

“We live in a world of mobile technology, but it is not the device that is mobile. It is you.”

– Satya Nadella, CEO, Microsoft

# Why Upgrade to Business Central From QuickBooks



Solution Systems, Inc.

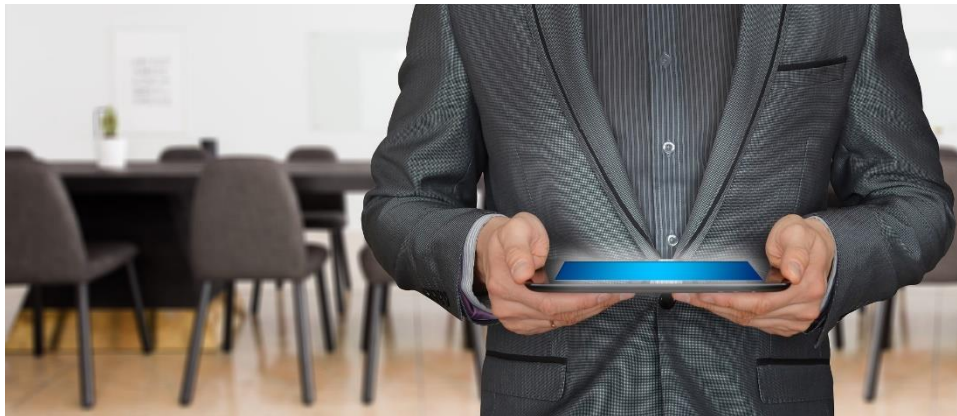
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# What is Microsoft Dynamics 365 Business Central?

**A**ccording to [Microsoft](#), Dynamics 365 Business Central is a comprehensive business management solution that seamlessly connects people and processes.

[Dynamics 365 Business Central](#) provides anywhere, anytime accessibility to financial records. Beyond financials, it extends to sales, purchasing, inventory, project, manufacturing, service, CRM contact management, and reporting/analytics.



# User roles and security options

A robust organization today most likely prefers their users to be permission-based instead of activity-based.

Dynamics 365 Business Central allows organizations to fine-tune permissions for each user which enables the organization to create a variety of user roles and types, giving you the control you need.

It also allows you to create specific menus, with such functionality as processes, reports, and user defined tasks.

Dynamics 365 Business Central also supports web-based reporting portals with the ability to create user – and group specific portal permissions.

QuickBooks does not allow users to set fine-grained permissions for various types of users because the controls are activity-based as opposed to permissions-based. Therefore, if a user can edit invoices, he or she can edit any invoice connected to any account.



# Audit trails

When using QuickBooks the audit trail is transactional only, and does not record login/logoff or the ability to change master records. The real down-side to this is that the transactional audit trail can be circumvented in some cases and can be entirely deleted or cleared.

Microsoft Dynamics 365 Business Central comes equipped with more accounting controls, including audit trails. In the Dynamics 365 Business Central system, a record must be reversed, rather than deleted, to ensure there is a valid audit trail.



# Reporting options

QuickBooks users have the ability to use third-party add-ons to enhance reporting capabilities but these add-ons will increase the overall cost of the solution, require additional management, and may lead to compatibility issues in the future.

Dynamics 365 Business Central provides extensive reporting capabilities. From the ability to support a web-based reporting portal, to calculating and displaying business metrics.

An example of this seen in accounts payable is where you can see more reports and analytics on open purchase orders and purchase comparisons.

Another example of Dynamics 365 Business Central's extensive reporting capabilities is in order entry reports where you can see a daily order analysis, cash receipts analysis, sales history report, and salesperson performance analysis.



# Multi-currency & multi-lingual capabilities

QuickBooks, when compared to Dynamics 365 Business Central, does not support as many multi-currency transactions in inventory or general ledger functionality. Also, QuickBooks does not natively provide multi-lingual functionality.

Dynamics 365 Business Central supports multi-currency transactions in both its inventory capabilities and general ledger. Also, Dynamics 365 Business Central offers functionality in multiple languages.



# CRM integration

QuickBooks does not integrate with CRM systems very easily. In fact, in order to use a CRM system that allows you to manager and analyze data and customer interactions, QuickBooks customers must use a third party add-on, which increases the cost of the solution and requires additional training and maintenance.

Microsoft Dynamics 365 Business Central is a complete all encompassing business solution that includes both financial and sales and marketing (CRM) functionality, reducing integration hassles. Not having these features may not seem critical to some but having the capability to use them ensures that your business solution will grow with you as your company grows. Also, if you have a third party CRM package, Dynamics 365 Business Central has the capability to integrate with that as well.



