



Microsoft Dynamics™ White Paper:

Competitive Analysis: Microsoft Dynamics GP vs. QuickBooks

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The Accounting Library

Top-Ranked Business Management Systems

2008

Executive Summary

As a result of an analysis performed in March 2008 utilizing *The Accounting Library*, one of the most respected software selection tools serving the needs of middle market companies, **Microsoft Dynamics GP** was determined to be a much more functionally rich product than QuickBooks Enterprise Solutions.

Specifically **Microsoft Dynamics GP** met 84% of a typical user's requirements vs. 40% for QuickBooks Enterprise Solutions. While it is not possible to gauge how well **Microsoft Dynamics GP** might meet each prospect's unique requirements with respect to accounting and business management functions, this study does indicate that across the board **Microsoft Dynamics GP** offers users a greater depth of functionality from which they build an effective platform for business success.

Competitive Analysis: Microsoft Dynamics GP vs. QuickBooks Enterprise Solutions

The Accounting Library is a computer-based tool that allows users to define their accounting and business management requirements and then rank each of the 100+ accounting products in its database according to how well each product met the user's unique requirements.

The Accounting Library contains a list of up to 3,500 questions regarding functionality typically found in accounting and business management systems. These questions covered all of the primary applications listed in the table below.

A typical user would review this list of questions, select those that best described their unique requirements and indicate their relative interest in each feature selected. The analysis program will then compare this unique needs definition against each product and rank them accordingly. The table below represents one such analysis where **Microsoft Dynamics GP** met 84% of the requirements list while QuickBooks Enterprise Solutions met 40%. While the ranking of the product as a whole is important, a user may be more interested in one or more specific modules and that is why the ranking of each module has been presented as well.

<i>The Accounting Library</i> Product Ranking		
	Microsoft Dynamics GP 10.0	QuickBooks Enterprise 7.0
Entire Product	84%	40%
General Ledger	87%	56%
Accounts Payable	79%	37%
Accounts Receivable	83%	51%
Payroll	91%	58%
Inventory	87%	38%
Job/Project Costing	83%	33%
Fixed Assets	72%	43%
Order Entry	89%	32%
Budgeting	91%	64%
General Questions	78%	33%
Multi-National Accounting	84%	2%
Manufacturing	84%	43%

Background

The Accounting Library, developed by Solutions, allows companies to compare business management system requirements against a wide range of accounting solutions. By utilizing this tool, companies can define their functional requirements in as much detail as required and determine which of the products in the database of *The Accounting Library* are best suited to their specific functional requirements. Analyzing the functional strengths and weaknesses of several products that most closely match these criteria can help in the system selection process.

About the Company

Solutions, Inc was founded in 1987 to assist organizations increase their profitability through improved organizational effectiveness. As the accounting software industry began to grow, so did Solutions. *The Accounting Library*, a natural outgrowth of our business improvement specialty, was first published in 1990 as a DOS-based software selection program. A Windows version was introduced in 1995, and this powerful software selection tool has been expanded and improved significantly each year. Currently 100+ products are featured in our databases with new products being added each year. While our initial thrust was directed at the PC accounting industry, we have expanded our product line to include the entire industry from QuickBooks to Oracle, PeopleSoft and SAP.

About the Author

Charles Chewning, Jr., the founder of Solutions, is a nationally recognized expert in the field of software selection. He has written articles for a number of magazines, is quoted in software selection reviews, and presents workshops to end-users, consultants and resellers.

For more information and to purchase a copy of *The Accounting Library*:

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