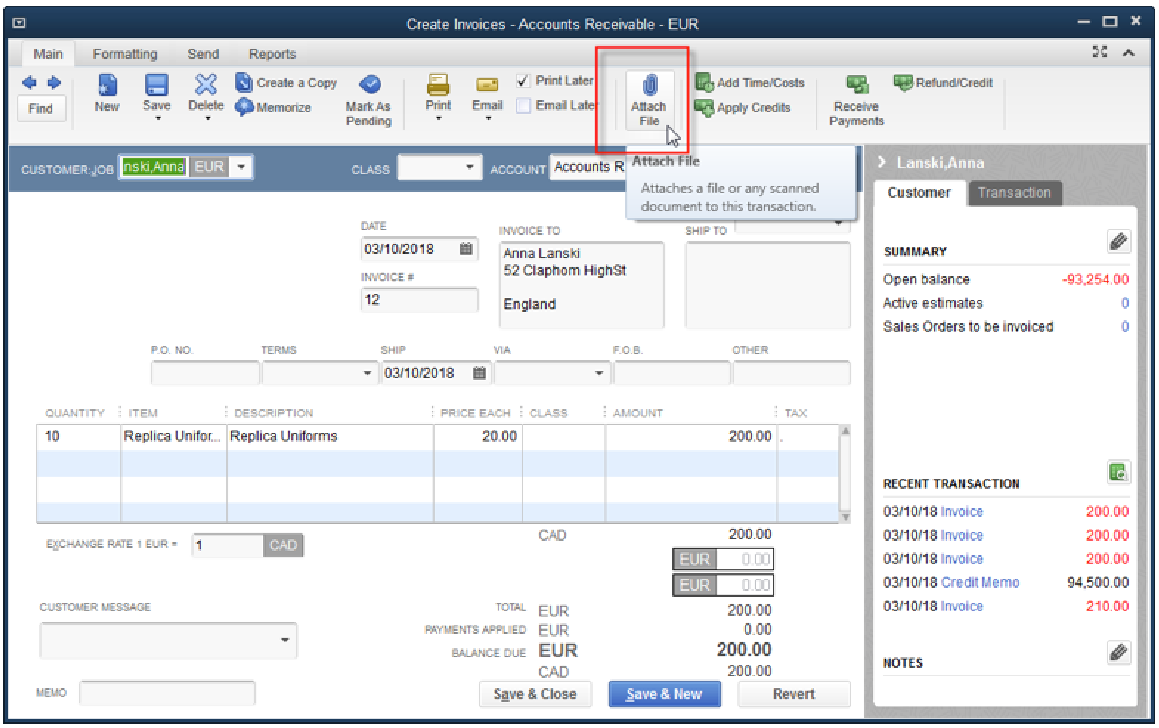
When using the Left Icon Bar view, click on Customize view balances at the bottom of the View Balances section. This allows the user to choose to view balances for accounts of all types, including revenue, cost of goods sold and expense accounts. This feature creates an easily customizable dashboard view of the company's health.

The Home Page is now starting to behave like a dynamic dashboard. Also, there is now quick and easy access to the Alerts and Reminders buttons to the top right-hand corner of QuickBooks.

Line items on a transaction can now be copied and pasted within that transaction, simply by right-clicking on the row in the body of the transaction, or by highlighting any part of that row and selecting Edit. This is great for re-arranging the order of items that appear on an invoice, and any customized item descriptions do not have to be re-typed.

Bill payment stubs now include credits that were applied to pay off a bill completely. Those of you who have produced bill payment stubs in the past that completely ignored bill payments and the bills they paid know what I mean.

Clients can now attach one or more documents (such as scanned items) to any transaction, such as invoices, estimates, paycheques and bills. Additionally, they can attach documents to most names: Customers, Jobs, Vendors, and Employees.



In the past, users sought help from third-party add-ons for document management for QuickBooks. Now it is in the product. It is as easy as clicking on the Attach File icon at the top of the record.

These attachments can be accessed by browsing your computer or by dragging and dropping. Once a document is attached to a record, simply clicking on the Attach File icon allows users to review these attachments (or add more documents).

Aside from the option to send forms with their attachments, emailing from QuickBooks now includes the ability to create emails from templates set up for different client scenarios, with the freedom and flexibility to use Rich Text Formatting and custom fields:

There's also email history in the Customer Centre, Vendor Centre, and Employee Centre: each of these centres now has an additional tab called Sent Email. This feature provides an integration between client financials and communications with customers (or clients), vendors, and employees.

For clients using QuickBooks Payroll, there is now a streamlined Payroll Centre, with an improved layout and workflow, offering quicker access to all the important payroll tasks.

When creating new payroll items, there's now a Limit Type drop-down on the Default rate and limit screen. This includes a Monthly limit option, which is great for monthly contributions a company makes on behalf of an employee who is on a non-monthly payroll frequency. That means that the person doing payroll doesn't have to delete the contributions from the pay periods that shouldn't have the contribution because the contribution for the month has already been made.

QuickBooks Enterprise Solutions

For those supporting QuickBooks Enterprise Solutions clients, there are a number of updates. QBES is a subscription, and clients always have access to the latest version; however, many don't upgrade even though they can. Here are three new features:

- *Assemblies Improvements* - more automated functions help you save time and improve the accuracy of assemblies and costing.
- *Advanced Job Costing* - manage your jobs in different phases of completion more easily with new tracking and reporting options. Customize tracking by reps, job, customers and run WIP and Committed Costs reports at the click of a button.
- *Advanced Pricing* - customize and automate your pricing in QuickBooks. You'll get more control over pricing and avoid manual updates.

For additional detailed information check out: http://quickbooks.intuit.ca/

Sage 50 Accounting–Canadian Edition 2014

With customer experience as its defining element, Sage continues to be committed to helping its small business customers become more efficient through the latest version of Sage 50 Accounting–Canadian Edition.

Sage 50 is a diverse line of accounting solutions and services that is ideal for small businesses that have basic accounting needs and want to remain compliant all the way to those that require a more robust solution that provides more business management functionality and can drill down to provide insights and trends.

The Sage 50 product line includes:

Sage 50 First Step Accounting 2014: for businesses that need an introduction to the basics of accounting and business management. Businesses can get organized and easily track customers and suppliers and calculate federal and provincial taxes the proper way.

Sage 50 Pro Accounting 2014: the right fit for small businesses that have one company, one location, one user and need a dynamic accounting and business management solution.

Sage 50 Premium Accounting 2014: ideal for small businesses that require an accounting solution with advanced business management tools for more than one company, location or software user. Businesses can increase productivity with two-user licenses, manage inventory, consolidate financials across companies and make confident decisions based on real-time business data.

Sage 50 Quantum Accounting 2014: boosts business productivity and workplace efficiency with high-performance accounting, inventory and project management, in-house payroll and customer support for up to 40 users. Businesses can be certain about secure access to data with role-based security settings and save time and cut waste with advanced control of inventory and projects management and costing.

The Sage 50 team remains dedicated to developing and providing the same great accounting solutions and services that more than half a million Canadians and Canadian small business owners have come to know and trust for more than 25 years. Sage 50 continues to be proudly Canadian-made and fully English-French bilingual.

New features of Sage 50 Accounting 2014 continue to focus on helping Canadian businesses manage their business and financial information easier, and glean relevant trends to make insightful decisions to grow their business.

A significant number of Sage 50 customers process their payroll in-house using Sage's solutions. A key pain point that customers have raised over the years is that completing payroll can be time consuming.

There are a number of improvements in the 2014 release that will help users not only remain accurate and compliant, but also improve their workflow and free up their time to concentrate on other business activities.

Efficient updating and installation

Time is valuable for business. As such, Sage has given users time back by making product downloads and installation much faster with a smaller file size.

Users updating from the Sage 50 Accounting 2013.3 release or Sage 50 Accounting (Release 2014.1) get to experience product updates that are quick, convenient, and effortless. Sage has not only eliminated work interruptions by making the updates download in the background, but has also simplified installation even further by not requiring the user to enter their key code or serial number if they are connected to the Internet.

Database upgrade

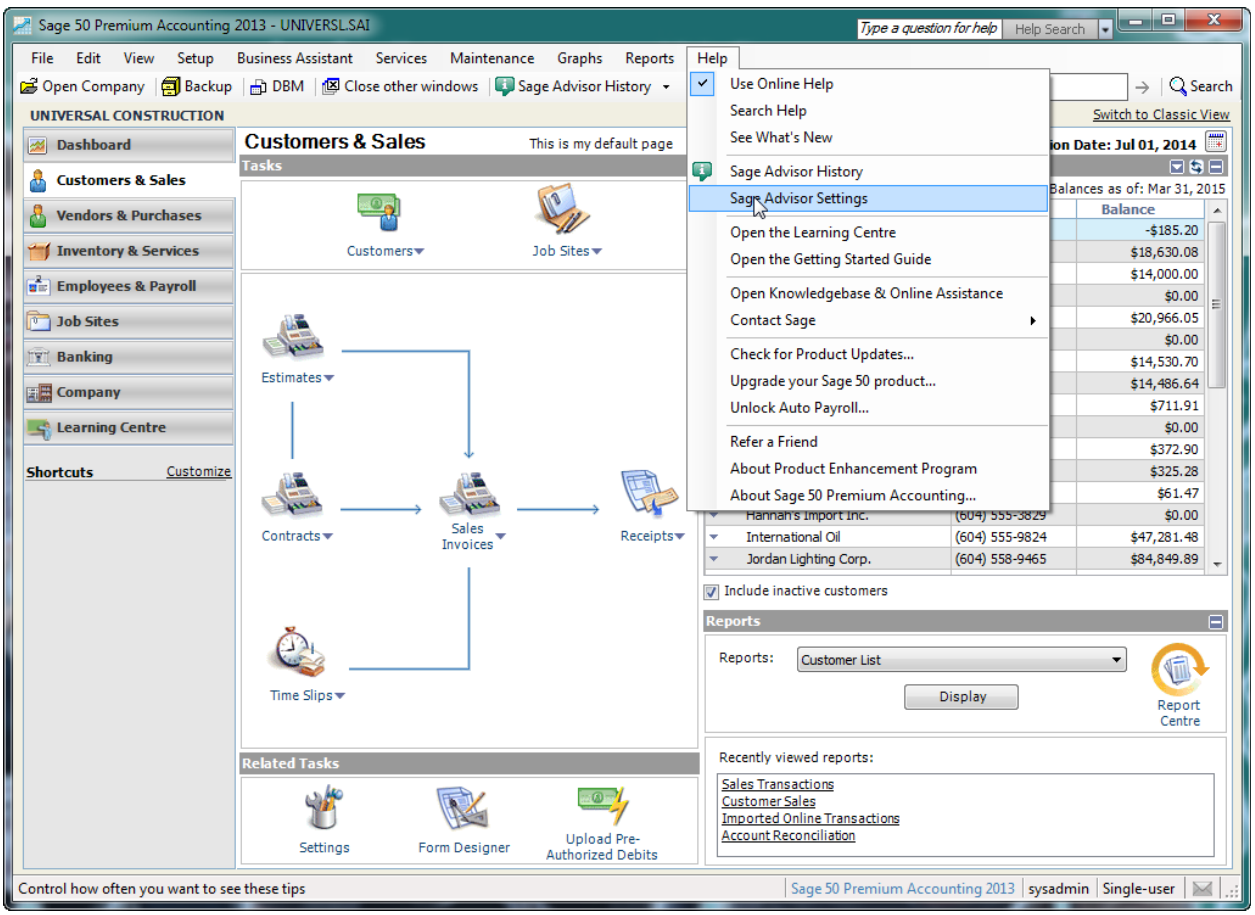
Small businesses are always moving forward and so should their accounting solution. Sage is preparing for tomorrow by upgrading the Sage 50 Accounting database to MySQL 5.6.10. This new technology provides the user with increased stability, giving them peace of mind as their business grows.

