

E-book

5 Signs Your Professional Services Finance Team Has Outgrown QuickBooks

Sage



When finance needs outpace legacy systems

High-performance professional services CFOs can find themselves struggling with QuickBooks, facing a cascade of inefficiencies: excessive Excel reporting, complex multi-entity management, troublesome invoicing and revenue recognition, lengthy close processes, limited remote access, and dependency on manual processes that don't scale with growth. These are all clear signs that you and your finance team have outgrown QuickBooks' capabilities.

So why do many CFOs find themselves in this position?

In recent years, the role of professional services finance leaders has changed dramatically. Research by Sage shows that 89% of CFOs say their role has expanded well beyond traditional finance over the past two years, including closer collaboration with HR, leading digital transformation, and working more directly with the CEO. 96% of surveyed CFOs expect this evolution to continue.

Despite this, 8 in 10 finance leaders say their current technology doesn't meet their needs, leaving them unable to fully deliver on their increasingly cross-functional responsibilities.

As the demands on professional services CFOs grow, so does the need for systems that can keep up with the pace of change and support a broader, more strategic mandate. And for many finance leaders using QuickBooks, the solution has been to move to **Sage Intacct**.



You might have outgrown your legacy system if you:

- Produce more than 40% of your reports in Excel
- Manage 2 or more entities
- Struggle with invoicing and revenue recognition
- Spend more than 10 days closing the books
- Have difficulty accessing your system remotely
- Rely on unscalable, error-prone processes

Read on for 5 key signs your finance operations might have outgrown QuickBooks.

If your answer is yes to any of these statements, it could be time for a smarter, more scalable finance system.

5 signs you've outgrown QuickBooks

1 Manual processes are holding you back

As your professional services firm grows, QuickBooks limitations become increasingly apparent. Finance teams are forced to create complex workarounds and manual processes just to keep up. Highly skilled staff spend countless hours on manual data entry, spreadsheet maintenance, and reconciliations—tasks that could and should be automated. This not only increases labor costs but also introduces errors and delays in financial reporting, which can erode finance's credibility and limit access to the timely, strategic insights leadership depends on.

Sage Intacct eliminates these inefficiencies through comprehensive automation and integration capabilities. Powered by Sage Ai, the system automates time and expense capture, billing, revenue recognition, and financial closing processes. An open API architecture allows seamless integration with CRM, PSA, and other operational systems, creating an end-to-end workflow that minimizes manual intervention and maximizes accuracy. Through its extensive partner marketplace, Sage Intacct also offers pre-built integrations with leading technology providers including Salesforce, Bill.com, ADP, BigTime, Kantata, Workforce Go, Avalara, Procurify, and more. As a result, you and your finance team can focus on driving profitability and growth, rather than managing inefficiencies.

Key limitations of QuickBooks:



Moving data from one tool to another. Manual imports and exports of data, resulting in duplicate data and other errors



Lack of project accounting functionality. Inability to allocate expenses and revenue across projects



Limited automation capabilities for recurring processes



No workflow approval capabilities for critical processes

2 It's difficult to make data-driven decisions

QuickBooks' reporting functionality becomes severely limiting as finance leaders require more sophisticated financial and operational insights to drive growth.

Financial teams export data to Excel for analysis, creating disconnected reports that quickly become outdated and require significant manual effort to maintain and distribute.

Sage Intacct delivers real-time dashboards, dimensional reporting, and advanced analytics, empowering CFOs to make data-driven decisions. The system allows stakeholders to slice and dice financial data across any business dimension—client, project, location, practice area—without relying on spreadsheets. The resulting customizable dashboards give timely, role-based insights, bringing confidence to decision-making at every level.

Key limitations of QuickBooks:



Basic reporting capabilities **lack dimensional analysis**



Reports become quickly outdated without real-time data updates



Requires manual work in Excel for any advanced financial analysis



Limited visualization options for financial metrics



Cannot easily distribute role-specific insights to stakeholders



3 Multi-entity management is unmanageable

QuickBooks forces professional services CFOs managing multiple entities to maintain separate databases. This necessitates manual consolidation through spreadsheets, creating significant inefficiencies. Finance teams must log in and out of different QuickBooks files, manually track intercompany transactions, and spend excessive time creating consolidated, error-prone reports. This drains valuable time and focus, preventing you from delivering real-time insights, driving strategic growth, and elevating the finance function.

Sage Intacct addresses these challenges with purpose-built multi-entity management capabilities. Its architecture allows firms to manage all entities within a single database while maintaining appropriate separation. Your team can instantly generate consolidated financial statements, automate intercompany transactions and eliminations, and easily switch between entity views. This saves countless hours during month-end close, with firms reporting a 25% reduction on close cycles (from 14–15 days to 10–11 days).



