

**12 REASONS YOUR
ACCOUNTING STAFF WILL SMILE
(AND YOUR CHECKBOOK WILL BE HAPPY)
WITH
QUICKBOOKS® ENTERPRISE SOLUTIONS 2010**

**+ BONUS: WHAT'S NEW IN
QUICKBOOKS ENTERPRISE 2010/10.0**



Presented By:

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President, Bottom Line Accounting Solutions**



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Today About
QuickBooks!**



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KEY BENEFIT #1: MOVING FROM QUICKBOOKS PRO OR PREMIER IS PAINLESS!

Like many businesses, you may simply be outgrowing your current copy of QuickBooks Pro or Premier.

If so, QuickBooks has made it a snap to move out of those versions and into the Enterprise version.

There is no need to worry about:

- ✓ **Your existing QuickBooks data** – it migrates into the Enterprise version seamlessly
- ✓ **Existing user accounts** – they also migrate into the Enterprise version with no problem.

Another big plus when moving into Enterprise:

- ✓ Your staff uses the same interface in Enterprise as they have used in Pro or Premier.

That's right – there **is no learning curve!** They create invoices, pay bills and run reports exactly the same way they have done in Pro or Premier. This can be an enormous time-saver for your business compared to the need to learn another accounting package from the ground up again. You know how painful that can be!

KEY BENEFIT #2: IT GROWS AS YOUR BUSINESS GROWS!

[QuickBooks Enterprise Solutions](#) is designed to scale up as your business grows.

Just need a 5-user version today? No problem. From there, you can grow into a 10, 15, 20, 25 or 30 user configuration. Even better, your initial investment in the QuickBooks Enterprise Solutions setup and training will still be paying substantial dividends.

Adding users is fast and easy - simply install the software on their PC and point them to your QuickBooks Enterprise company file. All of these users are working on the data in real time!



KEY BENEFIT #3: CONNECT YOUR REMOTE EMPLOYEES OR LOCATIONS WITH EASE!

You can also connect remote workers and satellite offices with a high-performance, "real-time" link to your QuickBooks data. QuickBooks Enterprise Solutions works with Microsoft Windows Terminal Services to allow password-protected access by authorized users. Remote users get top performance because processing takes place on your server, not their PC. From the moment they log on, they're valuable members of the team - whether they're in the main office or satellite office, onsite or offsite.

KEY BENEFIT #4: FAR BETTER USER SECURITY SETTINGS THAN QUICKBOOKS PRO OR PREMIER

Just because [QuickBooks Enterprise Solutions](#) is easy to use doesn't mean it isn't secure.

Within the software, you will find a complete set of advanced user permissions and custom access levels. These provide you with the capability to:

- ✓ Allow or restrict your users to access over 115 individual reports, bank accounts, lists and activities in QuickBooks Enterprise.
- ✓ Customize each user's access level to view-only, create, modify, delete, print or any combination thereof.
- ✓ View the permissions report to know which users have access to what.

QuickBooks Enterprise Solutions also provides 13 predefined user roles to make user setup fast and efficient. Each predefined role template comes with a complete set of permissions typical for that role. You can copy and edit each role template and assign any role to any user instantly. Or apply multiple roles to a single user.

Predefined roles include: Accountant, Accounts Payable, Accounts Receivable, Banking, Finance, Full Access, Inventory, Payroll Manager, Payroll Processor, Purchasing, Sales, Time Tracking, and View-only.

Over and above these predefined roles and user permissions, QuickBooks Enterprise Solutions has an "always on" audit trail feature. This can greatly reduce the time spent investigating changes to your QuickBooks Enterprise files since the last time you reviewed them.



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The always-on audit trail provides these benefits:

- ✓ Records transactions that are being entered, edited or deleted from the system.
- ✓ Helps protect you against employee fraud and detect employee errors.
- ✓ Helps protect you against employees who attempt to make fraudulent transactions and then cover their tracks by deleting or editing the transactions to appear normal.
- ✓ No impact on QuickBooks Enterprise's performance.

**KEY BENEFIT #5: TECHNICAL SUPPORT PROVIDED
FREE FOR AN ENTIRE YEAR!**

Your purchase of [QuickBooks Enterprise Solutions](#) includes a Full Service Plan for the first year at no extra charge. This provides you the ability to get answers from a Dedicated Intuit Support Engineer, all product updates and more.

Beyond your first year, you have the option of renewing your Full Service Plan for as low as \$750. By renewing your plan, you will stay current with automatic product upgrades. Upon request, you will also receive a free interactive training kit to help you and your employees get up to speed on QuickBooks Enterprise. The training kit contains comprehensive, self-paced and interactive tutorials for both beginner and intermediate QuickBooks Enterprise users.

