

Which QuickBooks Is Right For You?

JUST STARTING OUT - SIMPLY SERVICE

Profile:	Sole proprietor of a marketing services company.
Employees:	Just one.
Situation:	No inventory. No job-costing. No salary. No payroll or business income taxes. Pay for rent, insurance, utilities, and office supplies.
Current To-Do's:	Create invoices, track accounts receivable, create and print checks, complete bank reconciliations and generate cash-based financial statements.
Immediate Relief:	EITHER: QuickBooks Simple Start, Pro, or Online Edition.
Forward Thinking:	As the business grows, activate QuickBooks Payroll within the Simple Start software at any time. To protect the assets and save on self-employment taxes, also consider incorporating.

A GOING CONCERN – CONTRACTING SERVICES

Profile:	Partnership in a Heating & Air Conditioning company.
Employees:	Owners and four very talented technicians.
Situation:	Technicians are generally billed using standard pricing, but certain projects are billed as time + expenses. Payroll is processed bi-weekly. Quotes and estimates are critical.
Current To-Do's:	Generate estimates and quotes. Track time, create invoices and track accounts receivable. Process credit card payments. Manage cash flow. Create and print checks. Complete bank reconciliations. Calculate and manage payroll and Worker's Compensation payments. (Plenty of opportunity to do everything twice and still get it wrong.)
Immediate Relief:	QuickBooks Pro (complete with Accountant's Copy functionality to facilitate fast, accurate data-sharing for sales, income and payroll tax returns) + Enhanced Payroll for Worker's Compensation management + QuickBooks Merchant Service.
Forward Thinking:	To make business growth easier: Fast, easy migration to QuickBooks: Premier Contractor Edition (which integrates easily with Enhanced Payroll). The software contains unique contractor-specific reports and functions—fast access to job costing information, calculation of estimated costs (no need to export data to a spreadsheet) and concise reporting, including Unpaid Bills by Job and Unpaid Bills by Vendor.

****If you have separate Payroll, Merchant Services, or other systems in place, No Problem. Let us show you how to make them all work together.
Contact us at solutions@cakintl.com or call (866) 367-2256.

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SEASONALLY SUCCESSFUL – RETAIL

Profile:	Sole proprietor of a ski-country tourist gift shop.
Employees:	Owner (of course), one full-time and three part-time sales associates.
Situation:	Carries thousands of inventory items at any time. Deals with multiple vendors. Pays sales staff by the hour. Accepts cash, checks and credit cards. Merchandises according to trends, season and demand. Pretty much never sits down.
Current To-Do's:	Process sales quickly. Track sales, returns and discounts. Manage credit card processing. Reconcile bank deposits. Manage payroll. Generate purchase orders and track inventory. Manage cash flow. Maintain customer database.
Immediate Relief:	For complete, seamless integration, increased accuracy and improved productivity: QuickBooks Pro (complete with Accountant's Copy functionality) + QuickBooks Point-of-Sale + QuickBooks Merchant Services + QuickBooks Assisted Payroll, to eliminate the need to file payroll tax returns.
Forward Thinking:	Upon adding new locations, take advantage of fast, easy migration to QuickBooks Point-of-Sale: Pro Multi-Store software and hardware bundles.

ONGOING ACHIEVEMENT – WHOLESALE DISTRIBUTION

Profile:	A Wholesale/Distribution Company.
Employees:	Sixteen and counting.
Situation:	Inventory and financial management handled through disparate systems. Multiple spreadsheets used to record cash collections and payments. Growing business requires updates to systems - without disrupting cash flow. (Dinner at home is considered a "vacation.")
Current To-Do's:	Process both drop-ship and per-piece sales. Negotiate and provide support for customer-specific pricing. Generate purchase orders, sales orders and warehouse pick tickets. Analyze sales and inventory data. Share transactional data with customers and suppliers.
Immediate Relief:	QuickBooks Enterprise Solutions: Manufacturing & Wholesale Edition + Assisted Payroll.
Forward Thinking:	When they're ready, they can simply add on True Commerce EDI Transaction Manager to receive inbound purchase orders from customers, import the transactions, and fulfill orders with increased accuracy—in a fraction of the time.

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