Sage Advisor – Technology to help users get the most out of their Sage 50 Accounting investment

New technology has been added to Sage 50 Accounting that will help you discover valuable capabilities so you can become more efficient and effective while using Sage 50 Accounting. You'll get information where and when you need it.

Sage Advisor Messenger is a tool that allows Sage to provide messages to users to help them become more productive with our products. The messages provide quick tips and often link to additional, more detailed content that help users do tasks they haven't tried before. It consists of several components: the Message bubble (contains the message itself), the Message History window (shows all of the messages that have been received), and the Messenger Settings window (controls message frequency).

Access Sage Advisor Settings from the Help Menu:



Sage Advisor Settings Box:

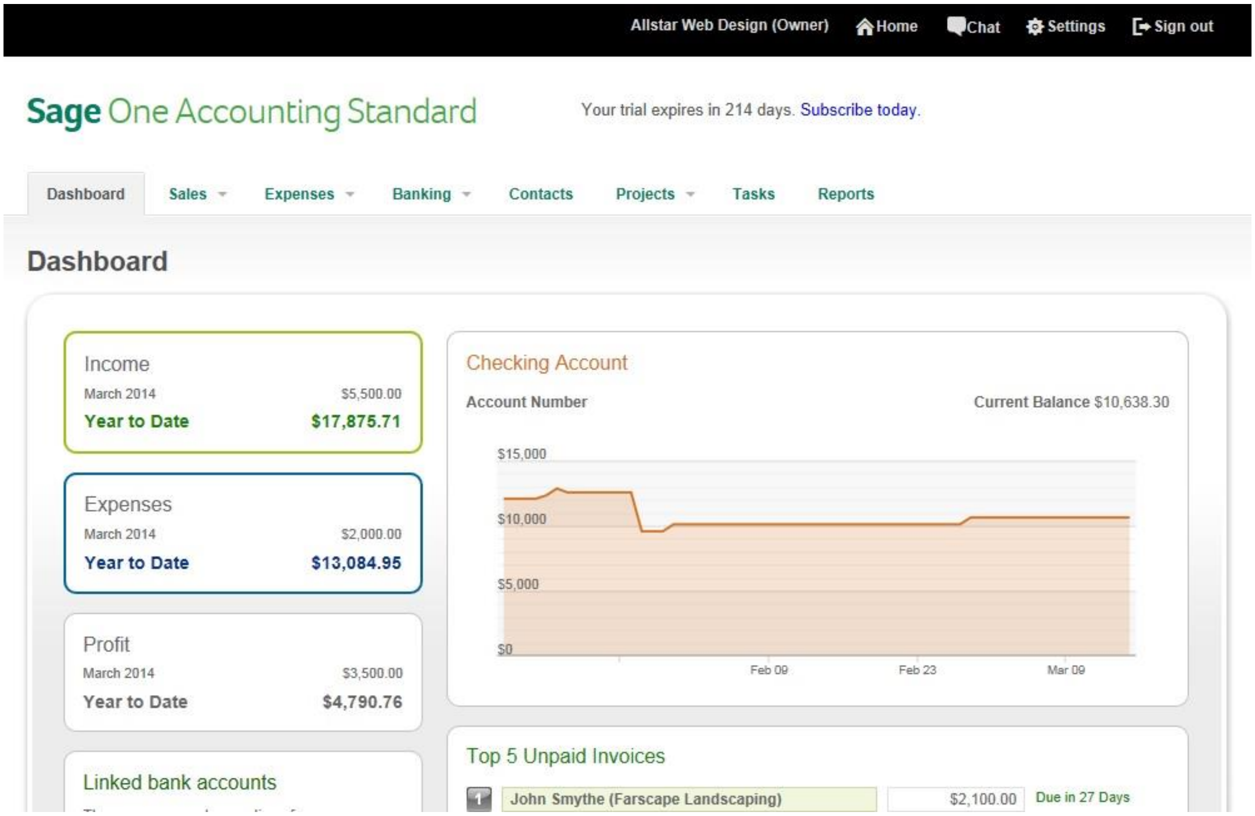
Sage Advisor Message:

For additional detailed information check out http://www.sage50accounting.ca

Sage One Standard–Canadian Edition

Sage has introduced a new cloud-based accounting solution in February 2014 called Sage One. Targeted at small businesses owners – sole proprietors, contractors, service-based businesses, and new and established businesses – Sage One is a simple online accounting, invoicing and project management solution that allows users to invoice their customers and get paid quickly.

Sage One was designed with a simple goal in mind: helping owners of small businesses spend more time focusing on innovation and their customers rather than administration. As such, Sage took a very customer-centric approach in the development of Sage One. Sage surveyed and proactively sought extensive feedback from entrepreneurs, small business owners and accountants to determine what it is they needed in an online accounting and invoicing solution. Sage wanted to deliver a web-based solution with features and functionality that the user wanted and needed; not what Sage thought they needed.

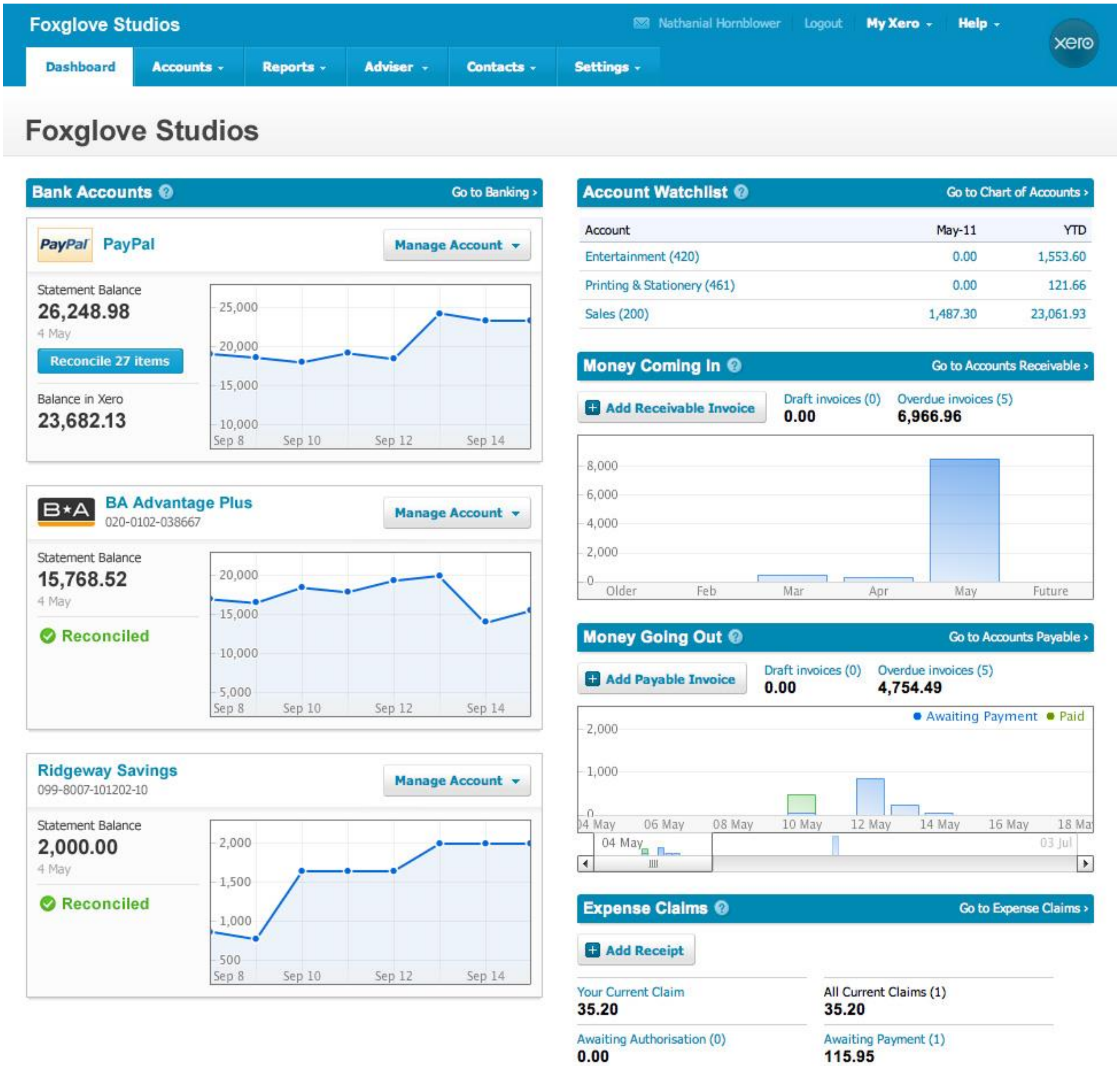


Sage One ensures businesses remain accurate and glean relevant trends to make insightful decisions to grow their business. A simple and clear income, expense and profit dashboard allows users to instantly see money coming in and going out of the business.

Like Sage 50 Accounting–Canadian Edition, Sage One is a fully English-French bilingual solution. As part of the $24/month subscription fee, users also receive online, email and telephone support in both languages.

Xero

Xero is easy to use online accounting software for small businesses and their advisors with over 250,000 paying customers in over 100 countries. Xero's cloud platform approach allows market leading business applications like Expensify, ADP, PayPal, Stripe and Bill.com, plus over 300 other applications, to integrate seamlessly and major financial institutions to feed transactions directly into the ledgers of Xero users.



Overall, Xero enables you to:

- Connect your bank accounts. Bank feeds automatically import and categorize your latest banking, credit card and PayPal transactions. Just click “OK” to reconcile.
- Connect with your customers. Create and send professional invoices & get paid online. Manage cash flow by scheduling bill payments and sending invoices automatically.

- Connect to add-on apps. Manage all aspects of your business by using over 300 powerful add-ons for CRM, inventory, timesheets & job management, plus other specialized tools that seamlessly integrate with Xero online accounting.
- Have access to everything you need to grow. Payroll, fixed assets, expense claims, budgets, complete financial reporting – all done beautifully, when and where you need it: at work, home, or on the go.
- Find a better way to work – together. Share access to your latest business numbers with your team & your accounting professional – so everyone is up to speed. Xero accounting software lets you work anywhere.
- Login anytime, anywhere on your Mac, Windows, iPhone or Android. It's simple and smart.

Xero is hosted in the cloud and delivered to customers via a SaaS (Software as a Service) model. It is accessible anywhere you have an internet or wireless connection. With online accounting software like Xero, nothing needs to be downloaded or installed. No setup fees, upgrade costs, or contracts are required. You simply sign up, login and begin your accounting work anytime, anywhere. If you ever encounter a problem, we offer free, unlimited around-the-clock email support and a comprehensive online help center. Xero is powerful as well and includes features like multi-currency capabilities to support small businesses however and wherever they operate and transact.

Xero makes double-entry accounting quick and painless for small business owners. Bank transactions are automatically fed into your accounting software, eliminating the need for manual data entry. Invoices can be created, customized and sent on the fly. All your outstanding bills can be paid at once, with only a few clicks. Xero integrates with over 300 other applications, making it possible to connect all the tools you use to keep your business running smoothly. Xero's online accounting software frees up time and energy that can better invested in the operation of your business. Want to try it yourself, sign up for a free trial at: www.xero.com/signup/

Xero is constantly improving and releases new product features every three to six weeks. In 2013, Xero released over 22 major features including Files, Purchase Orders, Xero Touch for iOS, and Payment Services and Bank Reconciliation for Xero Touch.

