

Welcome to Sage 50 Accounting—U.S. Edition, the new era of Peachtree. Sage 50 is the same solution that thousands of Peachtree customers know and use today with a new identity and a fresh approach. As Sage Peachtree, we built our legacy and demonstrated our commitment to value. Now, as Sage 50, we will up the ante on our commitment and shape the legacy yet to come. Read on to see how we helped one company reach its unique business vision, and how today as Sage 50, we can help you do the same.

Sage's Sales & Technical Support Goes the Extra Mile for Hickory Grove

Nestled in southeast Iowa, near the Missouri state line, Hickory Grove is the only business of its kind in the area. Customers can board horses overnight or for an extended stay, purchase and repair horse trailers, or get modern-day smith repairs to horse equipment. Since opening in early 2007, more and more people who travel with horses have enjoyed using Hickory Grove's overnight facilities. As business grew, owner Chris Mertens found she needed an accounting solution that was accurate, easy to use and would help her take the reins on her finances.

No Wild Rides with Sage Peachtree Support

Mertens first tried setting up the books for her new business on QuickBooks®, but she was bucked off her saddle. "I've been a QuickBooks user for many years in other businesses, since the DOS days—but not anymore," says Mertens.

After a frustrating experience with Intuit's call center staff, Mertens began to search for software to replace QuickBooks. She requested evaluation materials for Sage Peachtree and Sage DacEasy because she had prior experience using both products. "After I received the evaluation guides, I noticed that both programs were a part of Sage. Plus, every time I called I spoke to helpful people who could understand me—so I made my decision to give Sage Peachtree a try," Mertens explains.

Highly-Trained, Helpful People that Are Easy to Speak With

After a few weeks using Sage Peachtree Premium Accounting, Mertens knew she made the right decision. "Sage went the extra mile for me whenever I needed something. And Sage backs up its claims about what Sage Peachtree can do. In comparison, Intuit was uninformed about the product I needed, because I had to order another version later...and then it wasn't accurate when I used it."

Challenge

Hickory Grove HM, LLC, incorrectly calculated state taxes using QuickBooks; when Mertens looked for help on her tax issues, the Intuit call center staff was not helpful.

Solution

Sage Peachtree, coupled with a knowledgeable call center staff who "went the extra mile," proved to be the right solution for Hickory Grove.

Results

Sage Peachtree provides Hickory Grove with accurate Iowa state tax results and a proper accounting tool to launch a new business.

Customer

Hickory Grove HM, LLC.

Industry

Overnight Horse Boarding; Smith Services for Horses, Equipment and Vehicles; Antique Tractor Repairs

Location

Mt. Pleasant, Iowa

Number of Locations

1

Number of Employees

2

System

Sage Peachtree Premium Accounting



In addition, when Mertens has called Sage, she was encouraged by the experience of speaking to someone who could clearly communicate with her and understand her needs. “That’s awfully important to me, and I think many people feel the same way,” she makes clear. “I can understand them. They can understand me. Every experience I’ve had on the phone has been positive. The Sage Peachtree salespeople knew what questions to ask me and they were very knowledgeable about the product. That’s not the case in my experience with QuickBooks,” Mertens goes on to say.

Accuracy is Key

Since installing Sage Peachtree Premium Accounting, Mertens has been able to process all of the state taxes easily and accurately for Hickory Grove ... unlike her experience with QuickBooks. “After Intuit mistakenly recommended the wrong version for my business, I had to turn around and spend more for the QuickBooks small business version. Then I tried to process my local Iowa state taxes using it. And, it came out wrong. We have state sales, school, and option taxes that need to be figured separately. QuickBooks tries to lump these three together. So, I checked it the old fashioned way with a pencil and a calculator, and the numbers were way out in left field,” Mertens continues.

As Mertens continues to learn about the software, she’s recognizing many Sage Peachtree attributes that can help her achieve her main goal for the software—accurate books and an accurate picture of cash flow in the business.

The Right Product – The First Time

For Mertens, Sage Peachtree Premium Accounting is a true double-entry accounting package. “It won’t let you make an entry if it doesn’t add up on the other side,” Mertens explains.

“With Sage Peachtree, I got the right product—the first time. I think it was a wise decision that will positively affect the accuracy and success of my business for years to come.”

–Chris Mertens, Owner
Hickory Grove HM, LLC

“Sage Peachtree uses a numbered system to label accounts, which is the accountants’ way and the right way to do accounting in my book.”

Mertens goes on to praise the pop-up accounting screens in Sage Peachtree Premium Accounting. With a mouse click, she can see what’s going on behind the scenes of her business on the Journal screen. “I can see the debits, the credits, checks that have been written, and all the detail that I need. Very helpful for a lay person such as myself,” Mertens says. “And when I saw this ‘Accounting Behind the Screens’ pop-up screen, the light went on. It was very instrumental in my decision to purchase Sage Peachtree.”

At the end of the day, Mertens is confident she chose the right path. “With Sage Peachtree, I got the *right* product—the *first* time. I think it was a wise decision that will positively affect the accuracy and success of my business for years to come.”

About Sage

Sage supports the needs, challenges, and dreams of more than 2.7 million small and mid-sized business customers in North America through easy-to-use, scalable, and customizable software and services. Our products help manage a complete range of business functions including: accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries.