

QuickBooks Enterprise Solutions 7.0

White Paper

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Overview

After serving the needs of small businesses for over 10 years, QuickBooks identified a need to better serve users within and outside of the QuickBooks base who were larger and growing. Thus, QuickBooks designed Enterprise Solutions specifically with growing businesses in mind and with the intent that it be the most powerful QuickBooks product. It delivers the power, capabilities and flexibility to meet the unique needs of growing businesses for thousands less than other, more complicated accounting systems.

If you are currently using QuickBooks and are growing, you may be starting to stretch your current product. However, users are usually not interested in switching to new software because the cost of switching, including licenses, implementation, and retraining costs, can be very high. For these users, Enterprise Solutions offers an easy way to support their growth with a familiar interface. If you are not currently using QuickBooks, Enterprise Solutions is offers an affordable, easy-to-use alternative to their current solution.

Target Customer

Firmographics:

- Company has complex workflows which need to be automated with specialized software.
- Company has departments or employees specializing in functional areas such as accounting, payroll, sales, purchasing, shipping and receiving.
- Larger small businesses and mid-size businesses defined by:
 - Greater number of employees (20+)
 - Higher revenues (> \$1 MM)
 - More transactions with larger data file (often >70MB)
 - More than 1 location
- Experiencing or expecting high growth.
- Increasingly using other custom or business applications to run front end parts of the business and have relegated QuickBooks (if using QuickBooks) to the “back-end”.

Psychographics:

- May be Owner, CFO, Accounting Manager, Operations Manager, or IT specialist.
- Have aspirations of growth and success, and believe that the business is growing quickly. Believe their business has unique ways of operating and thus their financial and business management needs are unique.
- If currently on a QuickBooks product:
 - Feel that current QuickBooks product is not supporting the business’ growth and see significant room for improvement in performance, controls and additional sales and inventory functionality.
 - Reluctant to give up the ease of use and familiarity of QuickBooks.
 - Apprehensive about switching to a “full-blown mid-market package” that has “too much functionality,” is “too hard to learn or require retraining” or is “too expensive” for their needs.
- If not currently on a QuickBooks product, and considering switching from a competitive product:
 - Often are “over-served” by current product.
 - Feel that current product is not easy to use, is too costly in terms of license fees, maintenance, upgrade/installation time, and is difficult to train employees on.

KEY FEATURES & BENEFITS

Capacity, Speed and Users Growing Companies Need

QuickBooks Enterprise Solutions is the fastest and most scalable QuickBooks product to support the needs of growing businesses.

QuickBooks Enterprise Solutions allows users to scale from 5 to 20 users as they grow. QuickBooks Enterprise Solutions is available in 5-user, 10-user, 15-user and 20-user license packs.

QuickBooks Enterprise Solutions offers the most capacity of any QuickBooks product – users can add and track 100,000 or more items, customers or vendors.¹

Built with a powerful industry standard SQL database to scale as your business grows.

Enhanced Functionality to Support Business Growth

Advanced User Permissions

QuickBooks Enterprise Solutions' advanced permissions enable users to apply more granular user permissions to activities within all areas of QuickBooks by assigning distinct user access levels including view-only, create, modify, delete, and print.