In addition, your Full Service Plan entitles you to get help from your Dedicated Support Engineer in modifying the built-in reports and forms templates in QuickBooks Enterprise Solutions to create new formats that display information tailored to your needs.



Why Choose Scott Gregory?



Scott Gregory QuickBooks Enterprise Specialist

QuickBooks Enterprise Solutions Software

SCOTT HAS EXPERTISE WITH:

**QUICKBOOKS
ENTERPRISE SOLUTIONS
(and other QuickBooks Products)**

YOUR TRUSTED RESOURCE FOR:

- planning
- data conversion
- setup
- installation
- accounting system issues and concerns
- QuickBooks add-on software

**OVER 25 YEARS OF ACCOUNTING,
FINANCE AND QUICKBOOKS
KNOWLEDGE TO ADD VALUE TO
YOUR PROJECT**

FAST FACTS!

- Special offers and promotions!
- 5,10,15, 20, 25 or 30 user versions
- "One of the best software products of the year" - PC Magazine
- 1 full year of technical support from Intuit - absolutely FREE!
- Advanced user permissions and security
- Familiar QuickBooks interface - thumbs up by users everywhere!
- Integration with over 400 applications



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KEY BENEFIT #6: EXPORT AND IMPORT DATA INTO QUICKBOOKS ENTERPRISE

For more advanced reporting needs, you can retrieve your QuickBooks data with ODBC compliant applications such as Microsoft® Access or Excel to see data just the way you want. Link to various business applications and build custom reports, queries or forms.

You can also use the powerful SQL language to run SQL access and have full control over your data. Upgrade your ODBC driver to allow read/write access, enabling you to write data into QuickBooks Enterprise from other programs. If you don't have the technical expertise on staff for these data issue, specialists are available to assist with your project.

KEY BENEFIT #7: MORE NETWORK-FRIENDLY AND GREATER DATA CAPACITY THAN QUICKBOOKS PRO OR PREMIER!

[QuickBooks Enterprise](#) is built to work with a much larger data file than QuickBooks Pro or Premier.

Generally, Pro or Premier max out at data file sizes around 150 – 200 megabytes. QuickBooks Enterprise can work with data file sizes up to 1 gigabyte or more.

The benefit to you...

No need to archive and condense data as you do in Pro or Premier.

In addition, QuickBooks Enterprise is built to work with Windows servers and Windows Terminal Services. It also runs on Linux computers. This functionality will make your IT staff smile too!



KEY BENEFIT #8: DESIGNED TO SIMPLIFY YOUR FINANCIAL PROCESSES, NOT COMPLICATE THEM!

Give your sales and support people the ability to generate estimates and sales orders, conduct job costing analysis, check outstanding orders and available inventory, view pricing and discounts, send out estimates, sales orders and invoices - all with instant real-time access.

[QuickBooks Enterprise Solutions](#) offers you these features:

- ✓ Track 100,000+ parts or service items.
- ✓ Create bills of materials to track costs and components.
- ✓ View “available to promise” inventory and stock status easily.
- ✓ Take advantage of the sales order fulfillment worksheet.
- ✓ Track backorders with ease.
- ✓ Customize your price levels – up to 100 levels for each item.
- ✓ Track your manufacturers part number
- ✓ Use the integrated UPS and FedEx shipping managers
- ✓ Works with over 425 add-on software packages for maximum results

KEY BENEFIT #9: CHOOSE FROM 120+ BUSINESS, FINANCIAL AND ANALYTICAL REPORTS, OR CUSTOMIZE YOUR OWN!

[QuickBooks Enterprise Solutions](#) makes it easy to create reports that are critical to the success of your business. Right out of the box, you will find over [120 pre-built reports](#) that help you manage your company finances, customers, vendors, jobs and other critical details.

Within each of these reports, you can perform certain modifications “on-the-fly.” If additional work needs to be done on the report data, all reports can be exported to Excel for further analysis. Once you get a report “tweaked” just the way you like it, you can memorize it for quick and easy retrieval when needed in the future.

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KEY BENEFIT #10: IMPLEMENTATION TIME IS NOT A LONG TERM PAIN!

If you are reviewing a proposal for a competing accounting software package, make absolutely certain that you investigate what is known as the “time to implement”. This is nothing more than a fancy way of telling you how long it will take from the time the product CD arrives until you are “up and running” with it.

As you know, time is money! Other products may very well report their implementation time frame in the range of 3 to 6 months (or more!). Translate that disruption into the actual dollars and cents of lost productivity, confusion and headaches for your staff (and you as well!). Are you beginning to feel a major drain on your checkbook yet?

