

aACE VS QuickBooks

- Comparative Report by MihaelCacic.com -



1. Executive Summary

QuickBooks and aACE represent fundamentally different approaches to business management: QuickBooks as an accounting-focused solution with modular add-ons versus aACE as a fully integrated ERP that unifies all operations in one customizable platform.

QuickBooks positions itself as the accessible accounting solution for small to medium-sized businesses, with over 7 million users globally. Built by Intuit, it focuses primarily on financial management while offering additional capabilities through its tiered subscription model, ranging from Simple Start at \$19/month to Advanced at \$70/month, with desktop versions available only for enterprise businesses preferring on-premise solutions.

aACE takes a different path as a comprehensive Enterprise Resource Planning (ERP) solution designed for growing businesses across various industries including manufacturing, wholesale distribution, and professional services.

Developed over nearly 20 years through direct collaboration with their customers, aACE integrates accounting, inventory, order management, CRM, production, and shipping into one seamless system. Available in Complete Edition (\$99/user per month with a 5-user minimum) or Enterprise Edition (starting at \$33,500 with a 10-user minimum), it serves businesses with 3 to 500 users who have outgrown basic accounting tools.

Built on the FileMaker platform, aACE provides unparalleled customization capabilities, allowing businesses to codify their unique processes and competitive advantages directly into the software.

Key Differences at a Glance

	QuickBooks	αACE
Primary Focus	Accounting with add-on features	Integrated ERP for all operations
Target Business Size	Startups to medium-size (under 25 users)	Growing businesses with 3-500 users
Deployment Options	Cloud-first with desktop options for enterprise	Cloud or on-premise flexibility
Industry Focus	Basic accounting for general business use	Comprehensive ERP for various industries
Customization	Limited to pre-built options	Complete and affordable customization
Integration Approach	App marketplace ecosystem	Built-in unified modules + essential business software integrations
Implementation Timeline	Hours to days	3-6 months typical
Support Model	Tiered support + ProAdvisor network	Dedicated implementation team



Business Use Case — When to Choose aACE vs QuickBooks

QuickBooks is perfect for businesses that:

- Need primarily accounting functionality with basic inventory and invoicing
- Want immediate deployment with minimal setup and standardized workflows
- Operate with under 25 employees in service or retail sectors
- Prefer tiered subscription pricing where features unlock at higher levels

aACE fits organizations that:

- Require a single integrated system to manage sales, production, and fulfillment
- Are looking to consolidate disparate systems (spreadsheets, custom databases) to eliminate costly mistakes and duplicated effort
- Need real-time visibility across departments and locations
- Manage B2B relationships with custom pricing and terms
- Have workflows unique to their business model
- Appreciate the simplicity of two clear options: subscribing to the software as a service or purchasing licenses to the solution

This report examines each platform's capability to help you determine which approach best serves your business trajectory.



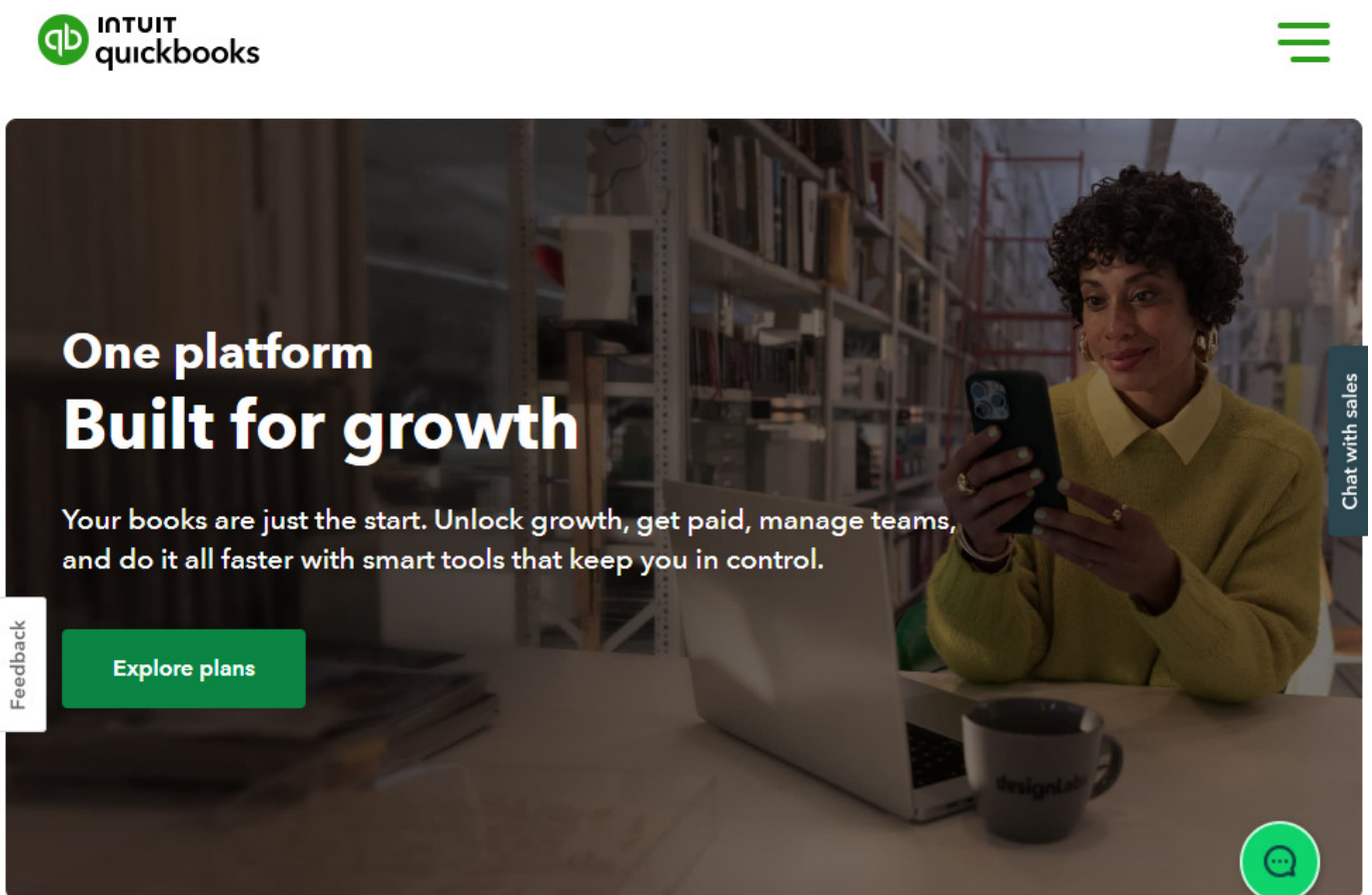
Table of Contents

2. Platform Overview	6
2.1 QuickBooks Overview	6
2.2 aACE Overview	7
3. Shared Functionality Comparison	8
3.1 Financial Management & Accounting	8
3.2 Invoicing & Billing	11
3.3 Expense Management	14
3.4 Basic Inventory Tracking	17
3.5 CRM Functionality	20
3.6 Reporting & Analytics	23
3.7 Time Tracking & Employee Management	26
3.8 Purchase Order Management	29
3.9 Multi-Entity/Multi-Company Support	33
4. QuickBooks-Exclusive Features	35
4.1 Ecosystem & Integrations	35
4.2 Payroll Processing	36
4.3 Banking Integration	37

5. aACE-Exclusive Features	38
5.1 Integrated ERP Capabilities	38
5.2 Advanced Inventory Management	39
5.3 Production Management	42
5.4 Advanced Scheduling & Calendar	44
6. Workflow Automation	45
6.1 Rule-Based Automation	45
6.2 Integration Capabilities	46
6.3 Custom Automation Possibilities	48
7. Deployment & Technical Comparison	49
7.1 Deployment Options	49
7.2 User Interface & Experience	49
7.3 Scalability	50
8. Pricing & Total Cost of Ownership	51
8.1 Subscription Models	51
8.2 Hidden Costs and Add-Ons	52
8.3 ROI Considerations	53
9. Support & Implementation	54
10. Final Verdict	55
The Core Trade-off	55
When QuickBooks Makes Sense	56
When aACE Becomes Necessary	56
Making the Decision	57
Next Steps	58

2. Platform Overview

2.1 QuickBooks Overview

The image is a screenshot of the QuickBooks website's main banner. At the top left is the Intuit QuickBooks logo, consisting of a green circle with 'qb' and the text 'INTUIT quickbooks'. At the top right is a green hamburger menu icon. The banner features a woman with curly hair, wearing a yellow sweater, sitting at a desk in a library or office setting, looking at her smartphone. A laptop and a mug are on the desk. The text 'One platform Built for growth' is prominently displayed in white. Below it, a smaller line of text reads: 'Your books are just the start. Unlock growth, get paid, manage teams, and do it all faster with smart tools that keep you in control.' There are three interactive elements: a 'Feedback' button on the left, a green 'Explore plans' button in the center, and a 'Chat with sales' button on the right. A green circular chat icon is also visible in the bottom right corner of the banner area.

QuickBooks is first and foremost an accounting platform with multiple product editions across online and desktop platforms, each designed for different business sizes and needs.

The platform targets small to medium-sized businesses across retail, professional services, manufacturing, and e-commerce sectors, with Online versions suited for service businesses and Plus/Enterprise editions for inventory-heavy operations.

Beyond software, QuickBooks provides a complete ecosystem including Live Bookkeeping services, extensive educational resources, and the ProAdvisor network of certified professionals, positioning itself as a comprehensive business partner.

2.2 aACE Overview



[Pricing](#) [FAQs](#) [Contact Us](#)

[ShowMe aACE](#)

[PRODUCT](#)

[BUSINESS TYPE](#)

[EXPLORE](#)

[TESTIMONIALS](#)

[SUPPORT](#)

[ABOUT](#)



**IMPROVE VISIBILITY.
INCREASE VELOCITY.**

Accounting, Inventory, Production, CRM, and More in One User-Friendly Interface to Help SMBs Operate More Efficiently

[Read More](#)

**Accounting, Sales, and Operations in a Single,
Comprehensive Solution for Browser, Mac and PC**

aACE evolved from custom consulting projects into a comprehensive ERP solution shaped by client needs over two decades, with the latest Version 6 offering enhanced speed, usability, and browser access.

The software comes in Complete Edition (hosted solution for quick deployment) or Enterprise Edition (maximum control and flexibility for extensive customization), both providing the same comprehensive feature set built on the FileMaker platform. This FileMaker foundation is a key differentiator, as it combines the user interface, business logic, and database into a single environment, enabling rapid, cost-effective customization unlike traditional three-tier architecture systems.

The core value lies in unifying all business operations (accounting, inventory, order management, CRM, production, and shipping) in one seamless system that can be precisely tailored to match unique business processes, turning your organization's unique operational workflows into competitive advantages.

3. Shared Functionality Comparison

3.1 Financial Management & Accounting

At a Glance: Both platforms offer comprehensive accounting features, but QuickBooks focuses on accessibility for non-accountants while aACE emphasizes departmental integration and customization for complex business structures.

QuickBooks provides a double-entry general ledger and bank feeds that automatically download transactions and offer AI-powered category suggestions (you still review and approve entries to ensure accuracy). It flags potential matches and helps you resolve possible duplicates.

The Chart of Accounts can be seeded with industry-specific templates (and, for accountants, reusable COA templates are available) and supports custom categories plus parent-child (sub-account) relationships.

QuickBooks supports accrual-basis reporting and, in QuickBooks Desktop, Statement Writer can produce financial statements designed to comply with GAAP. However, GAAP compliance ultimately depends on your accounting policies and how statements are prepared, not on the software.

Chart of accounts						
Feedback Run report New v						
v Filter by name or num All v pencil print gear						
v Previous 1-51 Next v						
☐	NAME	ACCOUNT TYPE	DETAIL TYPE	QUICKBOOKS BALANCE	BANK BALANCE	ACTION
☐	Checking	Bank	Checking	\$10,044.30	\$5,600.00	View Register v
☐	Savings	Bank	Savings	\$1,200.50	\$2,000.00	View Register v
☐	Accounts Receiv...	Accounts Receiv...	Accounts Receiv...	\$2,331.00		View Register v
☐	Inventory Asset	Other Current A...	Inventory	\$1,800.00		View Register v
☐	Machinery & Equip...	Fixed Assets	Machinery & Equipme	\$20,000.00		View Register v
☐	Undeposited funds	Other Current A...	Undeposited funds	\$868.15		View Register v

Its multi-currency functionality supports over 160 currencies with real-time exchange rates, automatically handling fluctuations and maintaining separate accounts per currency while providing consolidated reporting.

QuickBooks also maintains audit trails and security features including automated backups, role-based access, SOX compliance support, and real-time financial reporting with standard statements, custom report building, and automated distribution options.

Meanwhile, **aACE** also comes with comprehensive financial management features but has a different approach. It treats financial management as an integrated component of the larger ERP system, where every transaction automatically flows through to connected modules without separate data entry or reconciliation.

It offers comprehensive financial reports that draw from unified data across all business operations.

For example, the Chart of Accounts supports multi-entity structures with automatic inter-company accounting, allowing businesses to maintain separate balance sheets while viewing consolidated results in real-time.

GL Accounts					
Record: 1 of 109					
GL Accounts Sorted by Account ID					
Account	Account Name	Account Type	Cash Flow Section	Balance	Status
> 1000	Total Assets	Assets		851,729.16	ACTIVE
> 1002	Uncategorized Assets	Assets	Other Assets		ACTIVE
> 1100	Current Assets	Assets		474,824.97	ACTIVE
> 1101	Uncategorized Current Assets	Assets	Other Assets		ACTIVE
> 1110	Total Cash	Cash		361,375.26	ACTIVE
> 1114	Cash Checking (EE)	Cash	Cash		ACTIVE
> 1115	Cash Checking (AI)	Cash	Cash	213,037.20	ACTIVE
> 1116	Cash Checking (MWRO)	Cash	Cash	96,720.80	ACTIVE
> 1120	Undeposited Funds - Cash/Checks	Cash	Cash	51,617.26	ACTIVE
> 1121	Undeposited Funds - MC/Visa	Cash	Cash		ACTIVE
> 1122	Undeposited Funds - Amex	Cash	Cash		ACTIVE
> 1123	Undeposited Funds - Debit Card	Cash	Cash		ACTIVE
> 1124	Undeposited Funds - E-Check	Cash	Cash		ACTIVE
> 1200	Total Receivables	Receivables		113,449.71	ACTIVE
> 1201	Uncategorized Receivables	Receivables	Accounts Receivable		ACTIVE
> 1202	Accounts Receivable	Receivables	Accounts Receivable	113,449.71	ACTIVE
> 1203	Uncategorized Receivables	Receivables	Accounts Receivable		ACTIVE
> 1204	Due from AI (A/R)	Receivables	Accounts Receivable		ACTIVE
> 1205	Due from EE (A/R)	Receivables	Accounts Receivable		ACTIVE
> 1300	Inventory Assets	Inventory		376,904.19	ACTIVE
> 1301	Uncategorized Inventory	Inventory	Inventory		ACTIVE
> 1303	Work In Process	Inventory	Inventory		ACTIVE
> 1304	Raw Materials	Inventory	Inventory		ACTIVE

Built-in audit trails capture all updates automatically across every record, while financial reports generate in real-time reflecting current data from all integrated modules, from inventory valuations to commission calculations, providing operational context that pure accounting systems like QuickBooks cannot match.

Financial Management Assessment: For businesses prioritizing pure accounting depth with intelligent automation and extensive multi-currency support, **QuickBooks** delivers more sophisticated financial features. For organizations needing accounting integrated with operations to provide unified reporting across all business functions, **aACE** offers a more holistic solution.



3.2 Invoicing & Billing

At a Glance: QuickBooks emphasizes ease of use with automated payment processing and customer-friendly features, while aACE allows complex B2B billing scenarios with direct integration with and access to orders and fulfillment.

QuickBooks offers customizable invoice templates with automated features including customer information population, recurring invoices, multi-currency support, and real-time tracking of when customers view invoices.

INVOICE

Craig's Design and Landscaping Services
333 Easy Street
Middlefield, CA 98756
[Edit company](#)

[Manage](#)

Payment options ▾

Design ▾

Scheduling ▴

Recurring invoice
Make invoice recurring ☒

Recurring payment
Make a recurring payment ☐

More options ⓘ

Print later ☐

Send later ☐

Automatic invoice reminders [Manage](#)

Invoice Reminders ☒

3 day(s) before due date ☒

On due date ☒

3 day(s) after due date ☒

Changes made here will apply to all outstanding and future invoices.

Invoice Details:

Customer: Stephen Stalcup
Stephen Stalcup
456 Bayshore Drive
Anywhere, CA 98765
[Edit customer](#)

Invoice no.: 12345
Terms: Net 30
Invoice date: 11/01/2024
Due date: 12/01/2024

Location (hidden):

#	Product/Service	Description	Class (hidden)	Qty	Rate	Amount	Tax
1	Lawn Mowing	Mow front, back, and side of yard.	Flat rate	1	\$40.00	\$40.00	
2	Rock Fountain	Original Rock Fountain by Craig's	Flat rate	1	\$100.00	\$100.00	
3							

[Add product or service](#)

[Save](#) [Review and Send](#)

Payment processing integrates directly, accepting credit cards, bank transfers, and digital wallets like Apple Pay, with automatic payment matching and fraud protection, a key differentiator for businesses serving consumers or requiring self-service payment options.

The platform handles subscription billing with automated recurring charges, customized collection workflows based on customer segments, and sophisticated quote-to-cash processes that convert estimates to invoices without re-entering data.

aACE integrates invoicing within the complete quote-to-cash cycle. You can manually generate invoices or let aACE automatically generate them when inventory ships or specific order stages complete, ensuring billing always matches actual fulfillment.

Record: 3 of 4

New Edit Delete Print Actions

Invoice: 50000 Montboro School District 02/25/2020

OPEN

Invoice Details

Notices Emails Docs

Tends to pay late. Remind customer of the prompt payment.

Bill To

Customer (Bill To) > Contact >
Montboro School District Sam Patel
Recur Transaction > Order >
50006 Montboro School District
Cust PO # Billing Terms Invoice Due Pmt Expected
Net 10 2% 03/26/20 03/26/20

Description

Additional Info

Payment Comments

Invoice Items

Line	Item Code	Description	Order	Quantity	Unit Price	Unit Adj	Total	Tax Profile
1	Tbit-1	Student tablet, 7" screen	> 50006	5	449.00	0.00	2,245.00	DEF
2	Tbit-7C	Student Tablet, 7" case	> 50006	6	22.99	0.00	137.94	DEF

Receipts (Payments) Adjustments Refunds

Receipt	Date	Payment Ref	Memo	Amount
---------	------	-------------	------	--------

Subtotal 2,382.94
Adjustment 0.00
Total 2,382.94
Shipping 0.00
Tax DEF 0.00
Grand Total 2,382.94
Balance 2,382.94 100%
Sugg Disc 47.66

Exempt

Dept: AI-Dev Assigned To: Michael J Bethuy Tracking Status: To Be Sent

Payment processing supports manual entry and processor integrations, with the critical advantage that payment status immediately affects operational workflows: failed payments can automatically hold shipments until resolved.

The system excels at complex B2B scenarios including progress billing, inter-company invoicing, and shipment-triggered billing, where the invoice represents one component of a larger integrated workflow rather than a standalone money transaction between two businesses.

Management Preferences

New Edit Del

aACE Management Preferences

Branding

Order Entry

Billing

Procurement

Production

Shipping

Invoice Automation

☐ Auto-generate invoices on order open. This is rarely selected and should be left unchecked unless you have been instructed otherwise.

☒ Auto-generate invoices on shipment.

☒ Auto-generate invoices for drop shipment purchases. Selecting this results in invoices for drop-shipped products when the vendor invoice is processed.

☒ Leave auto-generated invoices pending.

☐ Append auto-generated items to pending invoices by order.

☒ Append auto-generated items to pending invoices by customer. Do not set this preference if the same customer may have a mix of terms or payment methods among simultaneously open orders.

Deposits

☒ Record payments as deposits. Selecting this causes the "Deposit" flag in the Payment Dialog to be selected by default.

☐ Prorate deposit reversal. Select this if shipping a percentage of an order (e.g. 50%) should reverse the same percentage of the deposit.

Automatic Credit Hold

Threshold (Days Past Due)

Invoicing & Billing Assessment: For B2C transactions and businesses needing customer self-service payment options with digital wallets, **QuickBooks** provides superior payment processing. For complex B2B operations requiring invoices tied to specific shipments, multi-stage orders, or inter-company billing, **aACE** delivers integrated workflows that QuickBooks cannot match without extensive workarounds.

3.3 Expense Management

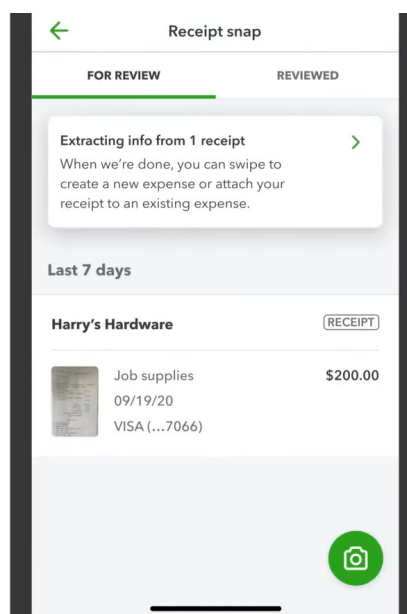
At a Glance: QuickBooks emphasizes automated expense capture through intelligent bank feeds and AI-powered categorization, while aACE focuses on structured workflow-based expense management with systematic approval processes and envelope organization.

QuickBooks is great at automating expense tracking through native bank and credit card integration that automatically imports transactions daily.

Its AI-powered categorization learns from user behavior to intelligently sort expenses into appropriate accounts, while customizable rules can automatically assign vendors, categories, and even split transactions.

The mobile app's receipt capture uses OCR technology to extract data and match receipts to imported transactions, allowing for a paperless accounting system. QuickBooks particularly shines in tracking billable expenses, allowing users to mark costs as billable to specific customers and easily add them to invoices later. It also provides real-time expense visibility through dashboards and can generate detailed expense reports by vendor, category, or project.

However, its automation-heavy approach may require manual review for accuracy, and while it does support expense approval, it lacks the structured approval workflows to accommodate larger organizations.



This system allows employees to create organized expense submissions that include multiple expense items, receipts, and supporting documentation. While aACE's mobile Expenses App also captures receipts with OCR technology, the process is more structured — expenses must be submitted through designated envelopes that automatically transfer into the main aACE system along with attached photos and notes.

[illegible]

15

aACE's expense management also seamlessly integrates with its broader ERP capabilities, including procurement, vendor management, and multi-entity accounting, providing more comprehensive business process integration than QuickBooks' primarily accounting-focused approach.