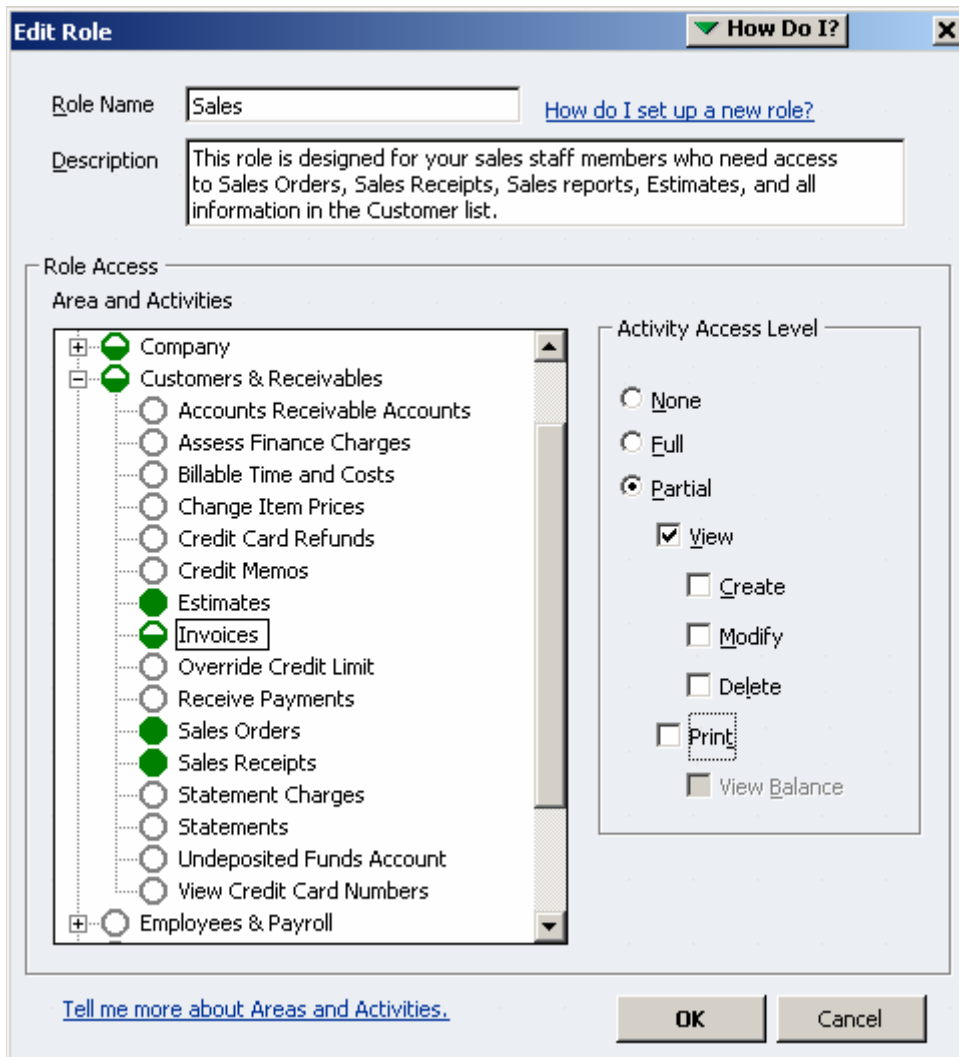
Enterprise Solutions enables permission controls on over 115 individual activities, compared to 10 broad-area activities in QuickBooks Premier. You can also restrict access to specific lists and report groups based on user roles. This use of roles (along with the 13 pre-defined roles) makes it more efficient to set up and maintain permissions, especially when there are a large number of users. Users can be assigned multiple roles, and individual roles can be assigned to multiple users. This increased granularity of control gives the Admin the flexibility to customize access levels for each user.

Additionally, Enterprise Solutions offers the following capabilities:

- Activities such as setting company preferences can be assigned to other users while still limiting administrative control over accounting activities, such as closing the books, to the Admin (e.g. the accountant).
- A view permissions report is available to see the roles that individual users are assigned to, and what permissions each role has.
- Payroll holes have been closed – so even if a user has access to a check register, the payroll data will be obfuscated unless the user also has access to payroll. Additionally, if a user does not have access to payroll, the user can be prevented from accessing the payroll & compensation information in the Employee Center.
- Permissions can be set to limit user access to specific bank accounts.
- All existing Pro and Premier user permissions can be migrated to Enterprise Solutions, where they can be further customized to suit the needs of the business.

¹ Performance testing was conducted at 100,000 item lists. You may see performance degradation as you add more than 100,000 items, customers or vendors.

The sample screenshot below shows the permissions that have been set up for the role of Sales Rep. As is evident from the screenshot, users with the role of Sales Rep have full access to Estimates, Sales Orders, Sales Receipts, and Viewing Customer Detail, but have no access to the Employee & Payroll area of Enterprise Solutions. In the image, the user has clicked on Invoices. The check mark by View in the Activity Access Level control shows that the Sales Reps have only the ability to View Invoices



Administering/Maintaining Permissions

Administering/Managing Roles

Permissions can be viewed and modified by user and role. You can copy designated user or role permissions and assign them to a new user or role by clicking the “Duplicate” button. This allows users to quickly and easily add new users and roles based on the permissions they are accustomed to and make just the modifications they need to fill their business needs.

Determining user permission levels

Easily generate reports of permissions to get a bird’s eye view of existing permissions by user or role. Simply select the type of view and the roles or users you want to see, and an easy-to-read report is created for you.

