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| QuickBooks | Microsoft Dynamics GP |
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| Limited reporting capabilities aren’t giving you the visibility and insight you need to run your business. | The whole point of an accounting software solution is comprehensive and actionable financial reporting. Microsoft Dynamics GP includes a greater number of standard reports than QuickBooks as well as the ability to create any type of customized reporting you might need. |
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|  You have had to sacrifice transaction history or master records to improve system performance and you experience frustrating and unacceptable delays in menus, reports, or navigation as you increase the number of QuickBooks users. | One of QuickBooks’ major shortcomings is its lack of scalability. With a maximum user cap and declining performance as the database size increases, QuickBooks is simply unable to keep up with the demands of your growing business. Dynamics GP, on the other hand, supports unlimited users. Its superior scalability allows it to accommodate your business needs as you grow – without sacrificing performance or functionality. |
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|  You find yourself unable to confidently and consistently comply with regulations for monitoring and securing your financial data. | Dynamics GP is a GAAP compliant system. This means that transactions cannot simply be deleted without having any record of that deletion activity.  QuickBooks is not GAAP compliant |
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| Multiple departments or lines of business are preventing you from centralizing and integrating your data | More than just accounting software, Dynamics GP offers far more features than QuickBooks. These features span key areas of functionality, including financial management, business intelligence and reporting, |
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| You have to open multiple programs to find relevant data, and send it to other users. | While both Dynamics GP and QuickBooks offer a range of Microsoft Office integration features (e.g. exporting reports directly to Excel or Word, emailing reports and documents through Outlook, etc.…), only Dynamics GP offers advanced integration via SmartTags and Workflow that allows users within Outlook, Word, or Excel to view data from Dynamics GP without having to log in and manually look up the data. |

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| QuickBooks must be switched to single user mode for data import activities. | Dynamics GP can import data and transactions from thousands of 3rd party applications while users are working within the system. |
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| QuickBooks does not integrate on-premise and online front-office and back-office business processes. | Dynamics GP: |
|  | Offers full and seamless integration with Office Productivity Suite (Excel / Word / SharePoint / PowerBI). |
|  | Integrates with major CRM vendors (Sugar, Microsoft, Salesforce) for full Opportunity to Quote to Cash automation. |
|  | Has a very powerful built-in interface designer to connect to any operational or financial system with minimal effort. |
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| QuickBooks cannot be adapted to handle complex business processes. | Dynamics GP is the most mature and established business process management system developed over the course of 20 years with 80 integrated modules covering all vertical and horizontal industry specific business processes |
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| QuickBooks cannot be customized. | Dynamics GP has a modern Service Based Architecture and source code and tools to easily expand its capabilities and create interfaces to 3rd party applications either on-premise or in the cloud to minimize double-keying of information. |