However, aACE requires more manual intervention and lacks QuickBooks' sophisticated AI-powered automation features.

Purchase

Date

Office

Title

Asgn To

Vendor

Inv #

Inv Date

Due Date

DPD

Tracking Status

Sugg Disc

Status

AI

Art Supplies

OPEN

Select Purchases

Purchase	Date	Office	Vendor	Invoice ID	Due Date	DPD	Tracking Status	Balance	Sugg Disc	Sugg Balance
60091	7/5/22	AI	Art Supplies,	1895	8/4/22	0		1,565.85	0.00	1,565.85

Select All

Pay Bills

Purchase	Date	Office	Vendor	Invoice ID	Due Date	DPD	Tracking Status	Balance	Sugg Balance	Payment	Adjustment

<< Remove All

Total Payment0.00

General Info

Date	Bank Account	Current Balance	Bal after Payment
07/14/2022	1115 Cash Checking (AI)	2,625,269.56	2,625,269.56

CancelPay

Expense Management Assessment: QuickBooks is best for small to medium businesses seeking automated, low-maintenance expense tracking with minimal manual processes, particularly those with straightforward approval needs and heavy reliance on credit card transactions. **aACE** is best for growing businesses requiring structured expense approval workflows, comprehensive audit trails, and integrated ERP functionality, especially organizations with multiple departments, locations, or complex approval hierarchies.

3.4 Basic Inventory Tracking

At a Glance: QuickBooks provides straightforward inventory tracking suitable for retail and wholesale operations with automated reordering capabilities, while aACE delivers sophisticated real-time inventory management with advanced allocation logic and comprehensive multi-location support integrated across ERP workflows.

QuickBooks offers solid basic inventory management that automatically tracks quantities as items are sold or received, updating inventory levels in real-time across the accounting system.

Craig's Design and Landscaping

My ExpertsHelpSearchNotificationsSettings

OverviewAll SalesInvoicesCustomersDepositsProducts and Services

Products and Services

MoreNew

1 LOW STOCK0 OUT OF STOCK

Find products and services

Previous1-3Next

	NAME	SKU	TYPE	SALES DESCR	SALES PRICE	COST	TAXABLE	QTY ON HAN	REORDER PO	ACTION
☐	 Rocks	145632	Inventory	Garden roc...	\$75.00	15		110	10	Edit
☐	 Fountain	341253	Inventory	Rock fount...	\$150.00	150		10	10	Edit
☐	 Rock Fountain	142563	Inventory	Garden roc...	\$75.00	50		110	10	Edit
☐	 Soil	145632	Non-Inven...	Garden soil	\$75.00	15				Edit

It supports multiple inventory costing methods (FIFO, LIFO, and average cost) with automatic cost of goods sold calculations that seamlessly integrate with financial reporting. Users can set reorder points and receive low-stock alerts, while the system can generate basic purchase orders when inventory falls below thresholds. QuickBooks handles inventory valuation reports and provides integration with barcode scanning for accuracy.

However, QuickBooks Online significantly limits multi-location capabilities (supporting only one inventory location), while even QuickBooks Desktop's multi-location features remain relatively basic.

It also lacks sophisticated allocation logic, meaning users can oversell items that are physically in stock but already committed to other orders. Additionally, QuickBooks' inventory features are designed primarily for distribution businesses rather than those with complex supply chain or manufacturing needs.

But that's where **aACE** comes in.

aACE provides comprehensive inventory management that far exceeds QuickBooks' capabilities even in basic functionality.

It includes sophisticated allocation logic that distinguishes between physical stock and available-to-sell quantities, preventing overselling by accounting for items already committed to incomplete orders. Unlike QuickBooks' limited location support, aACE offers full multi-warehouse management with bin-level tracking, automated transfer workflows between locations, and the ability to maintain separate reorder points per location.

Line Item Codes

Record: 1 of 1

New Edit Delete Print Actions

Code: SW-HIS1 History Mystery: Grade 1

ACTIVE

Inventoried ItemSetup

1 NoticeTasksEmailsDocs

General Info

Type	Est Unit Cost	Price
Software	19.97	34.95
Manufacturer	Mfr Part #	MSRP
		34.99

Unit Info

Net Wt	Gross Wt	L	W	H	Est Ship Cost
0.2		6	5.25	0.3	4.99
SKU	MOQ	Sale Case Qty	UOM		
329195SW		50	Each		

Default Value for Order Item Addtl Info

Award-winning educational software for ages 6+.

Inventory BalancesOptionsCustom Prices (1)Vendors (2)Inventory ManagementPhotos

Inventory Replenishment for Offices

Office	On Hand	Available	Total	% of Target	Target	Replenish	Method	From
> AI	75	75	75	100%	75	30	Procure	> TXTEMP
> EE	0	0	0		0	0	Procure	> TXTEMP
> MWRO	0	0	0		0	0	Procure	> TXTEMP

Default Bins

Office	Default Bin	Return Bin
> AI	WH-1E	C-AI
> EE	C-Ed-Elite	C-Ed-Elite
> MWRO	C-MWRO	C-MWRO

Inventory Replenishment for Independently Managed Bins

Bin	On Hand	Available	Total	% of Target	Target	Replenish	Method	From
> TRUCK-1	0	0	0	0%	0	0	Procure	> TXTEMP

Inventory Setup

Cycle

Next Serial

☐ Track by Mfr Lot

☐ Serialized

☐ Perishable

☐ Discontinued

☐ Special Order

☐ Drop Ship

18



Its automated reordering goes beyond QuickBooks' basic alerts by actually generating purchase orders to preferred vendors, calculating optimal order quantities to reach target stock levels while considering lead times and minimum order requirements. aACE also handles landed costs more comprehensively than QuickBooks, accurately capturing true product costs including freight, duties, and other additional expenses across complex supply chains.

The platform integrates inventory management deeply with procurement, shipping, and even production workflows, providing visibility that QuickBooks cannot match. aACE also includes mobile applications for inventory counting and picking operations, creating a more complete warehouse management experience compared to QuickBooks' primarily desktop-based approach.

Note: aACE's inventory capabilities extend far beyond the basic tracking covered here. See Section 5: aACE-Exclusive Features for advanced inventory management capabilities including lot/serial tracking, multi-location warehousing, barcode scanning workflows, and production integration.

Basic Inventory Tracking Assessment: **QuickBooks** is best for small retail or wholesale businesses seeking simple, automated inventory tracking with minimal complexity, particularly those using primarily single-location operations and standard distribution models. **aACE** is best for growing businesses requiring accurate real-time inventory allocation, multi-location management, and integrated supply chain workflows, especially those planning to scale operations or needing sophisticated inventory control.

3.5 CRM Functionality

At a Glance: QuickBooks has basic customer management integrated with accounting functions, focused on transaction tracking and payment history, while aACE offers a comprehensive CRM platform designed specifically for complex B2B sales cycles and holistic customer relationship management.

QuickBooks treats customer management as an extension of its accounting core, with basic customer records that capture only essential contact information, transaction history, and payment status.

This works well if you primarily need to track who owes money and payment patterns, but it's problematic for companies requiring relationship management. The platform's customer records are transaction-centric, lacking tools for sales pipeline management, lead nurturing, or opportunity tracking.

QuickBooks recognizes these limitations and offers native integrations with established CRM platforms like Salesforce and HubSpot, helping you maintain accounting in QuickBooks while handling customer relationships in specialized tools.

However, this creates data silos and requires managing multiple platforms, increasing costs and complexity.

On the other hand, aACE has a comprehensive CRM ecosystem that rivals standalone CRM platforms while maintaining tight integration with its ERP functionality.

Companies

Record: 1 of 1

New + Edit Delete X Print Actions

Company: Full STEAM Charter School (50006)

ACTIVE

Company Details Sales & Marketing Customer Details Vendor Details Finance & Accounting 4 Notices Tasks Emails Docs

Company Info

Type
Customer

Office Address Residential
804 Rene Rd.

City State / Prov Postal Code
Kingston CA 90310

Country Postal Format
United States American

Contact Info

Phone Alt Phone
(555) 968-5234

Fax Phone / Fax Format
(555) 968-6700 (###) ###-####

Email
TESTemailForFullSteamCharter@FSC-aacedemo.org

Web Address
FullSteamCharter.edu

Email Format (using "John Q. Public")

Other Info

Group Subgroup
Charter Schools K-12

Parent Company >

Referral Company >
Brightside Charter School

Referral Contact >
Caroline Tanis

Referral Team Member > Other Referral

Contacts (2) Locations (2) Linked Contacts Linked Companies Lists (2)

Contact Name	Title	Phone	Default	Status
> Martin Morris	Athletic Director	(555) 968-5234	☐	●
> Tina J Rivera	Principal	(555) 968-4174	☒	●

It manages the complete sales lifecycle from initial lead capture through deal closure, with pipeline tracking that includes probability-weighted forecasting and automatic conversion from quotes to orders.

Unlike QuickBooks' customer records, aACE supports detailed lead management with note-taking capabilities, action item tracking, and next-step reminders that help you act on opportunities.

Leads

Record: 1 of 2

New + Edit Delete X Print Actions

Lead: 60033 | Cognitio

08/11/22 OPEN

Lead Details Quote Generation 2 Notices Tasks Emails Docs

(Prospective) Customer

Customer (Bill To) > Contact > Phone
Cognitio Samuel Johnson 555-123-6789

Sales Rep > RFQ # Email
JG sjohnson@cognitio.com

Opportunity

Type	Market	Priority	Goal	Likely %
Sales Inquiry		Normal	8,000.00	75%

Route	Source	Campaign >	Customer PO #
Website	Referral	60000	

Comments and Next Steps

Next Step Next Step Date Est Close Date
Follow-up 08/15/22 09/10/22

Orders & Quotes (1) Tasks Team

Order	Title	Tracking Status	Est Cost	Total	Margin	Likely Amt	Status	Select
> 60243	20% Off Tablet Accessories	Quote	429.93	745.90	42%	559.43	●	X

The system's commission management particularly stands out, offering flexible structures including team member rates, product-specific commissions, volume incentives, and referral percentages — all calculated automatically without external spreadsheets.

While QuickBooks requires manual commission tracking or third-party tools, aACE handles complex commission scenarios natively, from individual sales rep rates to referral company percentages. aACE also includes campaign management tools with template assignment and transaction tracking, providing marketing attribution that QuickBooks can't match.

This comprehensive approach means you can manage your entire customer relationship within one platform.

CRM Functionality Assessment: **QuickBooks** is best for small businesses with straightforward customer relationships who primarily need transaction tracking integrated with accounting, and who don't mind using separate CRM tools for more complex relationship management. **aACE** is best for B2B companies with complex sales cycles, multiple stakeholders in deals, commission-based sales teams, and marketing campaigns that require sophisticated tracking and attribution throughout the entire customer lifecycle.