QuickBooks Enterprise Simplifies This Process...

[QuickBooks Enterprise Solutions](#) can significantly reduce the pain of migrating to a new accounting software package. With the proper planning and coordination, it isn't necessary to measure the “time to implement” in months any longer.

Implementing QuickBooks Enterprise Solutions doesn't have to be a solo adventure either. Naturally, you can install and configure the software on your own. However, you may be interested in enlisting the services of a QuickBooks Solutions Provider to help make the transition into QuickBooks Enterprise Solutions as pain-free as possible.

I am a QuickBooks Solutions Provider, and would welcome the chance to speak with you about your project in more detail.

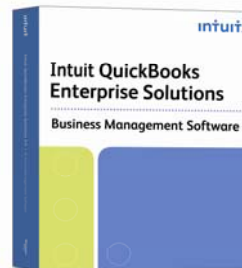


INVESTIGATE ENTERPRISE TODAY... THERE'S NOTHING TO LOSE!!!

Get a free, fully-functional 30-day trial copy of the 2009 QuickBooks Enterprise Solutions Software

See for yourself...

- More power
- Room to grow
- Easy data migration
- Functionality you need
- Easy to learn, easy to use
- And more!



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KEY BENEFIT #11: LEGENDARY QUICKBOOKS EASE OF USE!

QuickBooks products are being used in over 3 million businesses today. The common chorus among all these businesses – “it’s easy to use and understand”.

[QuickBooks Enterprise Solutions](#) builds on this tradition – this means your staff will not have to endure weeks and weeks of training just to master the basics of the software. Less time in training translates to a lower cost of implementation. **A definite plus for your bottom-line.**

Remember that ease of use does not mean lack of functionality and scalability! QuickBooks Enterprise Solutions is a feature-rich accounting solution that can handle the needs of growing businesses searching for a robust, yet affordable answer.

KEY BENEFIT #12: YOU DON'T HAVE TO WEAR A GREEN EYESHADE TO USE IT!

Don't be surprised if your review of other accounting software packages leaves you feeling at a loss for words and lacking in the language of “accounting-speak”.

But it doesn't have to be that way...

QuickBooks software is legendary in its ease of use and intuitive feel. [QuickBooks Enterprise Solutions](#) leverages that ease of use but still provides a very deep level of internal security and control within the software and assigned users.

Competitive software packages commonly require you to change your business processes to “fit” into their software. As you know, those types of changes are often resisted by staff and can be very counter-productive (we won't even discuss how much they might cost!)

QuickBooks Enterprise Solutions understands that your users are probably not accountants, and may not want to be. By using data entry screens that resemble commonly used business documents like invoices and estimates, the work of your staff is simplified. Fewer clicks and less time hunting down critical business information adds up to a much more productive and efficient accounting system for your business.



**BONUS BENEFIT! CUSTOMER APPROVED – OVER 57,000
BUSINESSES USING QUICKBOOKS
ENTERPRISE SOLUTIONS TODAY!**

[QuickBooks Enterprise Solutions](#) serves customers in nearly every industry, including:

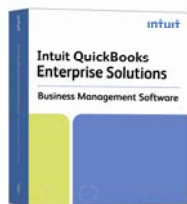
- ✓ Manufacturers
- ✓ Wholesalers
- ✓ Contractors
- ✓ Professional Service providers
- ✓ Retailers
- ✓ Non-profits
- ✓ Many others!



In addition, you can take advantage of the [Intuit Developers Network](#). This network has created over 425 applications that work with QuickBooks. They can also design, build, and implement custom solutions that integrate with QuickBooks.

GET TERRIFIC PRICING ON ENTERPRISE!

	RETAIL PRICE
5 User	\$3000.00
10 User	\$5000.00
15 User	\$7000.00
20 User	\$9000.00
25 User	\$11,000.00
30 User	\$13,000.00



We offer...

- Deeply discounted pricing
- Knowledgeable and professional service
- Special offers, training and workshops

HELPFUL LINKS!

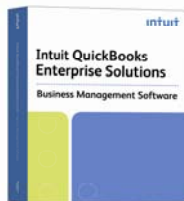
**Drill Down and
Learn More about
how QuickBooks
Enterprise
Solutions can truly
be a valuable asset
for your business**

▶ [Advantages of QuickBooks Enterprise Solutions](#)

▶ [“In Real Life” – Customer Stories](#)

▶ [Interactive Tours and Demos](#)

▶ [FAQ](#)



**Need more information on QuickBooks Enterprise
Solutions and other QuickBooks products?**

[Click here for details!](#)

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WHAT'S NEW AND IMPROVED IN QUICKBOOKS ENTERPRISE 10.0/2010!