View Permissions
 Print... Close

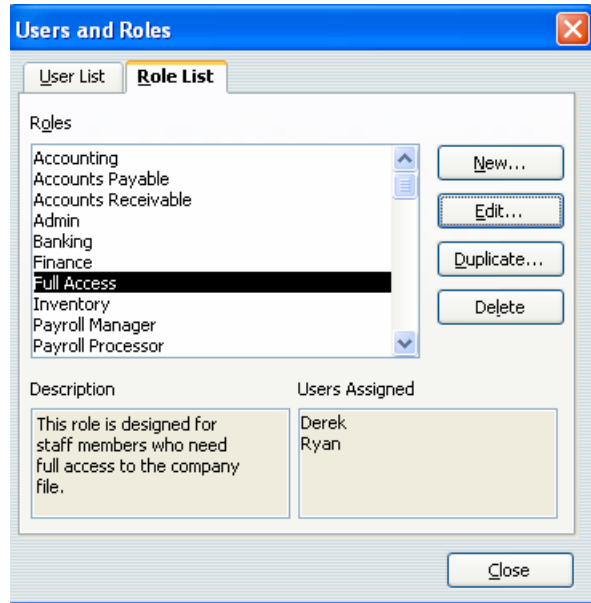
Rock Castle Construction
 12/15/2007

Permissions Access by Users

Areas and Activities	Accountant	Bill	HRadmin	John	Tina
Accounting	Full	Mixed	None	None	None
Asset Accounts	Full	Full	None	None	None
Edit Closed Transactions	Full	None	None	None	None
Equity Accounts	Full	Full	None	None	None
General Journal	Full	None	None	None	None
Liability Accounts	Full	Full	None	None	None
Manage Fixed Assets	Full	None	None	None	None
Working Trial Balance	Full	None	None	None	None
Banking	Mixed	Mixed	None	None	None
Bank Accounts	Full	Full	None	None	None
Barter Account	Full	Full	None	None	None
Cash Expenditures	Full	Full	None	None	None
Checking	Full	Full	None	None	None
Savings	Full	Full	None	None	None
Checks	View	View	None	None	None
Credit Card Accounts	Full	Full	None	None	None

Adding and modifying user permissions

Enterprise Solutions ships with 13 pre-defined user roles to make setting up permissions fast and easy.



Predefined roles include:

- Accounting
- Accounts Payable
- Accounts Receivable
- Banking
- Finance
- Full Access
- Inventory
- Payroll Manager
- Payroll Processor
- Purchasing
- Sales
- Time Tracking
- View-only

The permissions are flexible and easy to customize:

- Multiple roles can be assigned to a single user.
- A single role can be assigned to multiple users.
- Roles can be created from scratch.
- User roles can be copied and customized to fit the needs of the business. Modifying permissions with a user-roles model is easier especially if your clients have multiple users assigned to a single role. Clients no longer have to change permissions for each user. Just change the permissions to the role and the user(s) permissions will be updated automatically.

Support for Businesses with Multiple Locations

Companies with multiple locations can unify remote locations and workers for real-time access to all data using QuickBooks Enterprise Solutions 7.0. Enterprise Solutions offers the ability to connect multiple business locations and remote workers through the third-party Windows Terminal Services² software. This enables a company to run multiple independent sessions from a single server, with the appropriate number of paid Enterprise Solutions licenses. For example, a company could have five users running Enterprise Solutions remotely via Terminal Services and another five users running Enterprise Solutions over the LAN (local area network) at headquarters from a single server.

QuickBooks Enterprise Solutions 7.0 can be installed on a terminal server so that licensed users can access the software and company file from multiple remote locations. The company must purchase a software license for each user, local or remote, whether or not Enterprise Solutions is also installed on the remote location machines.

Microsoft Windows Terminal Services is software included in Windows 2000 Server, Server 2003, and XP Pro operating systems that allows users in separate locations to access software and company files that are installed at a centralized server at company headquarters. Windows

² Additional fees may apply. Requires Microsoft Windows Server 2003, 2000 Server, and XP Pro licenses. For multiple remote users, Windows 2000 Terminal Services Client Access license required for each user.

Terminal Services is a solution for companies with multiple locations who want to enable users in remote, secondary, or home offices to access Enterprise Solutions 7.0 throughout the day over lower bandwidth connections. Terminal Services uses a communication protocol that is optimized for moving graphical information quickly and efficiently across the network, so users can get top performance running Enterprise Solutions 7.0 over lower bandwidth connections from hundreds of miles away.