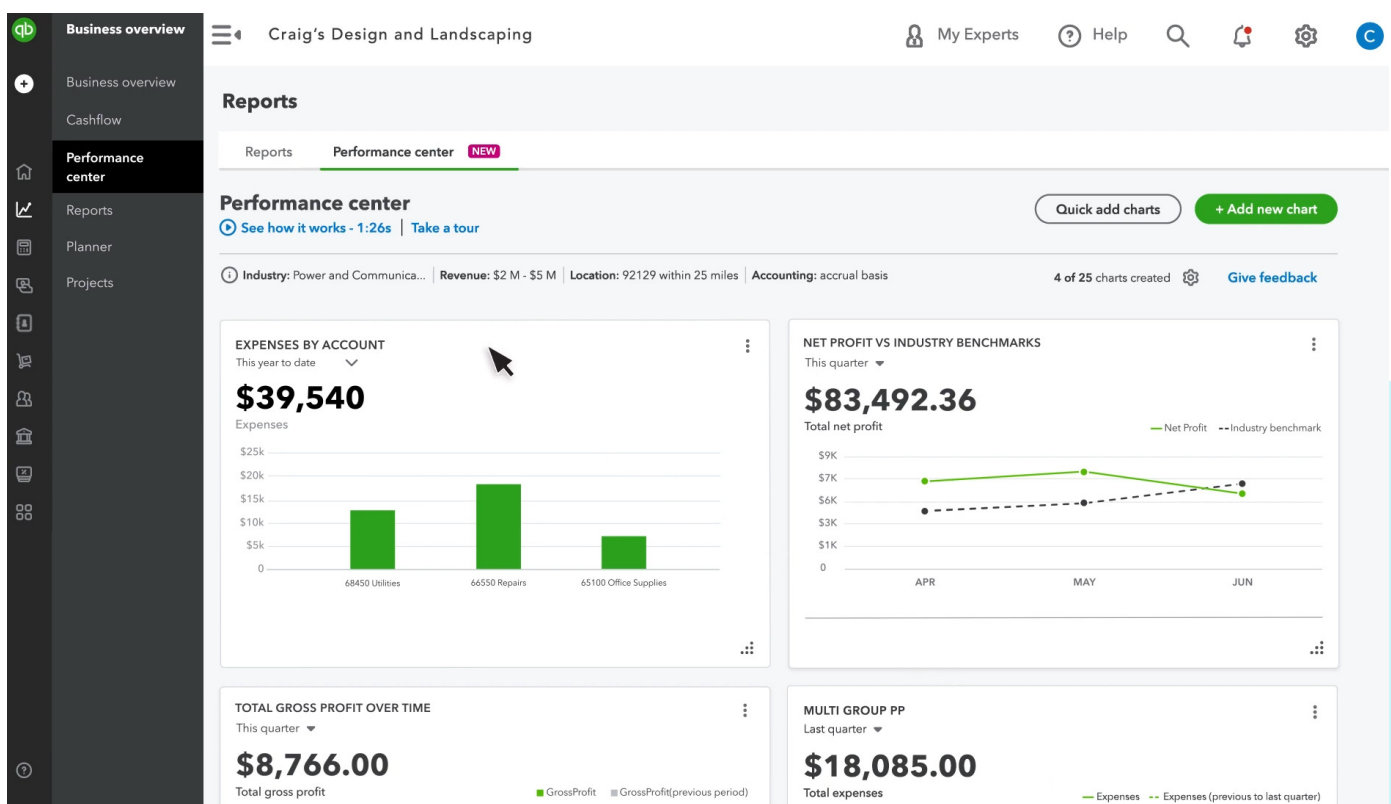
3.6 Reporting & Analytics

At a Glance: QuickBooks provides standard financial reporting with pre-built templates designed for typical business accounting needs, while aACE offers granular data architecture that enables highly flexible, multi-dimensional financial statements tailored to complex business structures.

QuickBooks delivers essential financial reporting through familiar formats including profit & loss statements, balance sheets, and cash flow reports that serve most businesses' regulatory and operational requirements.

It's great at generating reports that business owners need — tracking cash flow for decision-making, preparing data for tax filing, and monitoring key performance indicators like accounts receivable aging and expense trends. Meanwhile, its custom report building allows users to modify existing templates and create basic variations, though the underlying data structure limits how extensively reports can be segmented or combined.

For businesses operating as single entities with straightforward accounting needs, QuickBooks provides sufficient reporting depth without overwhelming complexity.



On the other hand, **aACE** approaches reporting through a fundamentally different data architecture where every general ledger entry contains granular details including office, department, entity number, and business unit information.

This structure enables extraordinarily flexible financial statement generation — users can create income statements for individual offices, multiple offices within the same entity, or consolidated reports across different legal entities.

General Ledger

Record: 1 of 14

New Edit Delete Print Actions

General Ledger

Sorted by Entity #

11/12/2024

Account Transaction ID Date Office Dept Code Order PO Debit Credit Debit Balance Status

Entity #1

> 1202 > INV-60000 11/12/24 AI AI-A/R 1,500.00 1,500.00 OPEN

> 2202 > INV-60000 11/12/24 AI AI-A/R > WS-SSA-C 1,000.00 1,000.00 CR OPEN

> 4999 > INV-60000 11/12/24 AI AI-A/R > ADJ 500.00 500.00 CR OPEN

> 1120 > RCPT-60000 11/12/24 AI 1,500.00 1,500.00 OPEN

> 1202 > RCPT-60000 11/12/24 AI AI-A/R 1,500.00 1,500.00 CR OPEN

> 2101 > PUR-60000 11/12/24 AI AI 11,000.00 11,000.00 CR OPEN

> 7002 > PUR-60000 11/12/24 AI AI > OFF-RENT 10,000.00 10,000.00 OPEN

> 1252 > PUR-60000 11/12/24 AI AI > OFF-RENT 1,000.00 1,000.00 OPEN

> 1115 > GJ-60000 11/12/24 AI 1,500.00 1,500.00 OPEN

> 1120 > GJ-60000 11/12/24 AI 1,500.00 1,500.00 CR OPEN

Entity #1 15,500.00 15,500.00 0.00

Entity #2

> 4002 > INV-60000 11/12/24 EE EE-Works > WS-SSA-C 1,000.00 1,000.00 CR OPEN

> 1251 > INV-60000 11/12/24 EE EE-Works > WS-SSA-C 1,000.00 1,000.00 OPEN

> 7002 > PUR-60000 11/12/24 EE EE > OFF-RENT 1,000.00 1,000.00 OPEN

> 2201 > PUR-60000 11/12/24 EE EE > OFF-RENT 1,000.00 1,000.00 CR OPEN

Entity #2 2,000.00 2,000.00 0.00

List Totals

17,500.00 17,500.00 0.00

Show All

Constrain to B/S Accounts

Constrain to I/S Accounts

Constrain to Inventoried Items

Omit Inventoried Items

More Finds

Related Records

The platform goes far beyond standard financial reporting by allowing statements filtered by sales representatives, order types, customer groups, specific states (crucial for varying tax requirements), or even marketing campaigns.

Unlike QuickBooks' template-based approach, **aACE** performs real-time queries against this granular data structure, meaning a single business can generate an income statement for their Louisiana operations to meet specific state tax requirements, or analyze profitability across their welding department spanning three different legal entities.

However, this flexibility comes with increased complexity — while reports can be extensively customized, significant modifications typically require programming expertise rather than simple drag-and-drop editing.

24

Reporting & Analytics Assessment: **QuickBooks** is best for businesses with standard reporting needs who want reliable, easy-to-generate financial statements without extensive customization requirements, while **aACE** is best for complex organizations with multiple entities, locations, or departments that need highly granular reporting capabilities and the flexibility to analyze business performance across various dimensions and combinations.



3.7 Time Tracking & Employee Management

At a Glance: QuickBooks Time offers comprehensive standalone time tracking with robust mobile capabilities, while aACE integrates time tracking directly into project and production workflows.

QuickBooks offers QuickBooks Time that seamlessly integrates with QuickBooks accounting, automatically flowing employee hours to payroll and project accounting.

It supports project-based tracking and enables employees to switch between job codes throughout the day, with mobile apps providing GPS tracking, offline functionality, and manager approval capabilities from any location. You can log billable and non-billable time.

INTUIT

quickbooks

+ New

BOOKMARKS

+ Add a bookmark

MENU

Dashboards

Transactions

Sales

Expenses

Customers & leads

Reports

Payroll

Time

Taxes

My accountant

Live Bookkeeping

Banking services

Commerce

Apps

More (0)

Craig's Design and Landscaping

Time

OverviewTime entriesTime teamAssignmentsTime offTime reports

Display byEmployeeDate range4/7/2024 - 4/13/2024StatusAllTeam memberSearch team members

	Name	Total	Regular
	Doe, Jane	0.20	0.20
	Smith, Craig	1.25	1.25
	All hours	1.45	1.45

Add time

Team memberJane Doe

Entry type

- Start and end time
- Currently working

Start date4/16/2024Start time04:31 PMTotal

Customer / ProjectAaron's Photography Studio

ServiceDouble Install

☐ Billable

NotesInstalled double doors at residence

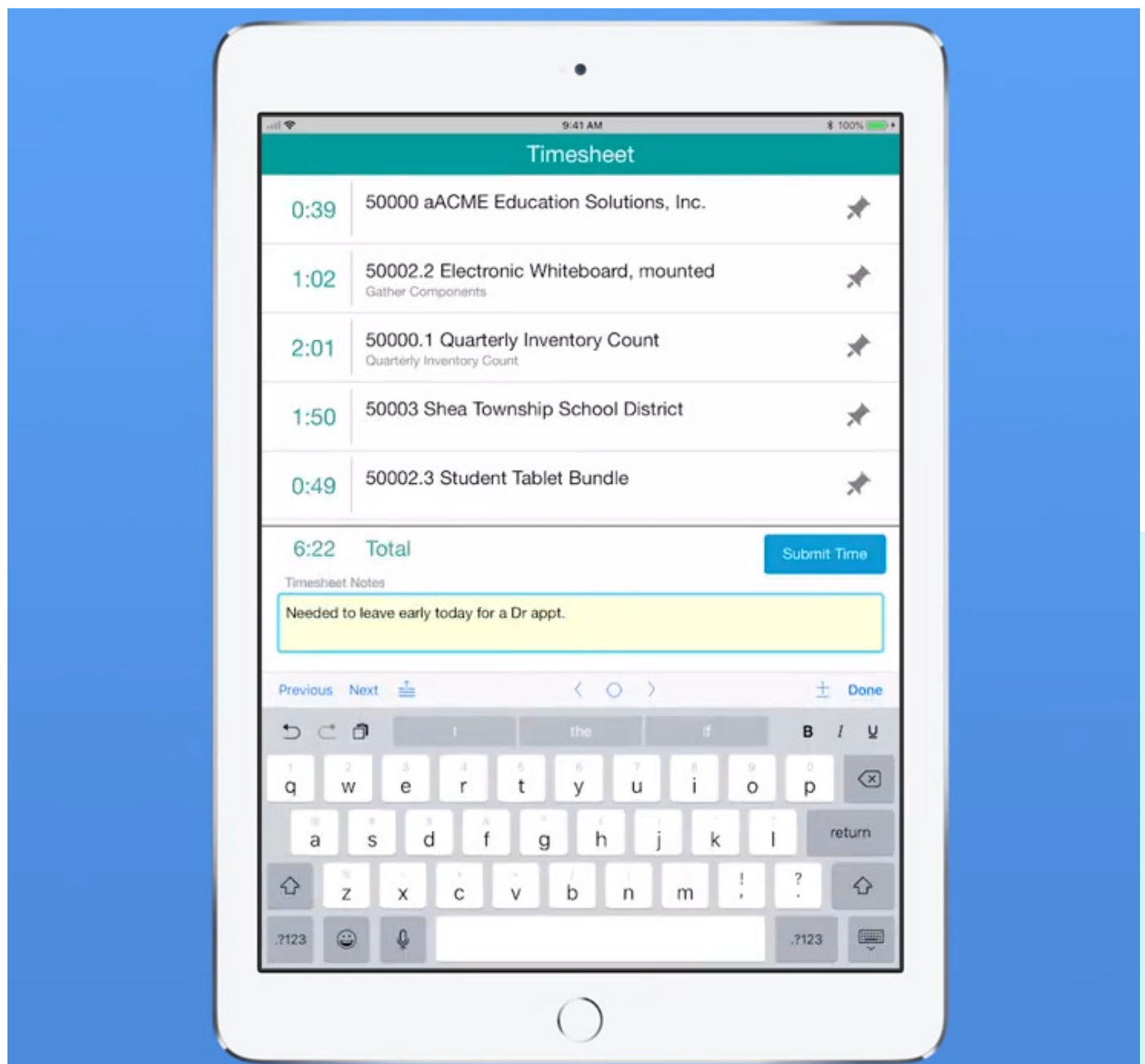
Time zoneCentral Time (US & Canada)

CancelSave

Integration with QuickBooks Payroll Premium and Elite enables automated compensation calculations and client billing with detailed hour breakdowns, creating seamless workflows from time entry to payment.

aACE also integrates time tracking throughout the ERP system, connecting it directly to jobs, tasks, and operational workflows.