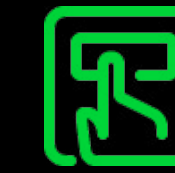
Key limitations of QuickBooks:



Requires separate databases and logins for each entity, creating silos and inefficiencies



Lacks automated consolidation, leading to manual, inaccurate reporting



Makes intercompany transactions difficult to track and reconcile, increasing risk



Inefficient shared expenses allocation limits real-time visibility into true project or entity profitability

4 You can't see what's driving profit

QuickBooks' limited project accounting capabilities make it almost impossible for high-performance CFOs and their teams to accurately track project profitability in real-time. Without dimensional reporting and robust project cost allocation, CFOs lack clear visibility into which clients, projects, or service lines are truly driving profitability. This limits strategic decision-making and makes it difficult to allocate resources where they will have the greatest impact.

Sage Intacct provides comprehensive project accounting with real-time profitability analysis across multiple dimensions. The system tracks all project-related costs—including labor, expenses, and overhead allocations—and compares them against project revenues. You can monitor time, expenses, project health, and budgets across your entire portfolio in real-time, giving you a complete and current view of performance. With customizable dashboards, you'll gain instant visibility into key metrics like project margin, utilization rates, and earned value, enabling finance and operational leaders to make data-driven decisions that improve profitability.



Key limitations of QuickBooks:



Cannot track all associated project costs effectively



Unable to provide dimensional analysis to break down financial performance



Lacks real-time profitability reporting by project, client, or service line



No built-in resource utilization tracking or analysis

5 Revenue recognition is slowing you down

QuickBooks provides only basic revenue recognition functionality. This soon becomes inadequate as professional services firms adopt more complex billing arrangements. CFOs are forced to rely on complicated spreadsheets and manual calculations to properly recognize revenue from fixed-fee projects, milestone billing, and percentage-complete arrangements. This adds to team workloads and increases the risk of errors that can undermine reporting accuracy and stakeholder confidence.

Sage Intacct offers sophisticated revenue recognition capabilities designed specifically for high-impact finance leaders of professional services organizations. Its automated revenue recognition engine supports diverse billing methods while ensuring compliance with accounting standards. By eliminating manual calculations and streamlining revenue workflows, Sage Intacct frees up valuable time for strategic initiatives and improves reporting accuracy. Firms report invoicing 96% faster and cutting quote-to-cash time by up to 75%. These gains testify how finance teams can deliver measurable impact and unlock new cash flow for growth.



Key limitations of QuickBooks:



Lacks **automated revenue recognition** for complex billing arrangements



Provides **limited audit trails** for revenue recognition decisions



Cannot easily **separate billing from revenue recognition**



Struggles with **compliance for ASC 606** and other accounting standards



Requires **extensive manual calculations** and spreadsheet maintenance

How many signs do you see?

We've explored five common signs that your finance function has outgrown QuickBooks, but it's key to remember that any of these symptoms is cause for action. That's why most high-performance CFOs migrate to Sage Intacct when they see one or two of the signs.

1

Manual processes and spreadsheets are holding you back

2

It's difficult to make data-driven decisions

3

Multi-entity management is unmanageable

4

You can't see what's driving profit

5

Revenue recognition is slowing you down

Why Sage Intacct?

When QuickBooks can no longer support your growth, Sage Intacct delivers the financial clarity and control needed to move forward with confidence. Sage Intacct removes the barriers to strategic leadership and financial insight—with purpose-built multi-entity management, sophisticated revenue recognition for complex billing arrangements, and real-time project profitability tracking across multiple dimensions.

Sage Intacct transforms manual processes into streamlined workflows through comprehensive automation and integration. Finance teams gain speed, accuracy, and control across time capture, billing, revenue recognition, and financial close—freeing up resources for more strategic work. Seamless integration with your CRM, PSA, and other operational systems creates an end-to-end business solution that reduces administrative overhead, improves data consistency, and delivers real-time insights to drive smarter decisions and stronger business outcomes.