When Enterprise Solutions is used in conjunction with terminal server software, it only has to be installed on the server. Other terminals (PCs) access Enterprise Solutions without having the program installed directly on their hard drives, although paid licenses for Enterprise Solutions must be maintained for each user who accesses the software via Terminal Services. Windows Terminal Services allows multiple independent sessions to be run from a single server (although the fifteen simultaneous user limit still applies). The advantage of this method is that all processing is done on the server, which dramatically reduces network traffic.

Enterprise Solutions technical support engineers can provide limited Terminal Services support related to the Enterprise Solutions product. Windows Terminal Services is software included in Windows 2000 Server, Server 2003, and XP Pro operating systems.

Always-on Audit Tracking

An “always on” audit trail greatly reduces the time spent investigating changes to the QuickBooks files since the last time they were reviewed. Always-on audit trail records the transactions that are being entered, edited or deleted from the system. Always-on Audit Trail provides users with controls to protect against employee fraud and detect employee errors. Reliable audit trails protect against employees who attempt to make fraudulent transactions and then cover their tracks by deleting or editing the transactions to appear normal. Users will gain peace of mind that changes to their important QuickBooks data will always be tracked. Audit Trail has been improved so that there is no noticeable impact on performance.

Financial Statement Designer

Built-in Financial Statement Designer lets users create custom financial statements within Enterprise Solutions.

- Users can choose from over 20 pre-defined financial statements.
- Users can customize statements by inserting columns or rows to show prior year balances, variances between other columns, sub-totals, and more.
- Users can save the customized statements for repeated use and easily update them with new data.
- Users can QuickZoom® directly from a figure in the financial statement to its source in QuickBooks Enterprise Solutions.

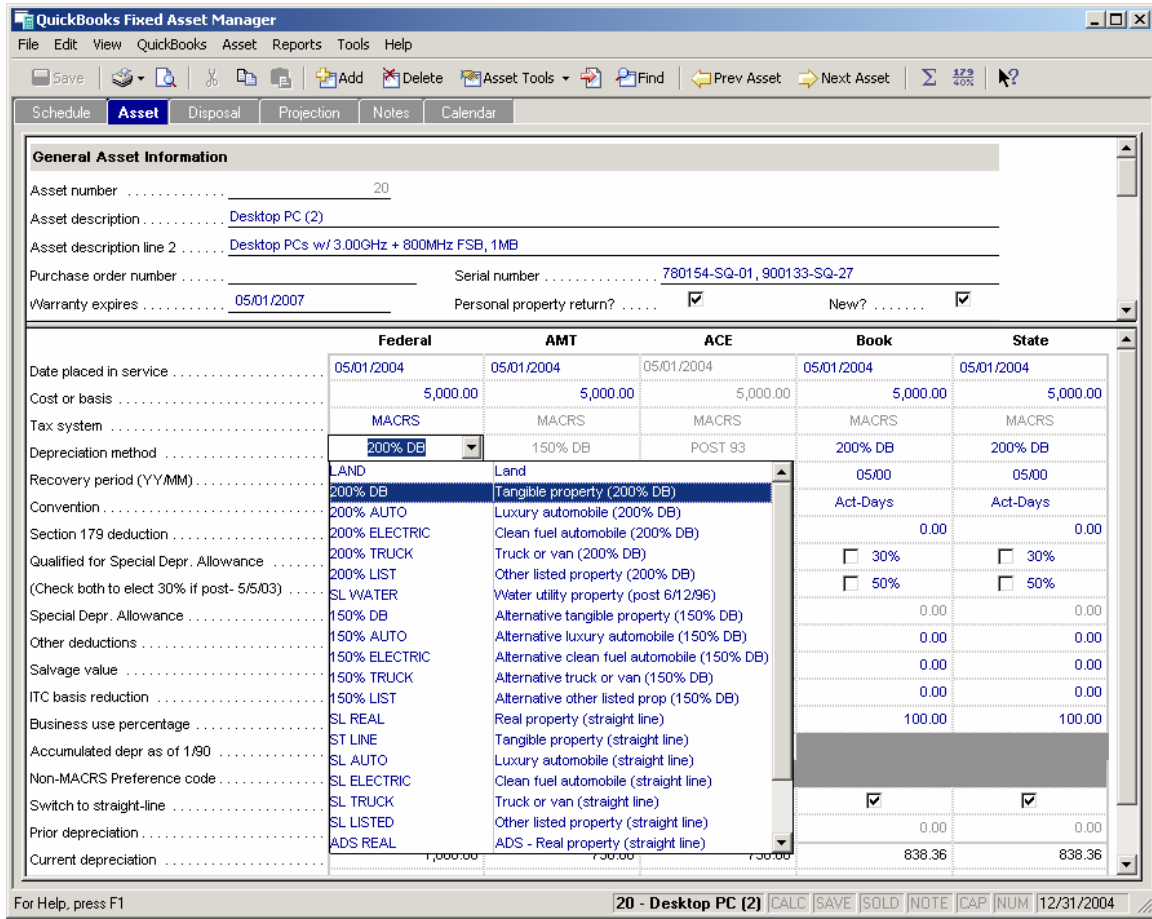
The screenshot displays the 'QuickBooks Financial Statement Editor - Current/Prior Year' window. The main area shows a financial statement with columns for Description, A, B, and C, and rows for ASSETS and PROPERTY AND EQUIPMENT. The data is as follows:

Description	A	B	C
ASSETS			
		2004	2003
CURRENT ASSETS			
Cash	\$ 65,294.71	\$ 69,588.16	
Accounts Receivable	76,610.00	32,749.76	
Tools & Equipment	5,000.00	5,000.00	
Inventory Asset	23,102.54	4,391.88	
Total Current Assets	\$ 170,007.25	\$ 111,729.80	
PROPERTY AND EQUIPMENT			
Land	\$ 90,000.00	\$ 90,000.00	
Buildings	325,000.00	325,000.00	
Trucks	78,352.91	33,852.91	
Computers	28,501.00	23,501.00	
Furniture	7,325.00	5,225.00	
Less Accumulated Depreciation	-107,066.20	-95,698.16	
Total Property and Equipment	\$ 422,112.71	\$ 381,880.75	

The interface also features a 'Column Properties' panel on the left, showing 'Current Column: A' and 'Column Type: Description'. The 'Row Properties' panel shows 'Current Row: 6' and 'Row Type: Account'. The 'Cell Properties' and 'Statement Properties' panels are also visible.

Fixed Asset Manager

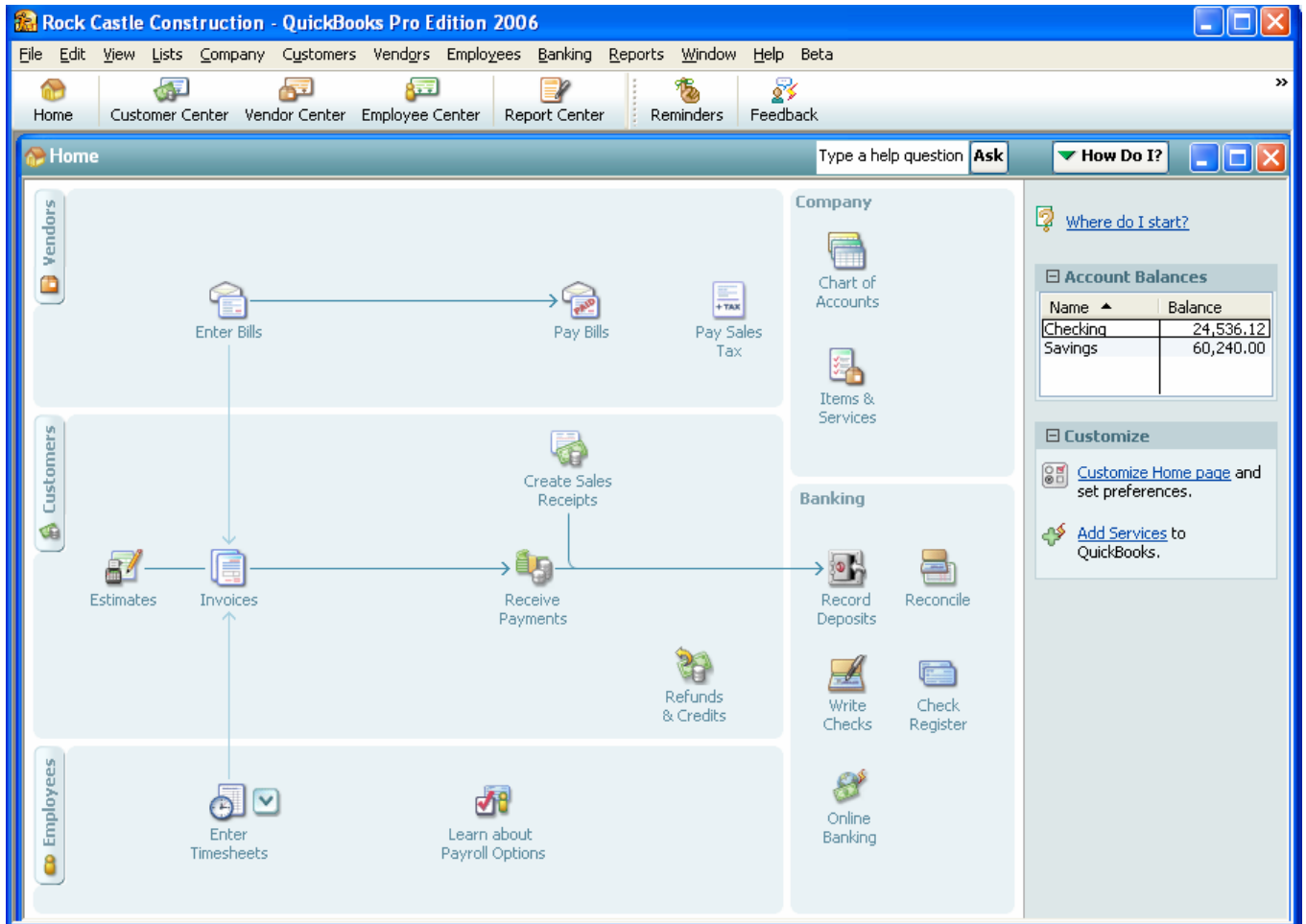
Fixed Asset Manager enables you to manage fixed assets from acquisition to disposition. Users can enter the asset's information, such as description, purchase date, cost, depreciation method, life and the general ledger accounts, and instantly calculate depreciation on assets such as autos, computers, and equipment.