In addition, Xero provides free reporting and practice management software to its accounting professional partners that simplify running an accounting practice or bookkeeping business. Xero's online accounting software is built around the idea of a single ledger – allowing for greater collaboration and the forging of trusted relationships between advisors and their clients. Xero supports the approach of the modern accounting practice, where greater value is placed on expertise and experience and value pricing replaces traditional time-based billing.

For more information about Xero, go to: www.xero.com

Middle Market Accounting Solutions

Adagio by Softrak

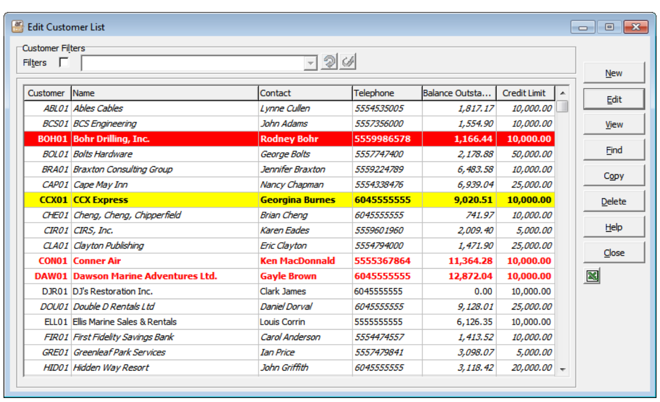
Adagio Accounting is designed for organizations that manage $2 to $100 million in sales/revenue, with significant transaction volumes and at least one person in the "accounting department". This modular accounting system combines a batch interface that is easy to understand and control, with online processing in order entry, purchase orders and inventory. Specific modules are available for job costing and professional time and billing. Special attention has been paid to making sure all data entry and the entire application can be driven from the keyboard, to ensure efficient transaction processing.

Adagio ePrint completely automates the creating, filing and retrieval of all accounting reports and forms, enabling the accounting office to achieve financial and management relief from the volume of paper typically created by accounting software, without compromising the audit trail.

Adagio Console, new in 2013, enables the automation of daily tasks, and eases the management of larger user communities. It also allows an administrator to gracefully expel a user from the accounting system for needed maintenance.

Adagio is easily deployed in a hosted environment, allowing anywhere, anytime access to any of its 19 modules. Downloadable NFR copies of the modules are available for accountants needing to support their clients, and Adagio is fully integrated with Caseware for doing the year-end accounting analysis.

The Best Fit for Adagio by Softrak are organizations who are ready to trade up from an entry level system such as Sage 50 (Simply Accounting) or QuickBooks because they require more users, tighter security, better audit trails or more comprehensive, customizable ad-hoc reporting. Adagio is also a natural progression for companies moving off legacy systems who know they will not be using an entry-level product, but do not need the complexity of higher end solutions. Companies already running a batch-based accounting system often find they require just a simple orientation, and all the business processes remain in place.



Adagio's unique, customizable, Styles and Filters allow you to impart critical information to users through colour and formatting of items in its Grids. Highlight overdue Customers, out of stock Items or Orders expected to ship in the next week.

Styles and Filters can be applied to GL Accounts, Customers, Vendors, Items, Jobs, Purchase Orders, Orders, Invoices, Credit Notes and Bank transactions.

Adagio includes a complete set of financial and operational modules, with specialized applications for job costing, professional time and billing and industry specific operational modules (such as equipment rental and job management) provided by an active third party development community.

As organizations grow, their need for customized reports becomes more important. Adagio modules contain a complete and comprehensive set of management reports, listings and audit trails, which may be modified using Crystal Reports for Adagio. Adagio's SmartFinder has sufficient power to act as a simple report writer for users needing customer or item lists. Adagio GridView provides an easy way to manage ad hoc inquiries without requiring access to the accounting modules themselves or specialized report writer training.

Adagio's Financial Reporter, included with Adagio Ledger, has its own built-in spreadsheet, with all the computational power of Excel. Financial statements can be edited to create the exact financial document required by management. Financial Statements can be generated automatically and distributed electronically as Excel Workbooks or PDF documents.

Multi-part invoices, credit notes, order confirmations, statements and cheques are easy to create using Adagio's special forms designer. The MICR font included in Adagio Payables allows printing on blank cheque stock. EFT is fully integrated into the module.

The total investment by most Adagio sites, including software licenses, installation, consultation, implementation, and training, are in the $5,000-$20,000 range, with maintenance plans costing approximately $800-$1200 per year.

Adagio has many key strengths, including a powerful spreadsheet based financial reporter with drag-and-drop simplicity, and a simple multi-part form designer for company specific invoices, statements and other documents. It provides great value for small and medium-sized organizations that are frustrated by the limitations of the entry-level products and are not prepared to migrate to the enterprise ERP products.

For additional detailed information check out http://www.adagio-accounting.com

Blue Link ERP

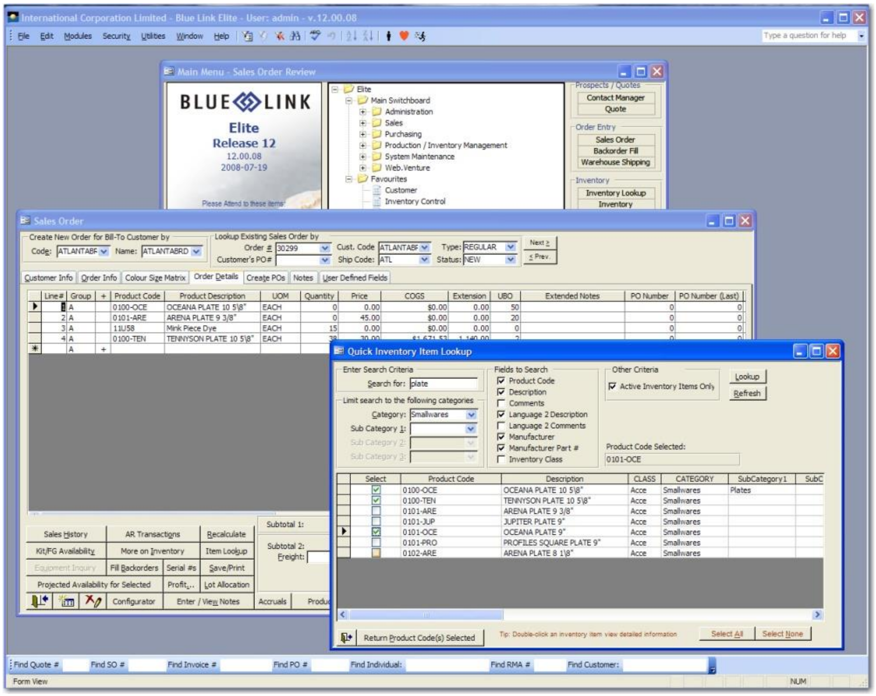
Blue Link ERP is developed in Canada, and is targeted at small and medium size wholesale and distribution businesses. It is best suited for businesses with 3 to 50 users. Its industry specific implementations work particularly well for Wholesalers and Distributors, including Food and Foodservice Distribution, Medical and Pharmaceutical Distribution, Apparel Distribution, and industrial equipment and supplies distribution.

Blue Link ERP offers two software deployment options: On-Premise and Hosted (Cloud-based). These options provide clients with the comfort of deciding which method best suits their business structure. Clients have the flexibility to switch between the two at any time.

Blue Link has offered a hosted solution for several years now and has experienced tremendous interest in this offering. In the last 36 months, 85% of their sales have been a cloud solution and many of our existing clients are making the switch as well. Blue Link's hosted software is identical in regards to functionality as the on-premises solution with either option accessible anywhere in the world.

Blue Link's cloud solution offers a number of tangible benefits including a reduced upfront investment (on hardware and software licenses), an environment that is more secure and reliable than a typical on-location solution, and automatic upgrades that are included with the monthly fee that creates predictable IT expenditure. The hosted solution provides a domain-based virtual server environment, meaning that other applications (like Excel and Outlook) can be accessed in the same session.

Blue Link Elite runs on Microsoft SQL-Server 2012 (or 2008), and includes a unique "Accounting Integrity" model that ensures control accounts and sub ledgers remain in balance at all times, even when integrated with external 3rd party applications.



The user interface is designed to resemble the familiar Microsoft Office look and feel, and provides users with all the information they need at the click of a mouse (or the touch of a key). As the system is real-time, all information is completely up to date at all times on all screens and reports.

The accounting modules offer advanced functionality such as flexible financial statements, alternate vendor payments, automated receivables collections, and comprehensive bank management, all in a fully multi-currency environment. The software deals with sales taxes for all jurisdictions. An optional component updates exchange rates automatically on a scheduled basis.

The operational modules include inventory management, order entry and purchasing, and offer advanced functionality typically found in the higher end ERP systems. Specific features include the ability to track true inventory costs with advanced landed cost tracking, barcode scanning technology for use in the warehouse, lot tracking functionality for tracking specific lots and expiry dates. This enables the user to have an exceptional range of functionality that is unmatched in this market segment.

Some of the key strengths of this product include:

- **Workflow automation** – with user-configurable review and action screens, workflow management is enabled for managing sales orders, purchase orders, quotes and production lots.
- **Lot Tracking and Costing** – for food, pharmaceutical and medical distributors this advanced component facilitates expiry dates and best before tracking, and automates product recalls. Lot tracked products can optionally be valued at specific (actual) cost.

- **Warehouse Management** add-ons include the (optional) use of handheld wireless devices and barcodes for picking and packing.
- **eCommerce** is available either as a module (B2B) or integrated with a platform such as Magento (B2C) with complete two-way communication.
- **A Collections Module** with a unique multi-dimensional screen that facilitates all A/R collections in a potentially paper-free environment. Customers using this module have consistently reduced average collection days – by as much as 10 days in some cases – through use of this module.
- **User defined fields** make it easy to customize the data entry screens. In addition, all documents may be customized by end users with Crystal Reports.

The centralized reporting screen - as well as providing the usual options to print to printer, screen, PDF, etc. - also provides an export to Excel, preserving the integrity of the report components. A 3rd party add-on provides advanced financial reporting in Excel that dramatically enhances the effectiveness of the user in providing meaningful information to management. The graphical Executive Dashboard, with drill-downs, provides easy to understand key performance indicators and the Automated Report Module (included in the base system) allows for automatic scheduled email of invoices and other customer documents.

For additional detailed information check out http://www.bluelinkerp.com/

Connected Accounting & ERP by Accountek

Since 1991, Accountek, the developers of Connected Accounting & ERP software, have been assisting growing small to mid-sized organizations with innovative, cross-platform (Mac and PC users), accounting solutions. Connected is designed for businesses that are facing one or all of the following challenges:

(a) they have outgrown their entry-level solution
(b) they operate a Mac based business but need to share between PC users, frequently this includes the external accountant
(c) they are using an older version of PC software such as Accpac and require similar features, for both Mac and PC users, without paying steep upgrade costs
(d) they have a unique set of business requirements that typical off-the-shelf software cannot satisfy.

Connected is available in two versions; *Connected Core Accounting* or *Connected Enterprise Accounting & ERP*. Both versions have the option of being hosted in a private cloud. The private cloud allows a company to enjoy the benefits of the cloud model but still own the software licensing should they decide to revert to a traditional local network. Connected is also offered in a flexible licensing model in which a customer can purchase the exact amount of users needed without having to buy in blocks of five.