Mobile time entry through the iOS app enables field workers to track time against specific projects, with all entries automatically updating job costs and resource utilization across the system.



While aACE doesn't process payroll internally (requiring integration with external providers), its strength lies in connecting time to broader operational contexts, showing how labor hours impact production schedules, project profitability, and resource allocation in real-time.

Time Tracking Assessment: **QuickBooks Time** wins for comprehensive time tracking, with mobile flexibility and seamless payroll integration. **aACE** excels when time tracking must integrate with production schedules and operational workflows where time is one component of larger business processes.



3.8 Purchase Order Management

At a Glance: Both platforms offer comprehensive purchase order management, the difference is that QuickBooks focuses specifically on financial workflow while aACE allows broader operational integration with inventory and production.

QuickBooks' purchase orders work directly with the inventory management system described in section 3.4, Basic Inventory Tracking.

You can manually add inventory items to a purchase order, or set up automatic purchase order generation once the stock runs out. QuickBooks will then generate a purchase order, and you'll be able to send it to your supplier.

Mailing address

Alex Blakey
Blakey's Bin Liners
45 Chart of Accounts Rd.
Midtown

Ship to

Select customer for address ▼

Purchase Order date

30/09/2022

PO no.

1009

Shipping address

Corner Bakery
Franchini 276
Alta Gracia, Córdoba 5186 AR

Ship via

► Category details

Amounts are Exclusive of Tax ▼

▼ Item details

	#	PRODUCT/SERVICE	SKU	DESCRIPTION	QTY	RATE	AMOUNT	TAX ?	CUSTOMER	
⋮	1	Catering	341253	Vanilla Cake	1	150	150.00	5.0%		🗑
⋮	2	Cake	142563	Red Velvet Cake	1	50	50.00	5.0%		🗑
⋮	3									🗑

Add lines

Clear all lines

Subtotal 200.00

Your message to supplier

Total 200.00

Memo

📎 Attachments

Maximum size: 20MB

Drag/Drop files here or click the icon

Show existing

Save and new

Save and send ⌘+Alt+M

Cancel

Clear

Print

Make recurring

Save

Save and send

Three-way matching with immediate inventory updates ensures accuracy even with partial deliveries, automatically handling complex scenarios like returns and allowances. It works across three documents: the purchase order, receiving inventory, and the vendor invoice. aACE issues a Purchase Order, the user records the Goods Receipt when inventory arrives, and the vendor invoice is entered as a Purchase in the system.

30

Another key strength is demand-driven purchasing.

Purchase orders automatically generate from sales orders that require inventory or production jobs that need materials, ensuring purchasing decisions reflect actual demand rather than estimates. Note that auto-generated POs are left in Pending status until they're processed by an employee to prevent the system from sending out orders by itself.

In addition, aACE streamlines complex purchasing scenarios such as drop shipments and special orders. Drop shipments allow vendors to send products directly to customers without passing through your warehouse, while special orders ensure items are routed through your facilities for inspection or repackaging before delivery. By automating these processes, aACE reduces manual data entry and keeps fulfillment accurate and efficient.

Record: 16 of 16

Order: 50065 Southglenn High School 01/07/2019

OPEN

Sales Order Management Job Costs & Approvals

Notices Emails Docs

Bill To

Customer (Bill To) > Southglenn High School
Contact > Nikki Huang
A/R Balance > 628.60
Credit Available
Rate Card >
Sales Rep > MH
Customer PO # > 6475
Billing Terms > Net 30
Disc %

Ship To

Ship To Company > Southglenn High School
Use Bill To
Ship To Contact > Nikki Huang
Delivery Type > Not Applicable
Courier Service
Courier Account #
Shipping Terms
FOB

Activities & Comments

Description

Thank you for your business!

Additional Info

Order Items

Line	Item Code	Description	Quantity	BC	DS	SO	Unit Price	Adjustment	Extended Price	Total	Tax Profile
1	Tech-201	Multimedia Projector	6		X		628.60	0.00	628.60	3,771.60	NY2017

Sales

Lead > Acct Manager > Referral Company >
Campaign > Type > Route > Source >
Sales Phone Referral

Fulfillment

Ffmt Priority > Normal
Start Date > 01/07/19
End (Delivery) > 01/21/19
Job >

Subtotal 3,771.60
Adjustment 0.00
Total 3,771.60
Shipping 0.00
Tax NY2017 259.30
Grand Total 4,030.90
Payment Due 4,030.90

Dept AI Assigned By Caitlin Nascher Assigned To Mara Harvey Tracking Status Open Order

Purchase Order Management Assessment: Both platforms provide comprehensive purchase order management with three-way matching and financial controls. **QuickBooks** offers strong approval workflows for financial management. **aACE** provides superior operational integration, automatically generating purchase orders from actual demand while updating all connected systems in real-time.



3.9 Multi-Entity/Multi-Company Support

At a Glance: aACE is built for managing multiple entities across many locations, while QuickBooks solves this with separate company files and records.

QuickBooks handles multi-entity support through separate company files for each entity, with the Desktop version (only available on the enterprise plan) allowing multiple files per installation while Online requires separate subscriptions.

Inter-company transactions require manual recording in both entities' files, maintaining detailed records but lacking automation for routine transfers or shared expenses.

Consolidated reporting involves exporting data from each file and manually combining with elimination entries, functional for simple structures but increasingly cumbersome as entity count grows.

The separate file approach ensures legal and tax compliance but reflects QuickBooks' small business focus where multi-entity operations are less common.

aACE natively supports multiple entities because of the way that it's built.

It allows tracking sales, inventory, and finances separately by entity while providing real-time consolidated views without synchronization issues.

Inter-company transactions flow automatically with matching entries created when entities transact, keeping books balanced without manual journal entries or month-end reconciliations. Real-time consolidation provides instant visibility across all entities with automatic eliminations, while multi-location inventory enables transfers between entities with proper tax handling based on geography.

This integrated approach particularly benefits organizations with complex structures: manufacturing companies with multiple plants, distributors with regional warehouses, or service companies with branch offices operating efficiently within one system.

Multi-Entity Support Winner: aACE by a significant margin. Its native multi-entity architecture with automatic inter-company transactions and real-time consolidation far exceeds QuickBooks' separate file approach. QuickBooks works well for a single entity but requires you to switch to the enterprise plan as organizational complexity grows and even still comes short against aACE.



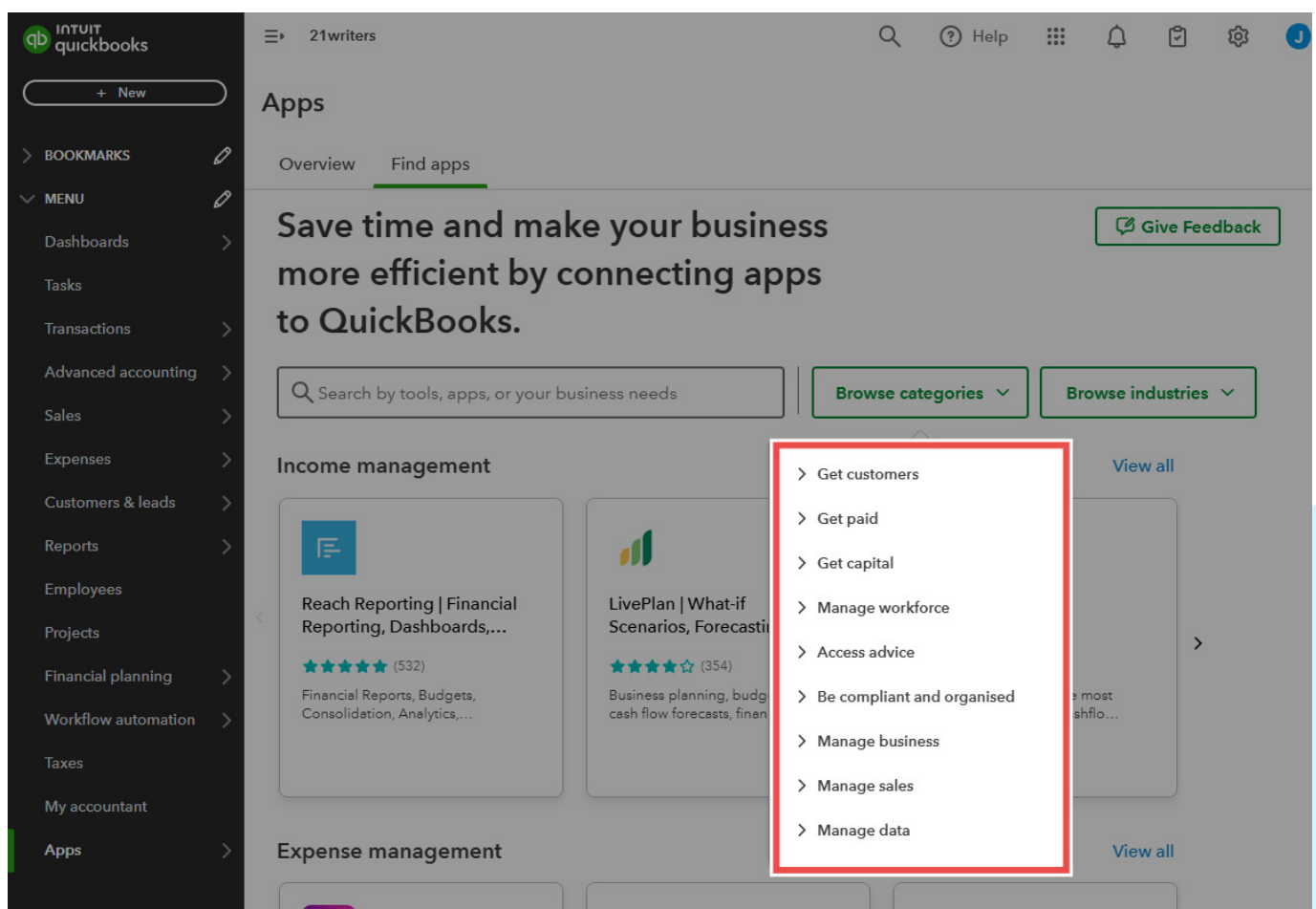
4. QuickBooks-Exclusive Features

4.1 Ecosystem & Integrations

The **QuickBooks** App Store represents one of the industry's most comprehensive business application marketplaces, featuring hundreds of verified applications that undergo strict integration standards and security requirements.