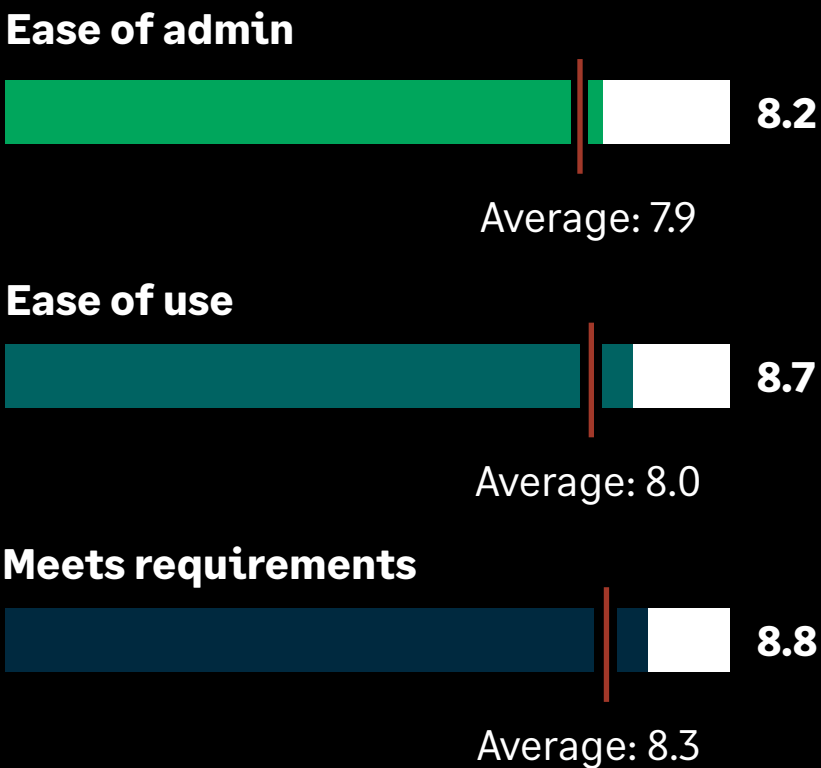
With the real-time dashboards and dimensional reporting capabilities of Sage Intacct, you gain instant access to the financial and operational insights you need to lead with confidence. Customizable analytics deliver role-specific information to stakeholders throughout your organization, enabling you to drive smarter decisions, optimize performance, and accelerate growth. By leveraging the capabilities of Sage Intacct, you can firmly position finance as a strategic force in the business.



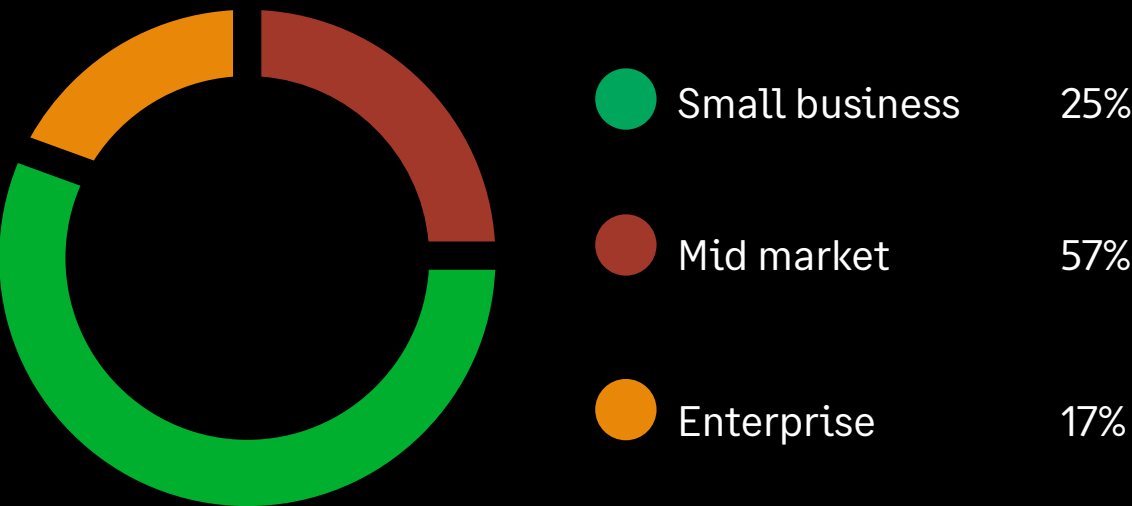
Sage Intacct is the easiest to use project-based ERP software on G2 (April 2025) based on 3,600+ real user reviews

Sage Intacct

Usability score breakdown



Customer segment breakdown



Outgrown QuickBooks? Step into high-performance finance.

Whether you’re looking to gain tighter control over project financials, improve cash flow, boost utilization, reduce write-offs, or increase project profitability, **Sage Intacct is built to help you lead with confidence.**

Explore Sage Intacct and see how greater clarity, efficiency, and control can help you drive performance, scale with ease, and deliver greater impact across your organization.

[Take a product tour today →](#)





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