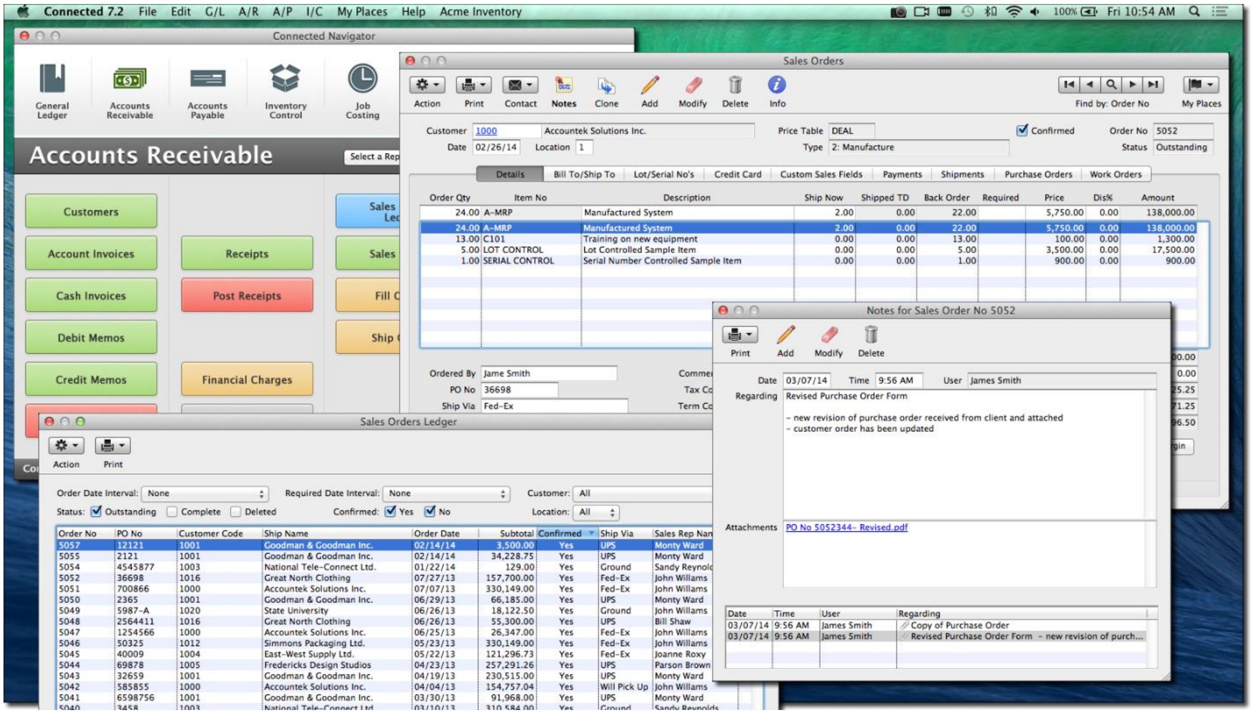
Connected Core Accounting offers a complete set of accounting tools and is ideal for businesses that don't require Inventory or Job management, yet require advanced features such as Multiple Currencies, Profit Centre/Departmental Reporting, and Purchase Order tracking. Both Connected versions include access from either a Mac or PC, at no additional cost, and the ability to link any file attachment, such as quotes, contracts, or drawings, to virtually all of Connected's screens.

The General Ledger maintains up to 18 open periods allowing a flexible closing at year-end. Income Statements can be generated by profit centre, by department, or by both profit centre and department. Comparisons of actual to budget and previous year figures are also available. Recurring, reversing, and template journals make repetitive journal entries less time consuming. Connected records a complete electronic audit trail and also retains a complete account history.

Connected's Accounts Receivable provides invoicing, credit and debit memos, receipts, plus open item customer receivables. Integration with the Authorize.net™ payment gateway allows customer credit cards to be processed directly from within the application and supports multiple merchant accounts. Customer invoices, order confirmations, and quotations can be emailed directly from Connected through your local Mac and PC email client. Enhanced document delivery options for customer invoices and statements allows individual or batch email delivery with customizable subjects and message text. Connected also provides multi-level taxation, multiple ship-to addresses, customer specific pricing, and fully customizable general ledger accounting distribution.

Connected's Accounts Payable facilitates effective cash flow management by allowing selection of payments by either due date or user-defined dates. Payments can be batch processed by vendor bank or analysis code and can be printed as traditional cheques or recorded via EFT. Paper cheques and EFT payments can be included in the same payment run. Following the successful transmission of an EFT file, Connected creates a customizable payment advice which can then be batch emailed directly to each vendor outlining the details and invoices paid with the transaction. When payments are voided, the associated purchases are automatically re-established. If you are tracking Expense Reports, Connected can track these separately and also allows the easy import from web or iOS applications.

Connected Enterprise builds on the *Core Accounting* features to include Inventory Control and Job Costing features. The key sectors where Connected Enterprise is focused include Distribution, Manufacturing, Not for Profit, Medical or Food Suppliers, and Imports/Exporters.



Highlights of the Inventory Management include:

- Multiple Location Inventory Tracking, including on hand, on customer order, on purchase order, on manufacture, and committed inventory are available in one window
- Multi-Tiered Manufacturing with the ability to customize bill of materials (BOM's) on the fly. Users can also import a custom BOM when requesting a manufacture from a customer order.
- Easily print customizable labels to identify goods upon receipt or finished goods manufacturing. Labels can include bar codes, lot/serial numbers, and other important item information.
- Lot/Serial Number Control on finished goods and component parts used within manufactured items.
- Up to 6 decimal places for quantity tracking
- 7 price levels, with quantity discount breaks in a Price Matrix and custom pricing options
- PO's can be generated from a customer's order, an open manufacture request, or in a batch based on inventory levels

The ability to work on both Mac and PC platforms simultaneously makes the Job Costing module perfect for companies that have administrative staff using PC's and creative staff using Macs.

Highlights of the Job Costing features include:

- Job Tracking with cost allocations from Purchases, Disbursements, Inventory, Manufacturing, Timesheets, Purchase Orders, Expense Reports and Journal Entries
- Work In Progress Management to be able to bill and/or unbill job cost details
- Job Estimating, including revisions with job budget update capability
- Timesheet Entry, with the ability to hide costs and billing rates

Connected is easily scalable from a single user to over 30 concurrent users. New in 2014 is the Connected Data Exchange which allows the easy export and import of data for web or external database integration. Larger businesses can purchase the Connected Consolidation Plug-in to easily combine the transactions from multiple company files into a single data file to generate Consolidated Financial Reports.

Connected is available in a private cloud or traditional network model. Continued development on interface aspects will focus on specializing screens for touch (tablet) access to maximize the user experience. The hosted options are platform independent and can be accessed by any device via web browser.

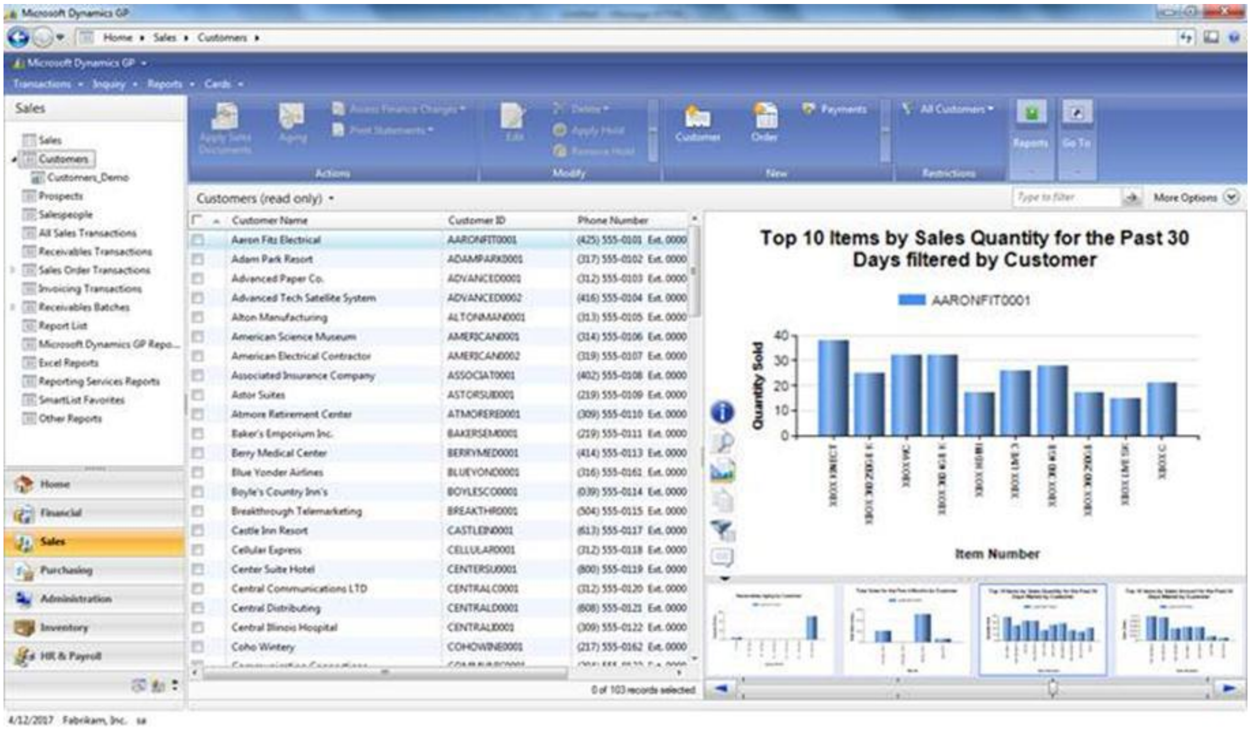
Customers with unique business requirements get the best of both worlds with Accountek - the company will customize Connected to suit a client's specific needs, a benefit not available from most off-the-shelf software. Accountek also provides a free copy of Connected to the external accountant of a registered user so that they can review a client's data file.

For additional detailed information check out http://www.accountek.com/

Microsoft Dynamics GP

Microsoft Dynamics® GP is a broad-based, integrated solution for financial management, business analytics, e-commerce, supply chain management, manufacturing, project accounting, field service, customer relationship management, retail management, and human resource management.

It is a Best Fit for small and medium sized organizations that are outgrowing their current accounting software. In vertical markets, it works well for manufacturing, distribution, public sector, not-for-profit, professional services and energy and utilities.



Microsoft Dynamics GP provides rich reporting and analysis capabilities, Web-based delivery of applications and information, and the flexibility, security features, and control needed to maximize operational efficiency. It also offers a high level of integration with other Microsoft products and technologies, efficient customization capabilities, and the ability to extend functionality with industry solutions from a vast network of independent software vendors (ISVs).

The program provides core financial management features such as General Ledger, Accounts Receivable, Accounts Payable, Cash Management, Collections Management, Fixed Asset, Sales Order, Purchase Order, and Inventory Management. In addition it comes with contextual BI and Reporting, business data visualization capabilities and Customer Relationship Management functionality.

A key strength for Microsoft Dynamics GP is its direct integration with Microsoft Office SharePoint Server, which provides a collaboration platform using business information, reports, and other documents. Microsoft Dynamics GP utilizes remote access through the Business Portal to provide secure access to employees, partners, and customers via an Internet connection. It provides automated notifications and approvals using streamlined workflows. There is a heavy implementation of Role-based processing to maximize security of sensitive data and tailor what users are authorized to do and see.