This ecosystem spans everything from inventory management and e-commerce to field service and manufacturing, enabling businesses to build customized technology stacks without sacrificing integration quality.

The Intuit product ecosystem creates powerful synergies: TurboTax integration streamlines tax preparation with automatic data import, while QuickBooks Capital leverages financial data for fast funding, demonstrating how data flows seamlessly between applications.



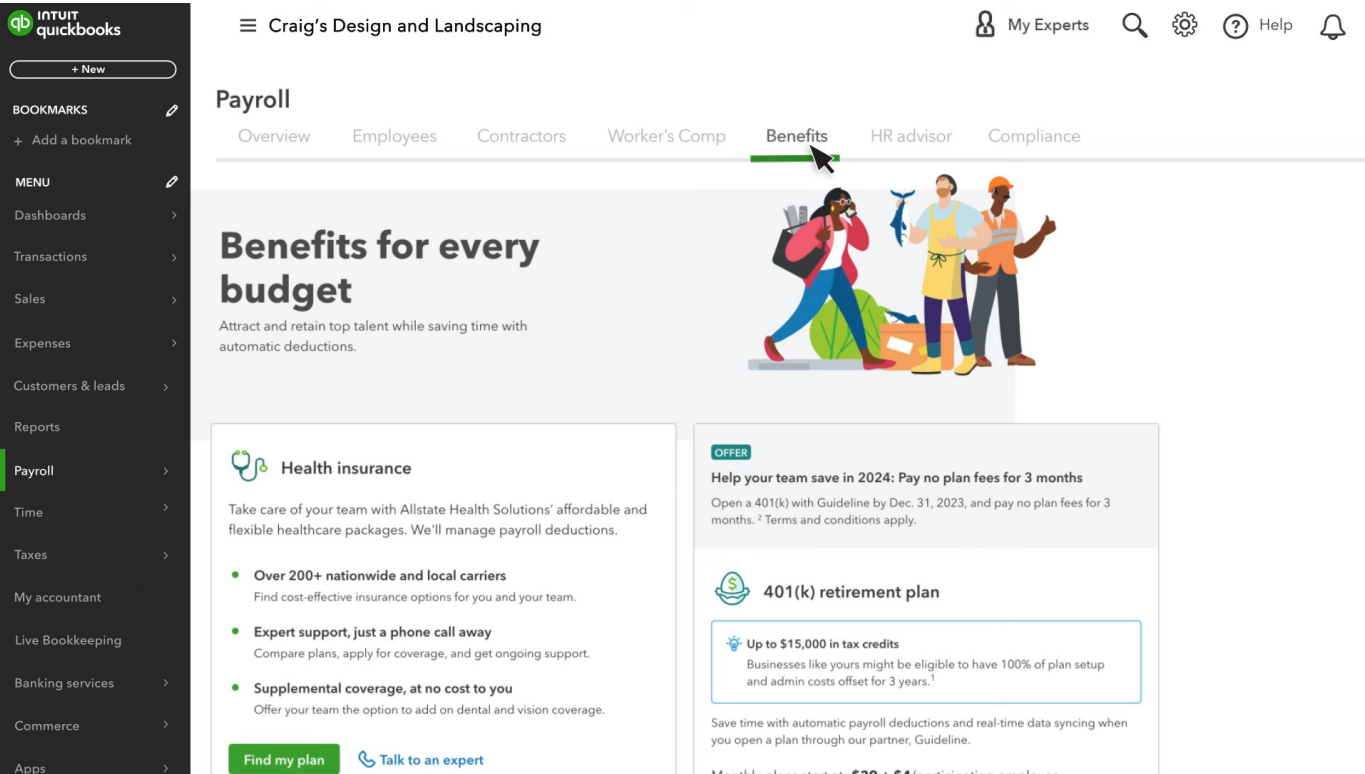
The ProAdvisor network adds human expertise with thousands of certified professionals providing industry-specific guidance, strategic planning, and comprehensive business advisory services beyond just software support.

The drawback of this approach is that you need to rely on add-ons when your company grows, making it more expensive and cumbersome to manage your entire business.

4.2 Payroll Processing

QuickBooks offers robust built-in payroll capabilities that eliminate separate payroll software, automatically calculating pay and taxes while ensuring compliance with federal, state, and local requirements through integrated tax filing that reduces penalty risks.

Employee self-service through the Workforce Mobile App provides 24/7 access to pay information with same-day direct deposit for Premium and Elite users, reducing HR inquiries while maintaining security.



Integration with QuickBooks accounting creates seamless workflows where time data flows automatically to payroll calculations, supporting various pay structures while posting expenses directly to appropriate ledger accounts without manual entries.

4.3 Banking Integration

QuickBooks maintains direct connectivity with thousands of financial institutions worldwide, continuously expanding partnerships to ensure reliable data flow with bank-level security.

Automatic transaction matching employs learning algorithms that improve accuracy over time, identifying patterns and suggesting categorizations while rules automate classification for common transactions.

QuickBooks Money provides integrated business banking where all transactions automatically record in the accounting system, offering real-time cash flow visibility with mobile deposits and bill pay directly within the platform.



5. aACE-Exclusive Features

5.1 Integrated ERP Capabilities

aACE's Production Capabilities track every manufacturing step in one system, supporting bills of materials, job tracking, and automatic purchase order generation for components, with finished items flowing directly to inventory with all costs captured.

Inter-Office Accounting automatically records appropriate entries when entities share resources or expenses, eliminating the month-end reconciliation headaches common with separate accounting systems.

Advanced Order Management workflows can handle multi-step processes beyond simple pick-pack-ship, managing partial shipments, backorders, kit assembly, and custom packaging while automatically updating all connected systems from inventory to customer communications.

Drop-Ship Automation eliminates manual coordination by automatically sending customer information to vendors while maintaining visibility throughout the process, with all parties staying informed through system updates.



5.2 Advanced Inventory Management

aACE offers enterprise-grade inventory capabilities that go far beyond basic stock tracking, providing sophisticated lot traceability, multi-location management, and automated warehouse operations that scale with your business.

Comprehensive Lot and Serial Number Tracking ensures complete product traceability throughout your supply chain.

aACE captures and maintains detailed records from receipt through final delivery, automatically linking serial numbers or lot identifiers to purchase orders, production jobs, and sales orders. This creates an unbreakable chain of custody invaluable for quality control, recalls, or compliance audits.

Inventory Lots

Record: 1 of 301

New Edit Delete Print Actions

Inventory Lots

Lot	Code	Transaction ID	Date	Office	Ref #(s)	Lot Qty	Lot Value	Curr Qty	~Curr Value	Accr Value	Status
> 50013	> HP-PPS-IAI	> JOB-50000.1	11/06/19	AI		10	0.00	6	0.00	0.00	OPEN
> 50030	> BOM-ZT-W	> PO-50001	01/13/20	MWRO		4,000	40.00	2,994	29.94	0.00	OPEN
> 50126	> BOM-ZT-W	> PO-50054	09/04/20	EE		5,000	50.00	795	7.95	0.00	OPEN
> 50142	> TBLT-STYP	> PO-50078	11/12/20	AI		50	249.50	7	34.93	0.00	OPEN
> 50224	> HP-300	> PO-50121	03/26/21	AI	1896546,1896547,	7	1,400.00	5	1,000.00	0.00	OPEN
> 50228	> PAINT-BPS	> JOB-50270.1	04/16/21	AI		250	0.00	5	0.00	0.00	OPEN
> 50268	> TB-LITSET-4bk	> JOB-50251.1	05/14/21	AI		80	0.00	0	0.00	0.00	OPEN
> 50271	> TECH-003	> JOB-50300.1	05/21/21	AI	586512-586531	20	23,750.00	5	5,937.50	0.00	OPEN
> 50308	> HP-300-T	> PO-50167	06/04/21	AI	4281669	40	1,000.00	10	250.00	0.00	OPEN
> 50344	> PEN-SPF	> PO-50184	07/09/21	AI		6	1,968.00	1	328.00	0.00	OPEN
> 50425	> TBLT-STYG	> PO-50203	08/20/21	AI		41	204.59	23	114.77	0.00	OPEN
> 50426	> TBLT-STYP	> PO-50203	08/20/21	AI		41	204.59	36	179.64	0.00	OPEN
> 50428	> TBLT-STYY	> PO-50203	08/20/21	AI		46	229.54	13	64.87	0.00	OPEN
> 50429	> WKBK-CUR	> PO-50204	08/20/21	AI		58	232.00	15	60.00	0.00	OPEN
> 50453	> PEN-SPF	> PO-50219	09/10/21	AI		20	6,560.00	20	6,560.00	0.00	OPEN
> 50490	> TB-MTH7	> PO-50245	10/15/21	AI		75	1,874.25	35	874.65	0.00	OPEN
> 50509	> TBLT-STYB	> PO-50255	11/05/21	AI		40	199.60	30	149.70	0.00	OPEN
> 50538	> WKBK-FRNCH3	> PO-50281	12/17/21	AI		115	2,298.85	40	799.60	0.00	OPEN
> 50545	> WKBK-CUR	> PO-50286	12/17/21	AI		60	240.00	60	240.00	0.00	OPEN
> 50548	> TBLT-STYR	> PO-50287	12/21/21	AI		80	399.20	18	89.82	0.00	OPEN
> 50558	> HP-300-T	> PO-50296	01/14/22	AI	18326,17395	40	1,000.00	30	750.00	0.00	OPEN
> 50560	> CR30222	> PO-50301	01/26/22	AI	014403,014404	6	1,260.00	6	1,260.00	0.00	OPEN

Show AllFind Open Inventory LotsRelated Records

Manufacturing businesses can trace which raw material lots went into specific finished products, while distributors can instantly identify which customers received items from a particular supplier batch.

Independently Managed Bins and Hub-Spoke Architecture represent cutting-edge capabilities introduced in aACE 6.

aACE supports service trucks with independent inventory levels – such as a truck operating in Alaska while the main office remains in Alabama. The system automatically generates purchase orders directly to the truck's location or creates transfer orders from the central warehouse. Setting up "Truck Number Two" as an independently managed bin enables separate replenishment logic, reorder points, and ship-to addresses, supporting complex distribution networks while maintaining centralized visibility.

Offices

Record: 2 of 4

New Edit Delete Print Actions

Office: aACME Education Solutions, Inc. AI ACTIVE

Office Details Setup Notices Tasks Emails Docs

Office Info

Address Title (Company Name)
aACME Education Solutions, Inc.

Address
1238 Broadway

City
New York

State / Prov
NY

Postal Code
11221

Country
United States

Postal Format
American

Payment Address

Payment Title (Company Name)
aACME Education Solutions, Inc.

Address
1238 Broadway

City
New York

State / Prov
NY

Postal Code
11221

Country
United States

Postal Format
American

Sync with Office

✓

Contact Info

Phone
(555) 418-9777

Alt Phone

Fax
(555) 418-9778

Phone / Fax Format
(###) ###-####

Email
info@aacme.com

Web Address
www.aacme.com

Email Format (using "John Q Public")
john.public@aacme.com

Departments (8) Team Members (51) Inventory Bins (27)

Bin Name	Abbr	Type	Replenishment Ship-To Location (Company)	Default	Non-Net	Clearing	Transit	Status
Warehouse Aisle 4, Bin D	WH-4D	Bin		☐	☐	☐	☐	●
Warehouse Aisle 5, Bin A	WH-5A	Bin		☐	☐	☐	☐	●
Warehouse Aisle 5, Bin B	WH-5B	Bin		☐	☐	☐	☐	●
Warehouse Aisle 5, Bin C	WH-5C	Bin		☐	☐	☐	☐	●
Warehouse Aisle 5, Bin D	WH-5D	Bin		☐	☐	☐	☐	●
Warehouse Aisle 6, Bin A	WH-6A	Bin		☐	☐	☐	☐	●
Warehouse Aisle 6, Bin B	WH-6B	Bin		☐	☐	☐	☐	●
Warehouse Aisle 6, Bin C	WH-6C	Bin		☐	☐	☐	☐	●
Warehouse Aisle 6, Bin D	WH-6D	Bin		☐	☐	☐	☐	●
Service Truck								

Cancel Save

Advanced Warehouse Operations leverage mobile technology and bin management.

