

E-book

From outdated to outstanding: The CFO's path to life beyond QuickBooks

Why your financial services firm needs to evolve—
and how Sage Intacct can lead the way to growth.

Sage



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When you know, you know: It's time to **move on from** **QuickBooks**

QuickBooks may have been the natural choice for financial service firms at first. It's simple, familiar, and covers the basics. But as your firm grows and the financial landscape becomes more complex, the limitations of QuickBooks start to show. Your business needs have evolved—shouldn't your financial management system evolve too?

As firms scale, they quickly realize QuickBooks isn't built for growth. It can't handle the unique demands of financial services firms—complex consolidations, inter-company transactions, multi-entity management, and the need for real-time insights that allow for proactive, data-driven decisions.



Instead of empowering your team, QuickBooks can leave you bogged down with:

- **Manual processes:** The finance team spends hours downloading information to transfer into spreadsheets for further reconciliation—not scalable.
- **Limited visibility:** Inflexible reporting and outdated data prevents a complete, real-time picture of your firm's financial health.
- **Compliance challenges:** With growing regulatory demands, QuickBooks lacks the automation and controls needed to ensure compliance with GAAP, ASC 606, or other industry-specific regulations.

The truth is, holding onto QuickBooks can cost your firm more than just time—it could be costing you growth and profitability.

Make the move to Sage Intacct

Sage Intacct's cloud-based financial management system is built to help financial services firms like yours scale confidently. With real-time insights, automated processes, and robust compliance features, Sage Intacct equips financial services CFOs to manage their businesses with precision and agility.

- **Real-time, accurate data:** Gain full visibility into your firm's financials with up-to-date customizable dashboards and advanced reporting capabilities that support smarter, faster decision-making.
- **Automated compliance:** Say goodbye to manual tracking and hello to automated workflows that ensure your firm is audit-ready, with built-in compliance for GAAP, ASC 606, and more.
- **Scalable solutions:** Whether you need to manage multiple currencies, process consolidations faster, or unblock the bottleneck of inter-company transactions, Sage Intacct can help.

So, is it time to leave QuickBooks behind? Let's explore the hidden costs of staying and the transformative benefits of upgrading to Sage Intacct.

How QuickBooks is quietly costing your firm **more than you think**

If your firm relies on workarounds, manual data entry, and piecing together spreadsheets, the impact is likely already larger than you realize. These inefficiencies eat into your productivity, profitability, and ability to grow. QuickBooks may have taken you this far, but it's time to ask if it can take you any further.

A TechValidate study of financial services firms that transitioned from QuickBooks to Sage Intacct uncovered a common set of challenges CFOs faced:

- **Over-reliance on spreadsheets** for financial process management and reporting.
- **Excessive manual data entry** and re-entry.
- **Limited access to real-time reports** and insights for informed decision-making.
- **Struggles adapting to new business requirements** and growth.
- **Weak financial controls** that hinder compliance and security.

The truth is, staying with QuickBooks could be costing your firm more than the transition to something better. Sage Intacct can help you automate, streamline, and gain the real-time visibility you need to facilitate growth.

Source: TechValidate TVID: 94C-D40-7D5



The top five QuickBooks bottlenecks **slowing your firm down**

A TechValidate study found common QuickBooks pain points that surface as firms scale. Let's explore the five most prevalent limitations of this entry-level software—and what they're costing you.

These five bottlenecks show why firms need a more advanced solution as they grow. Sage Intacct provides the automation, control, and real-time insights to break through these limitations, making it the clear choice for financial services firms ready to grow.



1.

Difficulty adapting to changing business requirements

"As our business grows, QuickBooks slows down. I need a financial system that can keep pace."

Outgrowing QuickBooks isn't just a frustration—it's a risk. Businesses need scalable systems that can handle increasing data volume, more complex reporting, and compliance needs. When QuickBooks can't keep up, it creates delays and operational inefficiencies, making it impossible to meet the demands of business growth.

2.

Reliance on spreadsheets for financial management

"After spending over a week sifting through massive spreadsheets, we discovered we had a calculation error in how we had been recognizing revenue for the past three years."

Does this sound familiar? Many financial services firms start using QuickBooks and soon find that growing accounting needs—like multi-entity consolidations or specialized reporting—require manual workarounds in Excel, where a simple, inadvertent keystroke can have serious repercussions.

3.

Excessive manual data entry and re-entry

"I spend hours manually creating invoices in QuickBooks. There should be a better way."

Manual data entry isn't just time-consuming—it introduces avoidable errors and ties your team to repetitive work. As volumes grow, manually inputting data risks mistakes, slows you down, and keeps your focus away from growth.



- 4. Limited access to reports and data for decision-making**
“Rather than constantly struggling to keep up with incoming requests for data and specific reports, Sage Intacct lets us consistently report financials in a timely manner and feel confident that we can easily respond.”

QuickBooks’ limited reporting and lack of dashboards force finance teams to rely on static, outdated data. Without real-time visibility into your firm’s financial performance, making strategic decisions becomes more challenging.

- 5. Weak Financial Controls and Security**
“Errors caused by manual processes and a lack of control resulted in \$180,000 of improper expense reimbursements within a six-month period.”

Financial controls are critical for compliance, accuracy, and security. QuickBooks lacks robust features to prevent errors, enforce workflows, and provide transparency. The result? Financial mismanagement and compliance issues that could cost you more than money. Sage Intacct creates a single, unified, secure financial system that reduces manual errors and keeps your data safe and compliant.