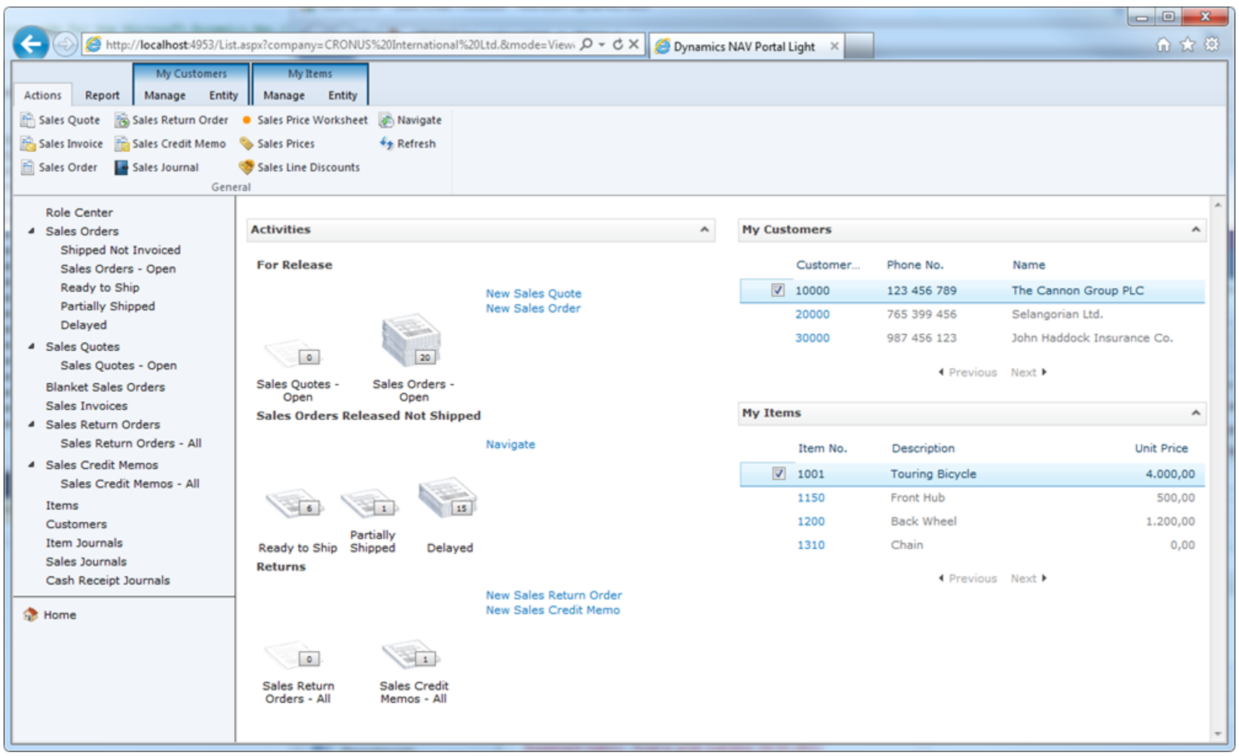
Microsoft Dynamics GP is available in the Cloud, on-premise, and in a mixed-mode environment integrating with other Cloud services such as online credit card processing.

The latest version of Microsoft Dynamics GP delivers a web client option, new cloud deployment capabilities, enhanced core functionality and RapidStart Services. This is likely to drive down the number of days that it takes to deploy the product.

For additional detailed information check out http://www.microsoft.com/canada/dynamics/dynamics-gp.aspx

Microsoft Dynamics NAV

Microsoft Dynamics® NAV is a complete business management solution for mid-market manufacturing, distribution, professional services and not-for-profit organizations. It was designed from the ground up for companies seeking a single solution to help increase productivity without disrupting everyday operations. It is highly customizable, yet fast to implement, simple to use and maintain. With more than 90,000 customers, it's the most prevalent of the business solutions from Microsoft.



The Best Fit for Microsoft Dynamics NAV is a mid-sized company with 5 to 250 PCs with highly specialized, industry specific business processes who wants to integrate and centrally store core financial (GL, AR, AP), manufacturing, supply chain, sales and marketing, project management, human resources, and services information.

Together with its technology partners, Microsoft Dynamics NAV provides business solutions tailored to most industries including, Wholesale & Distribution, Chemical and Food Manufacturing, Specialty Retail, Construction, and Public Administration.

A clear, accurate and timely view of the financial state and performance of a business is the foundation of effective business decision-making. Microsoft Dynamics NAV provides you with always up to date business and financial information, helping you manage budgets, create and consolidate reports, and look for trends and relationships. What's more, Microsoft Dynamics NAV is built on industry-standard Microsoft technology and integrates with other Microsoft business intelligence (BI) products and technologies.

The program leverages an industry-leading role-based user interface that can be tailored to the role of a given user, promoting efficiency and high productivity. The Role Tailored User Experience hides the 90 percent of the features a specific role doesn't need to see and it promotes the actions and information that are needed. Microsoft has identified 53 separate roles with easy to recognize names, such as Sara the CFO, Inga in purchasing, Kevin the account manager, Susan in sales ordering and so on.

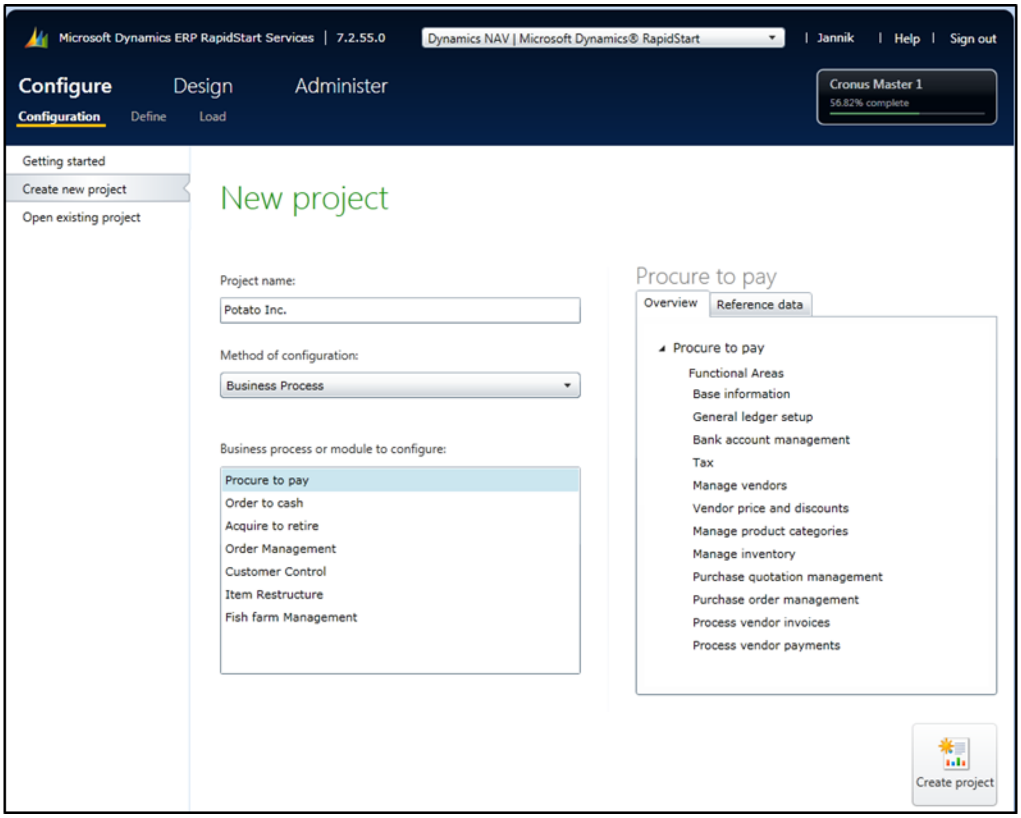
Microsoft Dynamics NAV includes 21 of these roles out of the box, which can be easily extended and personalized – without having to use a member of the IT department, or pay for an external programmer.

Microsoft Dynamics NAV also provides guided workflow which makes processing more intuitive and efficient. Microsoft's thinking about roles is definitely more than skin deep. Embedded workflow guides the internal accounting and customer interactions.

A significant benefit of the combination of a roles-based environment and embedded workflow is that the interface contains all of the information relating to a process cycle in one place. A particularly useful "Activities" tab takes advantage of document types recorded in the Microsoft Dynamics NAV database to display, for example, the path of a sales transaction, from inception (quote) to completion (delivery note) with all stages in between. It means that a sales order clerk such as Susan can deal with customer enquiries and disputed transactions quickly and efficiently by re-tracing events and dates, including notes of telephone calls, drilling down into underlying documents where necessary.

A new feature in Microsoft Dynamics NAV: Jet Reports Express expands the solutions' integration with Microsoft Excel. You can create, modify, and run your own business reports and analysis in the familiar environment of Excel. Experienced Excel users can use native tools to do analysis on large datasets and understand a wider range of business issues. Jet Reports Express is an integral part of Microsoft Dynamics NAV and includes multiple report templates to fit the needs of small and medium-sized businesses.

Microsoft Dynamics NAV now includes cloud deployment options and capabilities, enhanced core functionality and RapidStart Services. These are expected to significantly accelerate the configuration of Microsoft Dynamics NAV. By using RapidStart, customers can drive down the number of days that it takes to deploy the product and make it easier to engage the right people and different teams in their business in the implementation process.