The system supports multi-level location tracking with specialized bin types including transit bins for inter-location transfers, non-nettable bins for returned items awaiting inspection, and clearing bins that flag exception transactions requiring management attention.

Mobile apps with barcode scanning ensure picking accuracy and help streamline cycle counts, turning warehouse operations from paper-based to real-time digital workflows.

Mobile Workforce Enablement extends inventory management through purpose-built iOS applications.

The Inventory Counter app streamlines physical counts with barcode scanning, while the Pick app guides staff through optimized routes with scan verification. These tools reduce errors, increase productivity, and ensure accuracy without expensive specialized hardware.



5.3 Production Management

Job Costing tracks all production costs at the job level with hierarchical structures for complex projects, providing complete profitability analysis across materials, labor, freight, duties, and additional charges.

Supporting FIFO, LIFO, and specific unit costing methods, aACE enables auditing cost changes down to individual transactions. Real-time cost updates protect margins by alerting management when vendor price increases affect profitability, while automated cost rolling ensures pricing strategies remain current with market changes.

Progress Billing enables milestone-based invoicing with percentage or fixed-dollar installments, tracking cumulative billing against project totals while maintaining accurate revenue recognition throughout project lifecycles.

Jobs - 2

Record: 1 of 1

New Edit Delete Print Actions

Job: 50554.1 Student Tablet Bundle, 9" Screen

OPEN

Production Job

Notices Tasks Emails Docs

Job Info

Job Priority	Date Start	Time Start	Date End	Time End
Normal	06/24/22	3:20 PM	07/04/22	3:20 PM

Order Info

Order >	Order Title	Order Priority	
50554	Secaucus School District	Normal	
Date Start	Time Start	Date End	Time End
06/24/22	3:20 PM	07/04/22	5:00 PM
Assigned By >	Customer (Bill To) >	Contact >	
Mara Harvey	Secaucus School	Jennifer Madison	

Job Description

Related Jobs (2)

The assembly process for our student tablet classroom bundle.

Production

Code >	Budgeted	To-Date >	Remain
TBLT-BUNDLE-9 Student Tablet Bundle, 9"	17	17	0

Job Costs

Code	Budgeted	To-Date >	Remain
> BOM-ZT-W White Zip Ties	850	0	850 ^
> L-WH Warehouse Labor	0	0	0
> TBLT-9 Student Tablet, 9" Screen	425	0	425
> TBLT-9C Student Tablet, 9" Case	425	0	425
> TBLT-9SP Student Tablet, 9" Screen	425	0	425 v

Job Cost Entry

Tasks

Task Title	Dept	Assigned	Status
1 > Gather Components	AI-FFMT	Evan Phillips	Red
2 > Assemble Tablet Bundle	AI-FFMT	Ned Walker	Yellow
3 > Inspection	AI-QA	Allen Wright	Yellow

Preferences

Completing or voiding a task will mark the next task incomplete.

Auto-close job when all tasks are complete or void.

Apply remaining production quantity when job is closed.

Dept: AI-FFMT

Asgn By: MH

Asgn To: NW

Tracking Status: Gather Components

Parent Job > 50554 | Secaucus School District

Task dependencies ensure proper sequencing with automatic schedule adjustments rippling through related tasks, orchestrating complex projects without manual coordination.

Production Integration and Assembly Management seamlessly connects inventory with manufacturing operations.

Bill of materials management automatically reserves component inventory for production jobs, tracks material consumption in real-time, and updates finished goods upon completion.

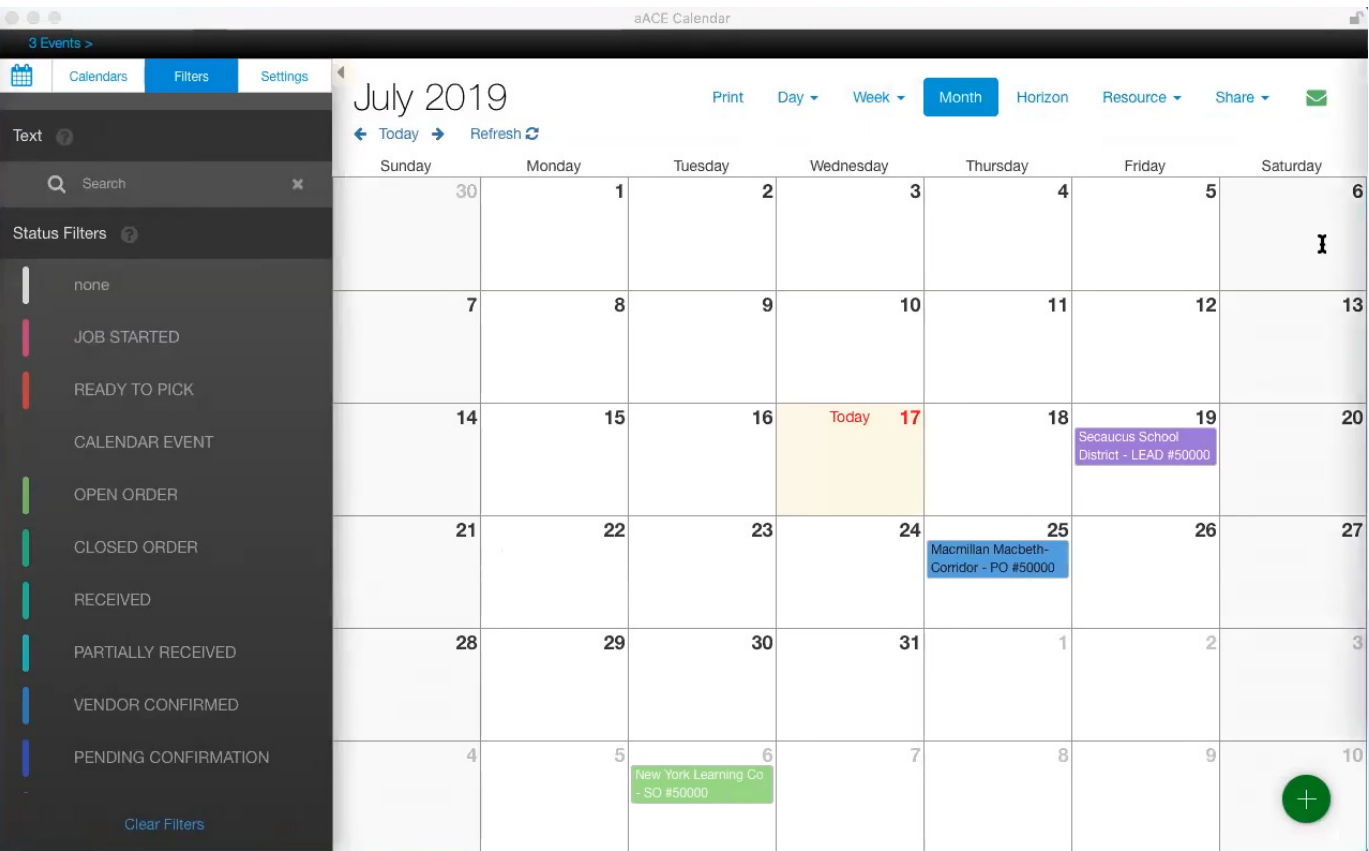
aACE handles assembly and disassembly scenarios while supporting material requirements planning (MRP) for forecasting component needs and automatically generating purchase orders when production schedules identify shortages.



5.4 Advanced Scheduling & Calendar

DayBack integration transforms aACE into a visual scheduling powerhouse, displaying dates from tasks, shipments, jobs, and orders in one color-coded calendar with drag-and-drop functionality that updates all related records automatically.

Resource Management through visual calendaring shows availability across people, equipment, and materials, preventing double-booking of vehicles, equipment, rooms, and personnel while identifying bottlenecks and optimizing utilization across the organization through visual time-slot management.



Meanwhile, the Horizon view provides Gantt chart functionality where dragging tasks automatically adjusts dependent activities, helping identify bottlenecks and balance workloads while maintaining direct connections to actual work orders and inventory availability.

6.2 Integration Capabilities

QuickBooks' integration architecture centers on the app marketplace and API ecosystem.

The platform provides REST APIs enabling custom integrations with external systems. Pre-built connectors in the app store cover major business categories from e-commerce to field service. Webhooks enable real-time data synchronization with external applications.

All popular apps

 Shopify Connector by Intuit Automatically sync eCommerce sales ★★★★★ (4248)	 Reach Reporting Financial Reporting, Dashboards,... Financial Reports, Budgets, Consolidation, Analytics, Metrics, Class Analysis ★★★★★ (547)	 WooCommerce Connector by Intuit Automatically sync eCommerce sales ★★★★★ (1834)
 Syft Analytics - Consolidations, Reports, Forecasts, Dashboard... Classes, Locations, Projects, Reports, Consolidations, Graphs, Benchmarks, AI ★★★★★ (627)	 A2X for Amazon, Shopify, eBay, and more Automated ecommerce accounting for Shopify, Amazon, Etsy, Walmart, PayPal &... ★★★★★ (621)	 Method CRM The #1 QuickBooks CRM software ★★★★★ (1755)
 PayTraQer - Shopify Amazon WooCommer...	 Synder - sync Stripe Shopify Amazon PayPal...	 Bulk Import / Export Excel CSV PDF IIF Receipts - SaasAnt...

The integration approach treats QuickBooks as the financial hub while specialized applications handle operational tasks. This creates flexibility but can result in data synchronization challenges and workflow gaps between systems.

aACE's integration philosophy emphasizes unified operations within the platform.

External integrations include payment processors, shipping services, and e-commerce platforms, designed to appear seamless to users. Credit card processing happens within order screens without separate terminals. E-commerce orders flow automatically into the same fulfillment workflows as phone orders.

Integrations

aACE Integrates with the Top Apps You Need to Run Your Business



Extend aACE Functionality with These Key Integrations

AvaTax
CommerceHub
DayBack
Extensiv Integration Manager
Global Payments Integrated
HubSpot

Mailchimp
Mailgun
NRG
Payment Innovators
ReadyShipper
ShipStation

Shopify
SPS Commerce
Tableau
TrueCommerce
VerticalResponse
WooCommerce

The FileMaker platform enables deep customization connecting aACE with specialized industry systems. Rather than users jumping between applications, integrations bring external data into aACE's unified interface.

6.3 Custom Automation Possibilities

QuickBooks custom automation primarily happens through third-party tools and integrations.

Zapier connections enable workflow automation between QuickBooks and hundreds of other applications. Custom fields and forms allow some personalization within the platform. Advanced users can leverage APIs to build custom applications, though this requires external development.

The approach works well for businesses comfortable managing multiple connected systems but can become complex as automation needs grow.

aACE's FileMaker foundation provides unparalleled customization where every aspect from interfaces to business logic can be modified without external programming.