By identifying these five bottlenecks, it becomes clear why firms need a more advanced solution as they grow. Sage Intacct provides the automation, control, and real-time insights needed to break through these limitations, making it the clear choice for financial services firms ready to grow.

The new wave of **financial management technology**

Say goodbye to old-school, high-cost systems

Before cloud computing, businesses faced major challenges when they outgrew QuickBooks. Options like Microsoft Dynamics required hefty investments in servers, IT staff, and ongoing maintenance. These systems were expensive, complicated, and came with significant long-term risk, leaving firms reluctant to switch.



The cloud changed everything

A new generation of cloud-based financial software has changed the game. With solutions like Sage Intacct, companies no longer need costly servers or IT staff. All you need is a web browser and an internet connection. The cloud eliminates the high costs and risks of traditional systems, offering growing firms a scalable, secure solution.

Unlocking efficiency, productivity, and scalability with Sage Intacct

Empower your financial services firm with the right tools to increase visibility, streamline workflows, and drive growth.



Anytime, anywhere business visibility

- **Real-time data and processes:** Grant your team secure, on-demand access to financial data and processes from anywhere—in the office or remote. Seamless connectivity ensures quick decision-making, letting CFOs act swiftly from the most accurate and up-to-date financial information.
- **Flexible reporting:** With Sage Intacct's multidimensional architecture, CFOs can easily generate reports that give deep insights into financial performance across multiple entities, investments, departments, or regions. You'll identify trends, mitigate risks, and align business decisions with your growth strategy.
- **Role-based dashboards:** Tailor dashboards to deliver the right data to the right people, ensuring key stakeholders—in finance, operations, or the C-suite—can quickly access the information they need to make informed decisions. Role-specific dashboards add clarity and focus, helping your team concentrate on what matters most to drive growth.



Increased productivity

- **Accounting automation:** Eliminate time-consuming manual tasks by automating essential accounting processes such as accounts payable, accounts receivable, and expense management. Automation reduces errors, speeds up workflows, and allows your team to focus on high-value, strategic activities rather than repetitive tasks.
- **Extensive integration:** Seamlessly connect Sage Intacct with other business-critical systems like CRM, payroll, or investment reporting tools. Create an ecosystem that supports efficient operations, letting data flow effortlessly between systems without manual intervention or reconciliation.
- **User-defined workflows:** Design and implement automated workflows tailored to your firm's unique processes. Streamline approvals, transaction management, and other routine tasks to increase operational efficiency, ensure compliance, and improve overall business performance.

Scalability

- **Scalable architecture for growth:** Sage Intacct's cloud-based architecture grows with your business, supporting more transactions and letting you easily manage new entities or subsidiaries. As your financial services firm expands, you can trust Sage Intacct to handle the complexities of high-volume operations without missing a beat.
- **Multi-ledger system:** Whether you manage multiple currencies, entities, or lines of business, Sage Intacct's multi-ledger system offers flexibility and control. You can run concurrent ledgers, so it's easier to manage diverse operations, close books faster, and deliver accurate financial results.
- **Internal controls:** Ensure data integrity and compliance with regulatory requirements via built-in internal controls. Sage Intacct helps you establish robust security protocols, enforce audit trails, and reduce the risk of fraud or error, giving you peace of mind as your firm grows.

Uncovering the hidden costs of QuickBooks: Why moving to cloud-based financials pays off

Despite the clear limitations and inefficiencies of QuickBooks, it's often tempting to delay the move to a more robust and scalable solution. Yet modern cloud-based financial systems offer a cost-effective, high-ROI alternative.

Many growing firms find automating key financial processes and eliminating outdated manual work in QuickBooks lets them quickly recoup the cost of switching systems. The payback period can be as short as just a few months.

Comparing the full operational costs and productivity limitations of QuickBooks to a cloud-based financial management solution shows the significant positive ROI that comes with upgrading to Sage Intacct. Thousands of firms have already made the transition and are seeing measurable benefits.

“

Anchor Loans saves over 60 hours a month through productivity gains by using Sage Intacct over QuickBooks. Sage Intacct has empowered my team to provide information to management to make better, more informed decisions that help us compete more effectively.”

—CFO, Anchor Loans

Conclusion

Ready to level up and grow your financial services firm?

In today's fast-paced financial services landscape, staying competitive means evolving beyond the limitations of QuickBooks. As your firm grows, so do the complexities of managing your financials, ensuring compliance, and gaining actionable insights. The costs of clinging to outdated systems can be significant, from missed growth opportunities to inefficiencies that eat into profitability.

With Sage Intacct, you're not just upgrading your software—you're transforming your entire financial operation. You're giving your team the tools to work smarter, not harder. You'll automate routine tasks, gain real-time visibility into financial performance, and create the agility you need to scale confidently. As many firms have discovered, the shift to cloud-based financial management isn't just a necessity—it's a catalyst for growth.

Now is the time to upgrade. With automation, real-time insights, and scalable solutions, Sage Intacct helps you unlock new levels of growth and profitability. The transition from QuickBooks to Sage Intacct is an investment in your firm's long-term success.

Are you ready to take your firm from outdated to outstanding? Let Sage Intacct be your partner in mastering the future of financial management.

[Take a self-led product tour here.](#)





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