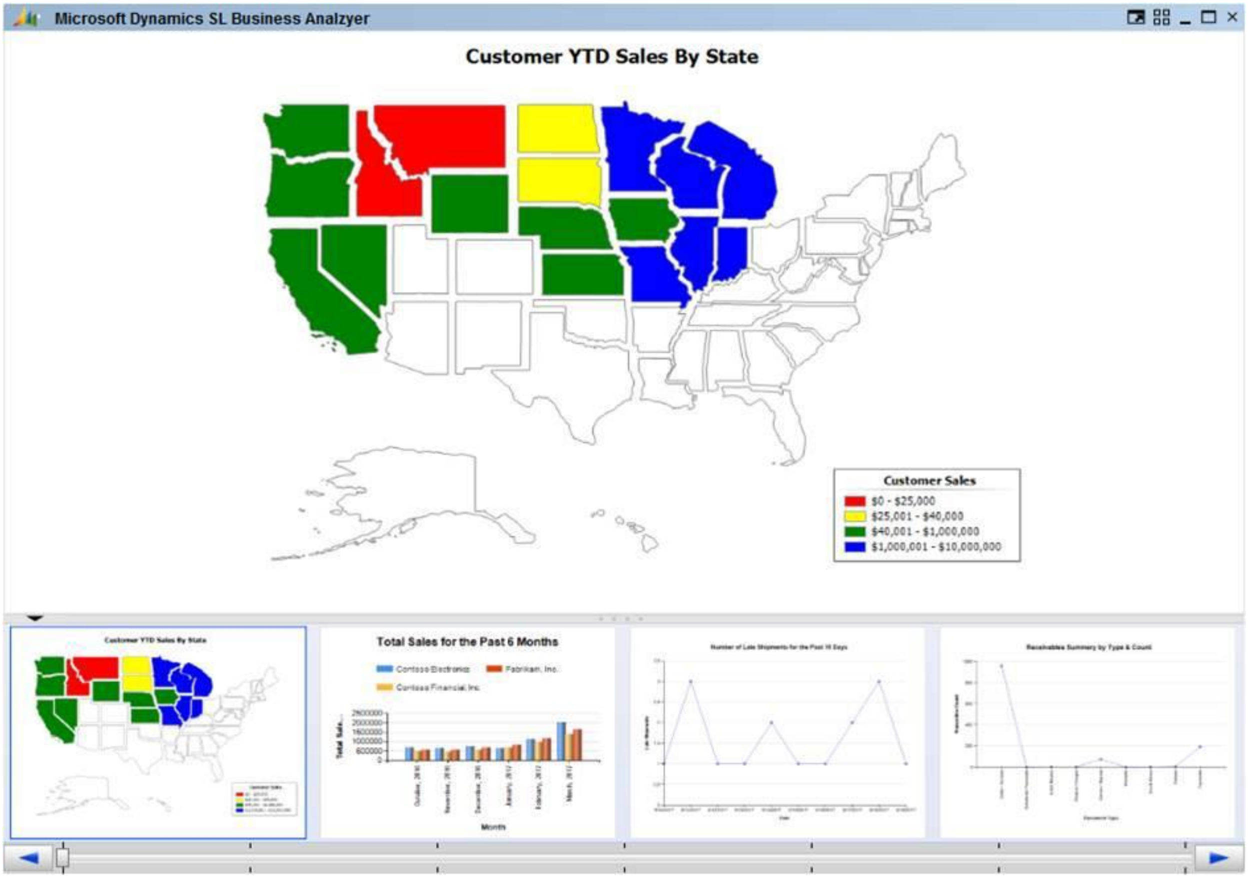


Microsoft Dynamics RapidStart Services gives an overview of the setup process, including what information is needed before the system can be used and who is going to do what. Additionally it will be possible to select from a set of existing data templates in order to speed up the configuration for example with generic data for Postal Codes, Currencies, Country Codes and much more.

For additional detailed information check out http://www.microsoft.com/canada/dynamics/dynamics-nav.aspx.

Microsoft Dynamics SL

Microsoft Dynamics® SL is designed to meet the unique needs of professional services, operations, field services, government contractors, and construction management companies that require scalable business management and reporting capabilities at an affordable price.



It is a Best Fit for small to mid-range organizations with 10 to 250 PCs that have advanced accounting combined with project management needs. Financial and process management is the core of the product.

Microsoft Dynamics SL supports unlimited work breakdown structures and budgets, time and expense entry, complex allocations, unlimited billing formats, change order control, contract administration, local and web-based project analysis, employee utilization/realization, proactive alerts, and work flow. Executives, project managers, accountants and individual team members can keep projects under control and on track using web-based knowledge management, time and expense entry and analysis tools.

With Microsoft Dynamics SL, you can create and utilize web Portals to share and collaborate via Microsoft Dynamics SL Business Portals. By using Microsoft Dynamics SL and Microsoft Project, you can deliver data to the project manager's desktop via a Web browser. This provides the manager with a single access point to review project plans and track project status. The new "Project Controller" helps improve productivity, suggesting the optimal allocations of people, as well as resources (such as equipment). The Business Portal in Microsoft Dynamics SL delivers applications, information, and processes to employees, customers, and partners across your organization.

Microsoft Dynamics SL connects with Microsoft Project Server for project management and project workflow back into your Payables, Receivables, Payroll and General Ledger. It also integrates with

Microsoft Dynamics CRM works with external data sources and applications even if they're built on non-Microsoft platform. For example, accountants often need to extract data from the accounting database. Microsoft Office Excel integration enables them to turn data into information with powerful tools to analyze, communicate, and share results.

Key strengths for Microsoft Dynamics SL include an Office-like interface and configurable, role-relevant menus and home pages. Project Analyst's advanced capabilities provide powerful analysis of jobs labor, expenses, and budgets. Microsoft Dynamics SL will work with a number of third-party applications.

For additional detailed information check out http://www.microsoft.com/canada/dynamics/dynamics-sl.aspx.

Sage BusinessVision 50 Accounting

Sage BusinessVision Accounting is a complete business management solution, ideal for growing businesses, especially wholesale, retail, and light manufacturing companies. Available in four editions, Sage BusinessVision is affordable and scalable (1-100 users), making it perfectly suited for startups and growing businesses alike.

With 18 fully integrated modules, Sage BusinessVision provides the tools you need to manage all of your business activities. Included with every Sage BusinessVision edition are:

- General Ledger
- Accounts Receivable
- Accounts Payable
- Order Entry
- Point of Sale
- Purchase Order
- Inventory
- Payroll
- Customer Details
- Vendor Details
- Job Cost
- Account Reconciliation
- Sales Analysis
- Purchase Analysis
- Reporting Suite
- System Manager

Additionally, Sage BusinessVision Standard Edition and Sage BusinessVision Client/Server Edition include the Bill of Material and Budgets and Forecasts modules.
port/Exporterisationage BusinessVision purchase are:
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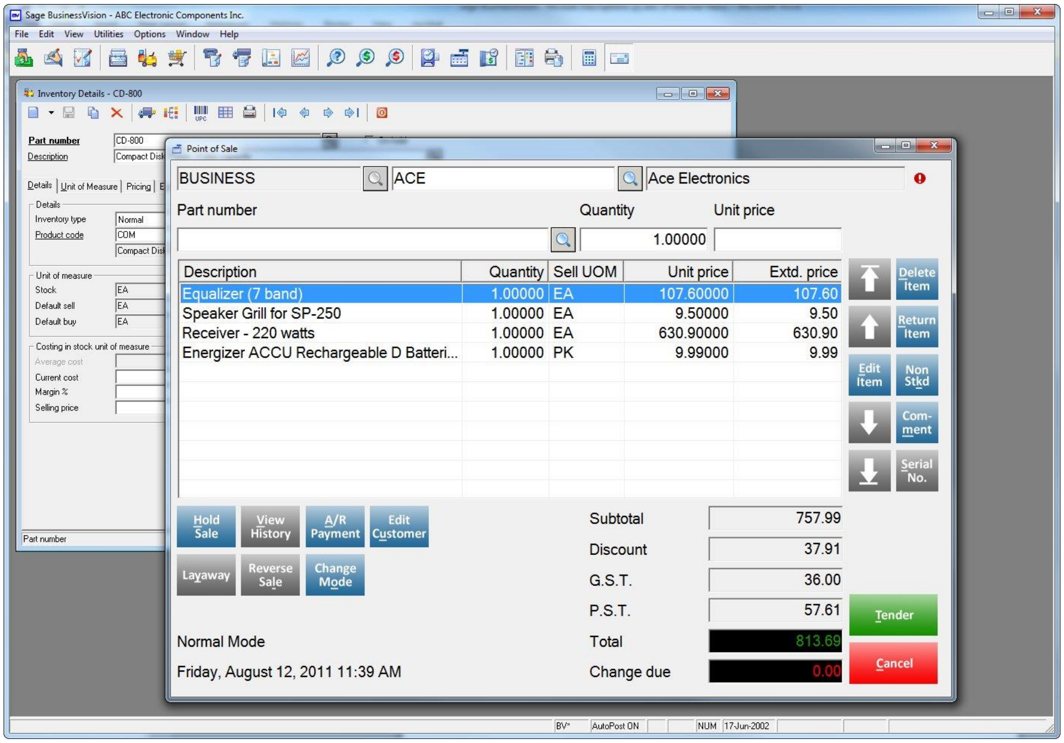
The Customer Details module makes it easy to manage customer information, including sales orders, sales history, and balances. The Vendor Details module makes it easy to manage vendor relationships and purchase history, as well as view current balances.

Sage BusinessVision includes powerful inventory management and reporting. The Inventory module allows you to manage pricing, serial number tracking, units of measure, vendor-specific pricing, and to view sales performance and history, purchase performance, and purchase history. With over 200 reports, the Reporting Suite provides the insight you need to better assess performance and manage your business.

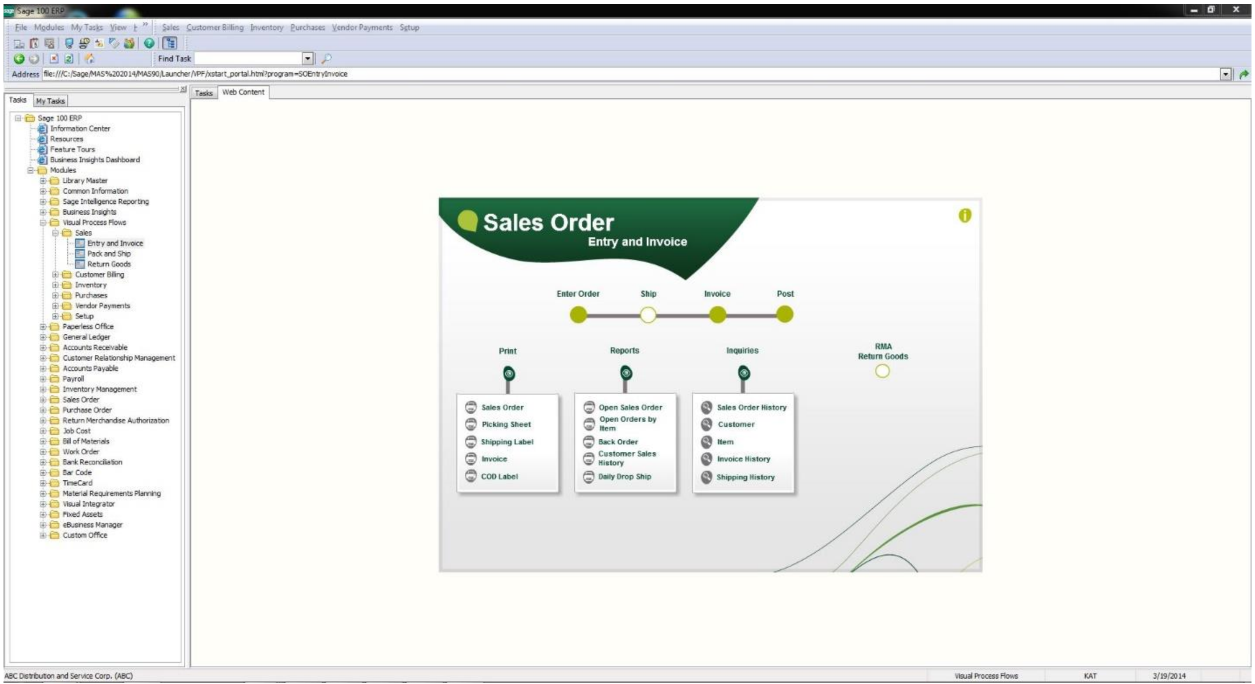


For additional detailed information check out: http://www.sagebusinessvision.com/

Sage 100 ERP

Sage 100 ERP is the foundation for connecting your business to provide a better customer experience, increase revenue, and make better business decisions. The latest version of Sage 100 ERP connects your business to the cloud, giving you access to mobile capabilities to confidently run your business. Sales and service have access to customer information, can invoice customers, and collect payments from the field. Procurement has deep visibility into inventory to properly manage stock levels. Invoicing is done electronically and managed by exception. Executives get analytics on all parts of their business with Sage 100 ERP.

Before, during, and after the sale Sage 100 ERP equips businesses to provide a better customer experience. Before a sale, salespeople have access to social media through Sage CRM, allowing them to know the customer better in preparation for their call. Salespeople in the field are able to present to customers with an interactive digital iPad catalog that is visually appealing to a customer. This allows salespeople to make a better impression with the customer and engages the customer, helping improve the customers' experience. Servicepersons can take photos and get sign off from the customer on the services work that they provided through an iPhone, making sure the customer is satisfied with the work and improving their experience. Customers can access, pay, and view invoices online, letting them be able to pay invoices from wherever they are and whenever they want, and speeding up the time it takes for businesses to receive payments on invoices.