Custom automation includes automatic PO generation from sales forecasts, complex commission calculations, conditional approval workflows, and proprietary system integration. The single-platform architecture ensures customizations work seamlessly with existing features, enabling gradual automation expansion through citizen developers or FileMaker consultants.



7. Deployment & Technical Comparison

7.1 Deployment Options

QuickBooks Online operates entirely in the cloud with automatic updates and disaster recovery, while Desktop provides on-premise installation for businesses requiring advanced features, faster performance with large datasets, or greater control over data security (although only available on the Enterprise plan).

aACE offers both cloud-hosted and on-premise deployment with identical features regardless of choice, allowing businesses to select based on security preferences, connectivity, and control requirements rather than functionality differences.

7.2 User Interface & Experience

QuickBooks Online offers an intuitive interface that new users find approachable, though the shift toward simplification removes the detailed controls that power users prefer, requiring adaptation periods when transitioning from Desktop versions. Its cross-platform support includes comprehensive browser compatibility for QuickBooks Online with iOS and Android apps.

aACE maintains consistent interfaces across all modules with color coding and standardized layouts, reducing learning curves by allowing knowledge from one area to apply throughout the system, while specialized mobile apps enable targeted workflows without navigating the full system.

aACE is available as a browser as well as a desktop app (Mac and Windows) through FileMaker Pro with iOS mobile apps for specific workflows.

7.3 Scalability

QuickBooks scales through tiered subscriptions with Online Plus supporting up to 5 users and Enterprise accommodating larger teams, with cloud infrastructure handling transaction volume growth automatically while Desktop relies on local optimization.

aACE is designed for 3 to 500 users from the start. It can also handle larger user counts as well, as demonstrated by implementations with over 1,000 employees across 7 entities, requiring robust server infrastructure but handling concurrent users without degradation.

User permissions reflect different philosophies: QuickBooks implements role-based permissions varying by tier, while aACE provides granular control over module access and data visibility supporting complex multi-entity structures.



8. Pricing & Total Cost of Ownership

8.1 Subscription Models

QuickBooks provides flexible growth paths through tiered subscriptions, allowing businesses to start with basic bookkeeping and upgrade as needs expand, with each tier adding features, users, and capabilities.

The screenshot displays four subscription plans for QuickBooks, arranged horizontally. The 'Plus' plan is highlighted with a 'CUSTOMER FAVORITE' badge. Each plan includes a 'Choose plan' button. The 'Simple Start' plan is for 1 user at \$38/mo. The 'Essentials' plan is for 3 users at \$75/mo. The 'Plus' plan is for 5 users at \$115/mo. The 'Advanced' plan is for 25 users at \$275/mo. Each plan lists its features, including Intuit Assist, Smart expense organization, Accounting Agent, Payments Agent, AI-powered reconciliation, Customer Agent, Finance Agent, and Project Management Agent. The 'Plus' plan also includes AI-powered profit & loss insights, anomaly detection and resolution, and budgeting. The 'Advanced' plan includes custom user management and permissions, custom report builder, data sync with Excel, revenue recognition, and forecasting.

Simple Start	Essentials	Plus	Advanced
Build your financial foundation	Save time and focus on growth	Scale with greater clarity	Boost efficiency and profitability
\$38/mo	\$75/mo	\$115/mo	\$275/mo
1 user	3 users	5 users	25 users
Includes access for your accountant	Includes access for your accountant	Includes access for your accountant	Includes access for your accountant
Includes:	Simple Start features, and:	Essentials features, and:	Plus features, and:
Intuit Assist	Intuit Assist	Intuit Assist	Intuit Assist
Smart expense organization	Accounting Agent NEW	AI-powered reconciliation BETA	Finance Agent NEW
Boosts your efficiency by reviewing and organizing your transactions	Posts transactions quickly—with explanations and predictions	Identifies potential issues and suggests solutions	Goes beyond P&L with financial planning and KPI analysis
Automated bookkeeping	Payments Agent NEW	Customer Agent BETA	Project Management Agent BETA
5 free ACH bank transfers/mo for bills	Helps create tailored strategies to get you paid faster	Prioritizes leads from your inbox and personalizes email followups	Helps win bids and allocate costs to keep projects on time
	Recurring invoices	AI-powered profit & loss insights	Custom user management and permissions
		Anomaly detection and resolution	Custom report builder
		Budgeting	Data sync with Excel
			Revenue recognition
			Forecasting

aACE offers Complete Edition as a fully hosted subscription including all infrastructure, or Enterprise Edition as a one-time purchase requiring separate FileMaker licensing but providing maximum customization flexibility.

aACE Licensing Options

aACE offers the Complete Edition for those looking for an out-of-the-box hosted solution and the Enterprise Edition for those seeking maximum control and flexibility.

COMPLETE EDITION

\$99 /user per month

5 user minimum

\$199 monthly hosting fee

Cloud-hosted

Limited customization

Complimentary, automated updates

ENTERPRISE EDITION

Starting at **\$33,500**

10 user minimum

20% annual maintenance

Onsite or cloud-hosted

Completely customizable

Complimentary, optional updates

8.2 Hidden Costs and Add-Ons

QuickBooks' total cost extends beyond subscriptions with payroll adding \$45 plus \$6.50 per employee monthly, payment processing fees, premium integrations, and potential ProAdvisor assistance for complex implementations. Apps and services in the Intuit ecosystem can also cost extra.

aACE includes all modules without additional licensing (accounting, CRM, inventory, and production come standard) though Enterprise Edition requires separate FileMaker licenses and implementation support typically billed in 10-50 hour increments based on customization needs.

8.3 ROI Considerations

QuickBooks delivers rapid ROI for service businesses through automated bookkeeping, integrated payments, and improved cash flow visibility, with the app marketplace enabling gradual capability expansion.

aACE's ROI comes from eliminating data silos and manual processes between departments while codifying unique business processes that create competitive advantages, particularly valuable for manufacturing and distribution companies improving inventory turns and order fulfillment.



9. Support & Implementation

QuickBooks provides extensive self-service resources including tutorials, setup wizards, webinars, and community forums, with mobile-specific training ensuring field workers can effectively use time and expense features.

It also offers ProAdvisor. A network that includes thousands of certified professionals providing local and online support with industry-specific expertise spanning tax planning, financial analysis, data migration, multi-entity structures, and technology integration.

aACE's entry support offering is ShowME aACE, a repository of recorded advisor sessions that show you exactly how to set up and use the platform.

But aACE goes a step forward. The majority of implementations are done by aACEsoft's in-house team and led by the same engineers who develop the solution.

That's where its Discovery Process comes in. aACE Software describes their Discovery Process like this:

The process begins with two months of hands-on experience using a configured system before any major investment is required. During this period, teams work in a live sandbox environment where they can test the software with their own business data.

The evaluation consists of three phases: Training, Gap Analysis, and Development Planning. These are designed to turn staff into "super users" who understand not only their own departments but also how sales, fulfillment, and billing connect across the business.

Through guided meetings, assignments, and step-by-step exercises, participants gain experience with daily workflows, identify potential challenges, and consider process improvements before full implementation begins.

While teams are learning what the software can do, advisors are learning how the business operates. This back-and-forth exchange highlights opportunities for greater efficiency instead of simply replicating existing processes in a new system. At the end of the process, businesses receive a detailed Development Plan that prioritizes customizations, provides cost estimates, and sets realistic timelines.

This discovery phase also helps create internal champions who serve as trainers and change agents during go-live, supporting smoother adoption. The approach has been refined over hundreds of implementations, and businesses can choose not to move forward if the evaluation does not meet expectations before committing to the full 3- to 6-month implementation.

10. Final Verdict

If you read the whole report, the differences are clear. QuickBooks is accounting software with some business management features, while aACE is business management software that includes comprehensive accounting.

The Core Trade-off

QuickBooks gets you up and running in days, sometimes hours. You pick a plan, connect your bank, and start invoicing. When you need more capabilities, you browse the app store and bolt on what you need. It's familiar, proven, and millions of businesses run on it successfully.

On the other hand, **aACE** takes months to implement.

But that's because it's doing something fundamentally different. It's learning how your specific business works and building those processes into the software itself. For example, your pricing structure for that one difficult client can become part of the system. The way you handle returns from your biggest distributor can be built right in.



When QuickBooks Makes Sense

If you're reading this report and thinking, "I just need good accounting software," get QuickBooks.

It's the right choice when your business fits standard patterns:

- You have one location.
- You sell services or simple products.
- Your inventory is straightforward (buy it, store it, sell it).
- And, most importantly, you're okay managing different parts of your business in different tools.

QuickBooks particularly shines for businesses under 25 people where the owner or a small team handles most administration. The automation features mean one person can manage what used to take a whole bookkeeping department — bank feeds pull in transactions automatically, rules sort them into the right categories, and reports prepare themselves.

When aACE Becomes Necessary

You'll know you need aACE when Excel becomes your real business system.

When you're repeatedly copying data between QuickBooks, your inventory system, and that custom Access database someone built five years ago. When simple questions like "what's our real profit on the Johnson account" require three people and half a day to answer.

aACE makes sense once your business has enough complexity that managing it in separate tools creates more problems than it solves. This typically happens somewhere between 10 and 50 employees.

The businesses that get the most value from aACE have some combination of these traits. For example:

- You manufacture or assemble products,
- You manage inventory across multiple locations,
- You have complex B2B relationships with custom pricing, terms, or workflows,
- Or you operate multiple legal entities that need to work as one business.

Making the Decision

Here's a simple test. List every system you use to run your business (QuickBooks, Excel sheets, CRM, inventory tracker, etc.). If that list has more than three items and you spend real time moving data between them, you should at least explore aACE.

But also be honest about your appetite for change. QuickBooks to aACE isn't an upgrade, it's a transformation. Your team will need to learn new workflows. You'll discover inefficiencies you didn't know existed. Some "how we've always done things" statements will need to go.

The payoff is that once you're through implementation, everything just works together.

An order flows from quote to cash without anyone re-entering data. Inventory updates everywhere the moment you receive it. Financial reports reflect your actual business operations, not just journal entries. And you get to understand exactly what happens, when it happens, and why it happens across your entire organization.



Next Steps

If you're leaning toward **QuickBooks**, start with their free trial.

Begin with a Simple Start or Essentials plan and upgrade as needed. You can always add capabilities through apps or move up to higher tiers. Just remember that if you end up needing Advanced or Enterprise features, you might want to reconsider whether QuickBooks is really the right long-term fit.

If **aACE** sounds like what you need, don't just request a demo.

Take advantage of the Discovery Process. It's two months of actually using the software with your real data before you commit:

- your team gets trained,
- you identify what needs customization,
- and everyone knows exactly what they're signing up for.

Some companies realize during Discovery that they're not ready for this level of integration. Better to learn that before you've invested six figures.

One final thought.

The wrong choice here isn't picking QuickBooks when you should choose aACE or vice versa. The wrong choice is doing nothing while your current hodgepodge of systems slowly strangles your growth. Both of these platforms can transform how you run your business. Pick the transformation that matches where you're headed, not just where you are today.





aACE vs QuickBooks

- Comparative Report by [MihaelCacic.com](https://mihaelcacic.com) -

This report was researched and written by **MihaelCacic.com** at the request of **aACE Software**.

All product names, logos, and brands are the property of their respective owners. Use of these names, logos, and brands in this report is for identification purposes only and does not imply endorsement.

Every effort has been made to ensure accuracy at the time of writing; however, MihaelCacic.com makes no warranties, express or implied, about the completeness, reliability, or suitability of the information contained herein. Readers should verify details with the respective vendors before making business decisions.