Additional Custom Fields with Improved Reporting

You know better than anybody what business data you need to track and how you want to use it. More custom fields have been added for customers, vendors, employees and items so you can capture, track and report on the custom data you need. Set custom fields to accept certain formats such as date, phone number, or select from list to reduce data input errors and improve the quality of your data output. Plus use advanced filtering and sorting to run reports on the custom field information you care about. Exclusive to QBES!



Customize Your Company Snapshot

Stay on top of your business from a single screen, with data presented just the way you want it. Choose at-a-glance reports that are most crucial for managing your business. New report options include yearly expense and income comparison, detailed expense and income breakdown, and a top customer list.



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Fully Integrated Document Management

Stay on top of your business from a single screen, with data presented just the way you want it. Choose at-a-glance reports that are most crucial for managing your business. New report options include yearly expense and income comparison, detailed expense and income breakdown, and a top customer list.



Create a Consistent, Customized Look Across All Your Business Forms

Ensure that your invoices and other forms get the attention they deserve. Access new FREE professional designs that you can customize for your business. Create a distinctive look and apply it across all your invoices, statements and other forms all at once.



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Rapidly Add or Edit Multiple List Entries from One Spreadsheet View

Save time by entering and editing your customers, vendors, item, or account information in bulk.¹ You can even copy and paste data from other spreadsheets.



Reengineered Intuit Statement Writer

Easily create financial statements with the improved Intuit Statement Writer, a \$150 value included at no additional cost. Intuit Statement Writer links your QuickBooks Enterprise Solutions files with Microsoft® Excel so you can build and update professional statements. Create Microsoft Word-based reports and documents, create up to 16 statements within a single Microsoft Excel workbook, and send consolidated reports in PDF format. Plus, documents and statements can be saved as a custom report template for easy reuse. Free with QBES v10.0



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Enhanced Inventory Assemblies

Save time with new enhancements to Inventory Assemblies in QuickBooks Enterprise Solutions 10.0. Quickly and easily edit quantity and item components to make substitutions or accommodate special customer requests. Add custom fields, such as serial or lot numbers, to track builds more closely than ever before. Plus print your build assembly with the click of a button and see the quantities needed to accurately build a job.



Redesigned Report Center

Get the insights you need to make more profitable business decisions. Now it's easier than ever to find just the report you need to understand how your business is doing — and spot opportunities to cut costs and boost profits. You can also tag your Favorite Reports to instantly access the reports you rely on most.



“TAKING THE NEXT STEP”

Interested in learning more?

- _____ Send me a free, fully-functional 30-day demo of QuickBooks Enterprise software
- _____ Tell me more about Enterprise Special Promotions
- _____ Explain how Scott can help with implementation
- _____ Contact me for a personal discussion of my needs



Or, complete the information below and fax back to: **440-527-5701**

NAME _____

ADDRESS: _____

CITY, STATE, ZIP _____

PHONE: _____ FAX: _____

E-MAIL _____



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ABOUT SCOTT GREGORY, CERTIFIED QUICKBOOKS ENTERPRISE ADVISOR, CPA



Scott is the president of [Bottom Line Accounting Solutions](#). He specializes in helping businesses improve their bottom lines through the efficient use of QuickBooks financial software, streamlining accounting systems, and effective technology implementation.

Scott brings twenty-five years of business experience to his clients, having served as president of Bottom Line Accounting Solutions since 2001 and as chief financial officer for a manufacturing firm for more than ten years. During his tenure as CFO, Scott was responsible for the oversight of the accounting and treasury functions, inventory control, purchasing, and information technology groups. He is a member of the Certified QuickBooks Advisor Program, Intuit Speakers Bureau, a CPA, and he is certified in integrated resource management (CIRM) by APICS. Scott has taught hundreds of students to use QuickBooks effectively and efficiently through instruction at local community colleges and via webinars.

Thousands of QuickBooks users rely on [Scott's QuickBooks blog](#) for insight, tips and tricks each and every month.

We had been using our existing accounting software package for a long time. One of our main concerns was about the potential disruption to the business while we made the change to QuickBooks, but we knew a change was needed.

Scott was instrumental in helping us determine the correct version of QuickBooks for our needs. He worked with us each step of the way and helped minimize problems and issues while we converted. He also helped me train our staff on how to use QuickBooks effectively. He continues to be a valuable source of support -- many times proving to be even more reliable than QuickBooks own staff. He's highly proficient with every aspect QuickBooks has to offer. We'd highly recommend Scott for your QuickBooks consulting needs

Pam Goryance
Office Manager
[Paulich Specialty Company](#)
Willoughby, Ohio

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