Sage 100 ERP promotes more meaningful customer interactions to help increase revenue. Salespeople have access to customer information from the field, allowing them to properly prepare for a sales call with the latest information about the customer. They can also capture sales activity, allowing them to keep the sales cycle going and remember any important information for future calls. While on-site, salespeople can suggest related or additional items through the visual iPad catalog. The upsell and cross-sell opportunities helps reps to grow the sale and increase revenue. Sales reps can also provide quotes, place orders, and take payment through their iPad, allowing them to close deals quicker and giving them more time to close more sales.

Companies make better decisions faster using the information from Sage 100 ERP. Automating reporting lets users have their reports at any time without having to gather the data manually, giving them more time to analyze the information. Dashboards show information in charts, graphs, maps, and lists, letting users easily understand the information they are looking at. Accurate inventory planning and forecasting means that the items that customers want are more likely to be in stock, helping improve the customer experience.

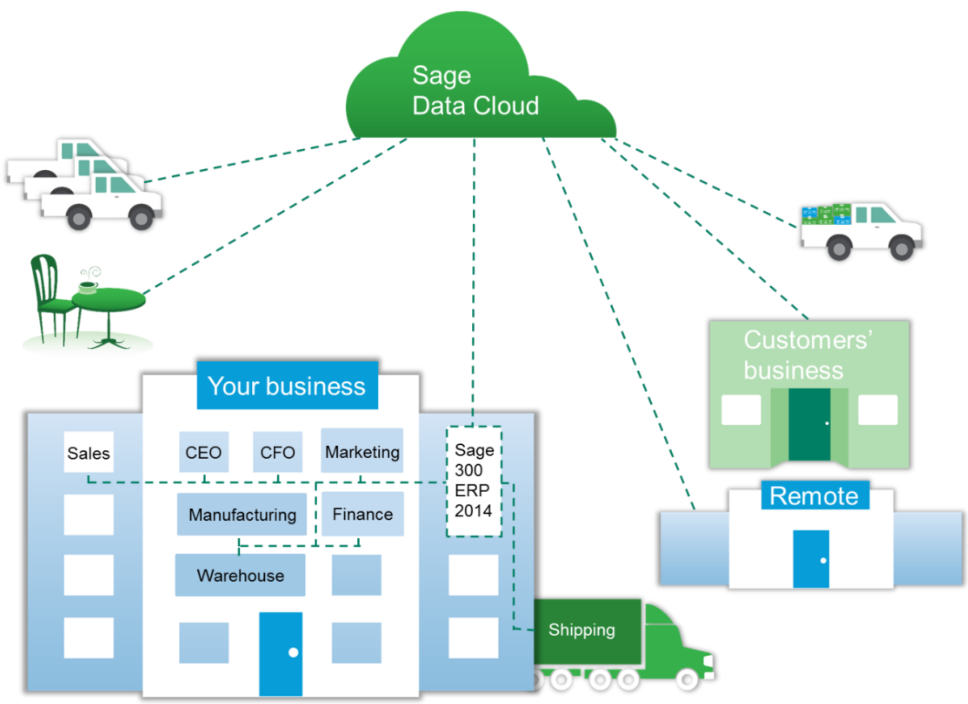
Sage 300 ERP

Sage 300 ERP (formerly Sage ERP Accpac) is a comprehensive multinational business management solution providing financials, CRM, operations, and business intelligence tools to mid-market businesses. Available in multiple editions, Sage 300 ERP delivers enterprise-wide visibility, maximizing collaboration and providing insight for strategic decisions that drive revenue growth and improve profitability. The solution offers built-in support for multiple languages and multicurrency transactions, so your business can comfortably reach around the globe.

Its latest version, Sage 300 ERP 2014, features include several user experience enhancements that help users to be more productive, which include a modernized desktop with more intuitive screens, the ability to better manage user licenses, and the introduction of Sage Data Cloud along with 4 great applications.

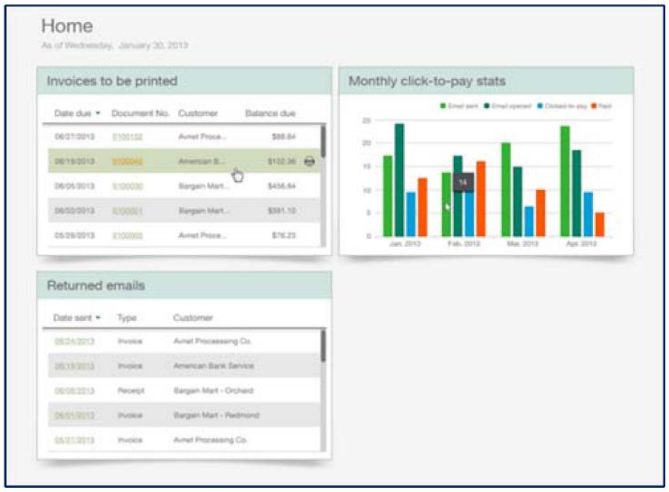
What is the new Sage Data Cloud?

The Sage Data Cloud allows your company to tie your on-premises Sage 300 ERP system to the cloud, allowing you to take advantage of new solutions and integrations to help your business improve customer service, increase sales, and make better business decisions.

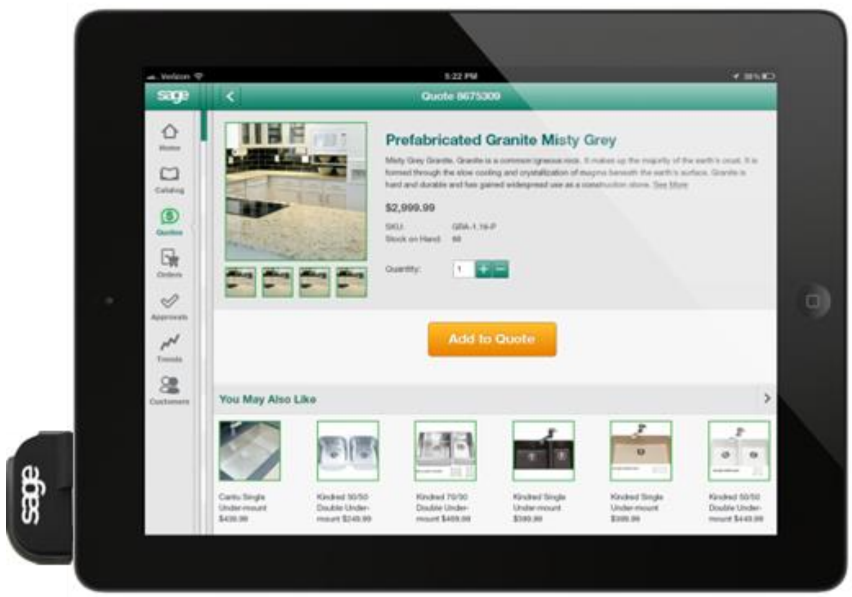


New Sage Data Cloud applications:

- **Sage Billing and Payments** - ideal solution for any company using a Sage ERP solution that sends out invoices to receive payments.

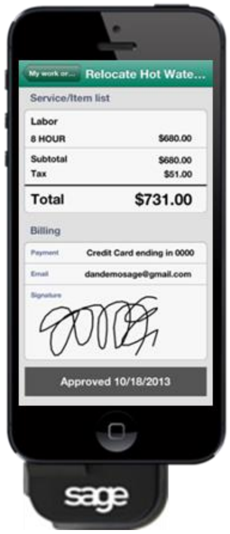


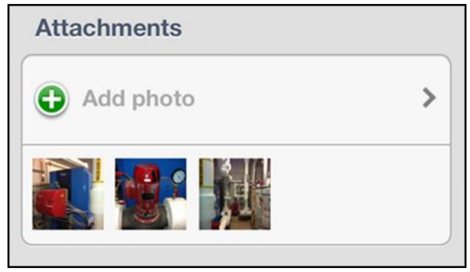
- **Sage Mobile Sales** - provides sales reps and managers with the ability to take an order, collect payment, and enter it directly into the ERP anytime and anywhere through an iPad.



Sage Inventory Advisor – a web-based solution that analyzes Sage 300 ERP data to provide improved stock forecasting, planning capabilities and suggests optimal replenishment recommendations, all accessible on mobile devices through a web browser.

Sage Mobile Service - empowers your field technicians to deliver great customer service so you get more referrals and repeat business. Using Sage Mobile Service, your field technician will arrive on time, use their iPhone to pull up the customer's history and current repair order, take before and after photos, and even immediately process the customer's payment – all while onsite! Provide estimates and receipts through email, so you and your customers stay informed.





Additional Sage 300 ERP capabilities: In addition, there are three visual process flows in Canadian Payroll, US Payroll, and Project and Job Costing. When customizing process flows, users can now link elements to programs, reports, macros, and other process flows. This gives companies the ability to create one landing page for their employees to create and customize entire workflows across numerous applications from one intuitive interface.

The best fit for Sage 300 ERP is small- to medium-sized businesses (5-5,000 employees) with general to advanced accounting and operational requirements. Suitable for companies in many industries and sectors, including professional services, manufacturing, wholesale and retail trade, financial services, and public administration. The superior architecture gives you the freedom to build your solution your way and leverage the ability to adapt quickly as your business requirements evolve. Sage 300 ERP is technically designed to provide your business with more control and flexibility. You can deploy all or part of the functions according to your requirements, one step at a time.

Modular: Choose to add systems that manage purchasing, quotes-to-orders, payroll, inventory, warehouse, manufacturing, documents, field services, project accounting, human resources, and customer relationships.

Scalable editions support 1 - 500 users.

Deployment neutral: On-site or On-Demand (hosted) and easily move between the two.

Technology options: Database choices of Pervasive.SQL, Microsoft® SQL or Oracle; run your server on Windows or Linux; add modules and features as you grow.

The embedded business intelligence and reporting tools enable decision makers to access and analyze data to quickly uncover revenue and cost saving opportunities. Unifying all of your data into one solution creates a true view of your business, which is vital to growth and profitability. Additionally, Sage 300 ERP provides customization options so your system can adapt to how (now named Sage 300 ERP) you work rather than being forced to change your business processes.

Other key strengths of the Sage 300 ERP include: strong multi-language, multi-country, and multi-currency capabilities; support for compliance to IFRS, Sarbanes-Oxley and other regulations; the Sage global network of over 40,000 accountants and 26,000 solution providers; and specialized solutions from the Sage 300 ERP development partners.

For additional detailed information check out: http://na.sage.com/sage-300-erp

Sage ERP X3

Sage ERP X3 is the most powerful and flexible business management solution offered by Sage. It empowers mid-sized and larger companies within the manufacturing and distribution industries with the ability to grow a competitive business with limited IT resources. With Sage ERP X3 you are able to manage your business growth in a fundamentally more efficient manner while reducing costs, delighting your customers, and outmaneuvering the competition.

Visibility for better decisions - Sage ERP X3 provides a clear view of your business operations—emboldening business leaders to focus on exceptions, accurately evaluate risks, and make faster decisions.

For most businesses, critical information, insight, and indicators are scattered about—in spreadsheets, systems, and databases. In some cases, employees themselves become gatekeepers of information others need, which can cause bottlenecks. Sound familiar? Sage ERP X3 solves these common challenges by compiling data in real time and providing tools such as user-defined dashboards, business analysis tools and reports, and automated workflows and alerts that drive effective and rapid decision making.