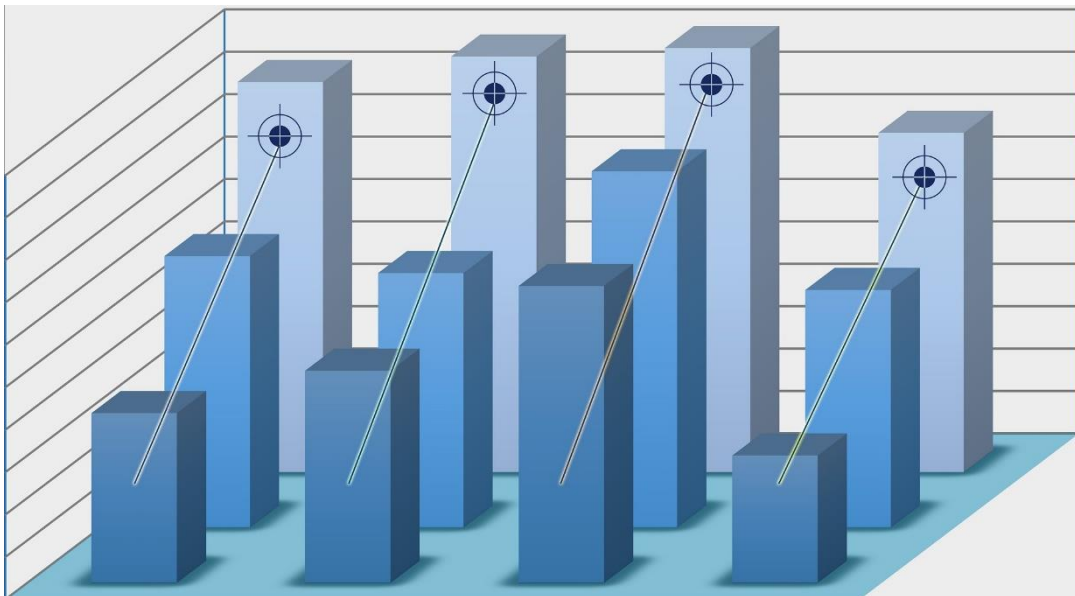
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# Database scalability

QuickBooks database is a single file that continues to grow over time as you add information and more people in the database. In turn, the larger the file becomes, the slower the application usually is for its users. Additionally, the larger the file gets, the greater the risk of data corruption.

Dynamics 365 Business Central utilizes the Microsoft Azure platform which provides strong data capabilities and allows your instance to be accessed anywhere, at any time. Because Dynamics 365 Business Central was designed for both quick deployment out-of-the-box, and for ongoing updates, this ensures that the solution can incorporate more sophisticated features over time.



# Billing Options

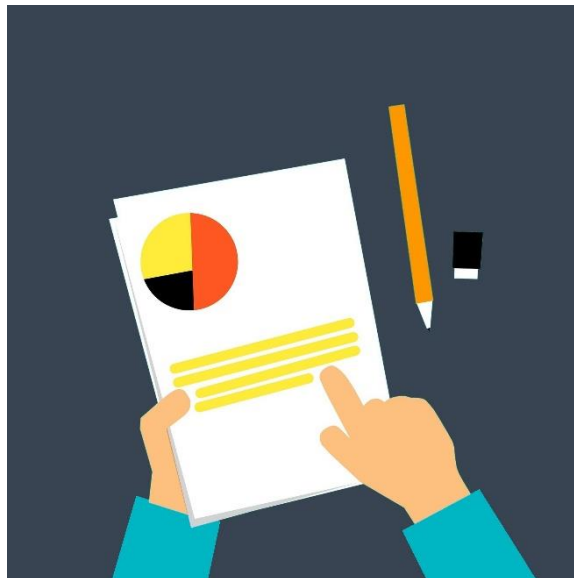
QuickBooks only supports fixed-fee, time and expenses, completed contract, and progress/partial billing formats.

With Microsoft Dynamics 365 Business Central you get a host of “bill to” features such as:

- Billing an unrelated third party
- Creating a single bill for multiple client sites

Microsoft Dynamics 365 Business Central also supports billing format options such as:

- Mixed fee/time and expense
- Installment and recurring billing functions.

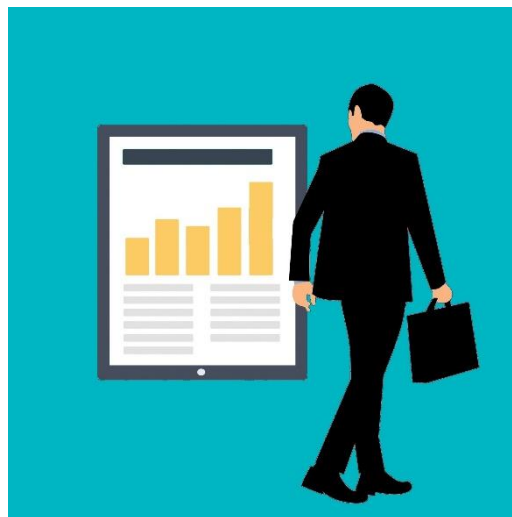


# Inter-company consolidated financial capabilities

If using QuickBooks with multiple locations users need to manually collect QuickBooks data files from each location, so that accountants can create journal entries, and then send them back. This can involve many hassles like having to physically send USB drives. Not only is this process time-consuming but it can lead to data integrity issues.

With Microsoft Dynamics 365 Business Central, the ability to consolidate multiple companies is built in. Businesses can provide one bill for multiple client sites, and can easily access data anywhere at anytime, which in turn creates an even more efficient way to do your accounting.

Business owners, managers, and other users can have access to their data at anytime, anywhere. In addition, an outsourced accountant can easily look at the data simultaneously, without having to be physically present at the business.



# Deferred revenue and expenses

QuickBooks does not natively provide the ability to handle deferred revenue and expenses.

Microsoft Dynamics 365 Business Central supports multi-year projects that required deferred revenue and/or expenses.

If your organization deals with contracts and services that span multiple fiscal years and need to handle deferred revenue and/or expenses this can be very beneficial.





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