Velocity to keep pace with market demands - Sage ERP X3 provides a better, faster way to manage all your critical business functions—automating workflow and enabling you to improve productivity in ways only best-in-class solutions can.

The powerful process automation and management capabilities of Sage ERP X3 adapt to your needs, creating a natural flow of work both within the organization and with partners. By connecting your business, you can manage its growth more effectively, control your bottom line, keep up with demand, get to market quickly and continue to delight your customers.

Simplicity to eliminate unnecessary work and waste - Sage ERP X3 tames the complexity of doing business—streamlining collaboration across all business operations and enabling employees to rapidly address any challenge that may arise. Put quite simply, Sage ERP X3 delivers more of what you need—performance, insights, and scalability. And less of what you don't—complexity, tricky customizations, and high overhead costs.

The broad and deep set of integrated functionality of Sage ERP X3 enables all parts of your business to work off of the same page. It fosters productivity, improves the consistency and quality of business data, and increases visibility across all business operations - in real time.

In fact, Sage ERP X3 provides industry-leading functionality that encompasses all business processes. Its compact software design supports industry-specific processes and provides end-to-end visibility across finance, sales, customer service, purchasing, inventory and manufacturing operations. In addition, Sage ERP X3 delivers the advantages of large-scale ERP tools without the soaring costs and long implementation ─ allowing companies to spend less time managing their ERP software and more time focusing on their business.

SYSPRO

It's clear that the economic value of a company today extends way beyond the balance sheet. SYSPRO's financial solutions recognize this and are geared to help financial executives tackle multiple priorities by providing comprehensive financial and cost accounting functionality and controls. SYSPRO also includes many features that assist with regulatory, governance, risk and compliance adherence. Financial data is always current due to real-time integration between SYSPRO financial, distribution and manufacturing solutions. Financial processes can be extended to the web or integrated to other applications using SYSPRO e.net Solutions.

Five Ways You can Count on SYSPRO Financially:

- Maintain accurate job costs. In custom-build, as well as project and service environments, job cost accuracy is essential in attaining correct pricing and profitability, as well as to assess the reliability of the quoting process. It is also essential for tracking the validity of current standard costs in standard costing environments. SYSPRO's fully integrated solution enables the capture, tracking and analyzing of job and product costs, and profitability in real-time. With SYSPRO's visibility to product cost details and profit margins, including for co- and by-products, you can evaluate job cost performance, margin analysis and pricing with confidence.
- Manage complex and highly variable pricing and discount structures in international markets. Whether you supply pharmaceuticals, food or other fast moving consumer goods, your pricing strategies are built to accommodate a wide variety of customer types in wholesale and retail environments. SYSPRO enables you to optimize pricing for a heterogeneous customer base, providing you with the tools to implement and manage your global pricing requirements, and to minimize the costs and effort associated with the administration of trade promotions and deductions.
- Maximize profitability in a low margin environment. Maximizing your profitability is only possible with an accurate picture of your costs. With operational costs consuming a high percentage of your revenues, we understand that maximizing yield and keeping strict control of costs and reducing waste in all areas of the business is essential to your on-going profitability.
- Plan and control capex expenditure for corporate governance requirements, as well as cash flow and operational efficiency, it is critical to budget for capital expenditure and to forecast the requisite cash requirements. SYSPRO's Asset Capex System facilitates the creation of both broad and specific capex budgets with the latter forming a subset of the broader budget category - for example, a piece of equipment within a production cell or line.
- Project and manage cash flow. The effective prediction and management of cash flow requirements depends on access to reliable accurate data. SYSPRO facilitates this by providing you detailed data and a number of tools enabling you to see what cash is due for payment or collection, and when.

About SYSPRO:

SYSPRO is one of the longest standing and largest independent, international providers of ERP systems for mid-market manufacturers and distributors worldwide. SYSPRO has for more than 30 years delivered on its promise to provide thousands of its customers globally with the tools required to effectively operate and compete. Backed by a truly dedicated and professional team of employees and partners around the world, the company's ability to innovate and develop technologies based on the needs of customers is one of the reasons why SYSPRO enjoys one of the highest retention rates in the industry.

For additional detailed information check out: http://www.syspro.com

Pricing – Select Pricing

Comparing product pricing between vendors is difficult on the best of days. However, often the very first question is, 'How much does it cost?' The tables below are intended to quickly, but not necessarily comprehensively, answer that question. I asked the accounting software vendors, whose products are covered in this review, to price the basic cost for eight core modules (general ledger, accounts receivable, accounts payable, payroll, inventory, order entry, job costing, and system manager) for 1 user, 3 users, 5 users, 10 users, 25 users, and 100 users. The results are presented below.

Even with this approach, there are comparison problems. For example, some products include a report writer in the GL while others charge extra. Other products, such as Connected Accounting, Kashoo, Sage BusinessVision, QuickBooks, Sage One, Sage 50, Accounting by Wave and Xero do not have modules. Still, these prices offer a reasonable basis for comparison.

Entry Level - Companies with revenues up to $5 million

Product	Single user	2 users	3 users	5 users
AccountEdge	$ 399	$ 548	$ 697	$ 898
Accounting by Wave *	Free	Free	Free	Free
Kashoo**	$20/$200	$20/$200	$20/$200	$20/$200
QuickBooks Easy Start	$ 80	N/A	N/A	N/A
QuickBooks Pro	$ 230	N/A	$ 690	$ 1,150
QuickBooks Premier	$ 500	N/A	$ 1,500	$ 2,500
Sage One	$24/month		N/A	N/A
Sage One Invoicing	$9/month	N/A	N/A	N/A
Sage 50 First Step	$ 99	N/A	N/A	N/A
Sage 50 Pro Accounting	$ 229	N/A	N/A	N/A
Sage 50 Premium Accounting	N/A	$ 439	N/A	N/A
Sage 50 Quantum Accounting	N/A	N/A	N/A	$ 3,120
***Xero Starter	US$20/month (limited bank transactions, invoices & bills per month, + 1 GB of storage) Unlimited users			

***Xero Standard	US$30 / month (includes no transaction limits plus 5GB of storage) Unlimited users
Xero Premium:	US$40 / month (includes all features of standard plus 10GB of storage and multi-currency) Unlimited users

* Accounting by Wave is free and include iOS and Android applications. Unlimited users and unlimited companies
**Kashoo is $20 a month or $200 a year and includes iPad access. Unlimited number of users. There is an extra charge of $13 a month for each additional company
*** Xero – the monthly fee is payable for each company running Xero. There is a multi-company discount of 15% that is applied to the entire monthly bill.

	1 Client	**25 clients**	**Unlimited**
FreshBooks**	Free	$19.95/month	$29.95/month

** Each additional biller is $10 a month

Middle Market (Low) - Companies with revenues up to $100 million

Product	**Single user**	**5 users**	**10 users**	**25 users**	
Adagio Core Suite by Softrak	$ 1,500	$ 2,500	$ 5,000	$ 10,000	
Adagio by Softrak	$ 9,000	$ 9,800	$ 12,500	$ 15,000	
Blue Link	N/A	$ 12,000	$ 13,500	$ 21,000	
Connected Core Accounting	$ 399	$ 1,499	$ 2,499	N/A	
Connected Enterprise	$ 899	$ 2,999	$ 4,499	$ 9,449	
Dynamics GP	$ 3,025	$ 15,125	$ 30,250	$ 68,125	
QuickBooks Enterprise	N/A	$ 3,600	$ 5,400	$ 10,500	
Sage 50 Quantum Accounting	N/A	$ 2,999	$ 4,799	$ 9,699	
Sage BusinessVision	$ 1,680	$ 6,995	$ 10,505	$ 21,815	30 user
Sage 100 ERP (Financials)	$ 1,540	$ 7,700	$ 14,650	$ 34,625	
Sage 100 ERP (Monthly subscription)	$ 65	$ 325	$ 620	$ 1,475	
Sage 300 ERP (Financials)	$ 1,745	$ 8,725	$ 16,600	$ 39,250	
Sage 300 ERP (Monthly subscription)	$ 75	$ 375	$ 700	$ 1,625	
Sage 300 Online (Monthly subscription - per user/company)	$ 69	$ 345	$ 590	$ 1,375	
Sage ERP X3 (Financials, monthly subscription)	$ 285	$ 845	$ 1,545	$ 3,645	
Sage ERP X3 (Financials)	$ 6,000	$ 16,000	$ 29,000	$ 68,000	
SYSPRO	$ 7,000	$ 15,500	$ 30,000	$ 64,000	

Middle Market (High) - Companies with revenues up to $100 million

Product	**Single user**	**5 users**	**10 users**	**25 users**	**100 users**
Dynamics GP	$ 3,025	$ 15,125	$ 30,250	$ 68,125	$ 196,500
Dynamics NAV	$ 3,025	$ 15,125	$ 30,250	$ 68,125	$ 196,500
Dynamics SL	$ 3,025	$ 15,125	$ 30,250	$ 68,125	$ 196,500

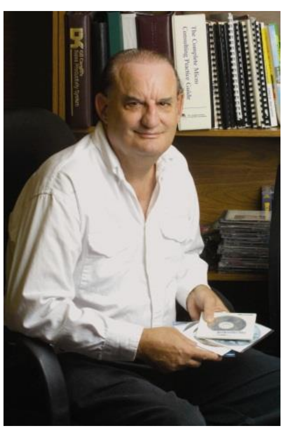
Sage 100 ERP (Financials)	$ 1,540	$ 7,700	$ 14,650	$ 34,625	$ 123,000
Sage 100 ERP (Monthly subscription)	$ 65	$ 325	$ 620	$ 1,475	$ 5,200
Sage 300 ERP (Financials)	$ 1,745	$ 8,725	$ 16,600	$ 39,250	$ 139,500
Sage 300 ERP (Monthly subscription)	$ 75	$ 375	$ 700	$ 1,625	$ 6,000
Sage 300 Online (Monthly subscription - per user/company)	$ 69	$ 345	$ 590	$ 1,375	$ 5,000
Sage ERP X3 (Financials, monthly subscription)	$ 285	$ 845	$ 1,545	$ 3,645	$ 14,145
Sage ERP X3 (Financials)	$ 6,000	$ 16,000	$ 29,000	$ 68,000	
SYSPRO	$ 7,000	$ 15,500	$ 30,000	$ 64,000	$ 176,500

Summary

In this article, I have tried to provide you with an overview of the Canadian accounting software products that have wide usage in Small and Medium sized businesses. The information in this article should provide you with a clear understanding of the market segments and the key product features in the twelve accounting software solutions that I have reviewed.

It is however, only a starting point, and you will normally need the assistance of your accountant and/or a consulting/accounting firm that provides support for these products. Keep in mind that customization will add to your costs, and typically, there isn't a 'one size fits all' configuration for any of these products, especially the Middle Market ones. You can obtain more information by visiting the web sites of the accounting software vendors.

If you have additional questions, please do not hesitate to contact me at alan@k2e.ca. Understand that I cannot recommend accounting software solutions via e-mail.



Alan Salmon is a leading authority on accounting technology. He is the Managing Director of K2E Canada Inc., a member of a worldwide consulting firm providing technology training to accountants. He has written thirteen books on accounting technology. In addition to his work with consultants, accountants, and software companies in both Canada and the US, he is the chairperson of the Accounting Technology seminar series. He can be reached by e-mail at alan@k2e.ca or by visiting www.k2e.ca.