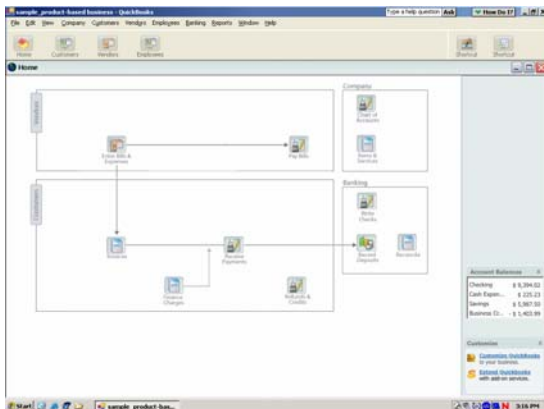
- Depreciation can be computed for up to six asset bases, including tax and book.
- Depreciation journal entries can be created, including disposals.
- Up to 20 reports can be printed, including asset schedules by G/L account, location, and category.
- Gains and losses can be calculated on asset sales.

Home Page

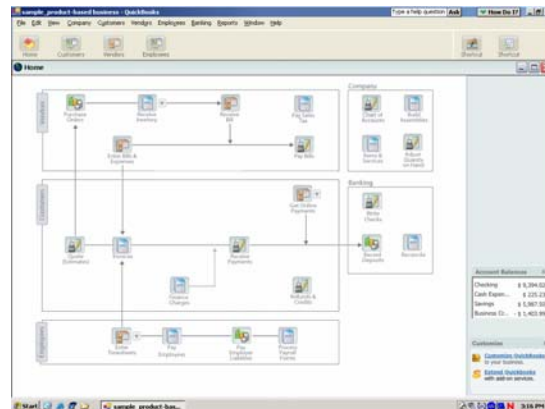
The Enterprise Solutions home page, also called the Super Navigator, provides an overview of QuickBooks activities, which makes it easy to access the most frequently used functions and tasks in QuickBooks. A workflow view shows the key tasks and how they are related. Users simply click on a task icon to get started performing that task. Get instant access to account balances in QuickBooks and the ability to customize QuickBooks easily by turning features on and off from a central location.



The home page is customized to each business based on their preferences and answers to questions in setup. Here are two examples of a customized home page:



Example 1: Sole Proprietor, tracks A|R and A|P, no add-on services



Example 2: Product-based business which tracks inventory and uses DIY Payroll and

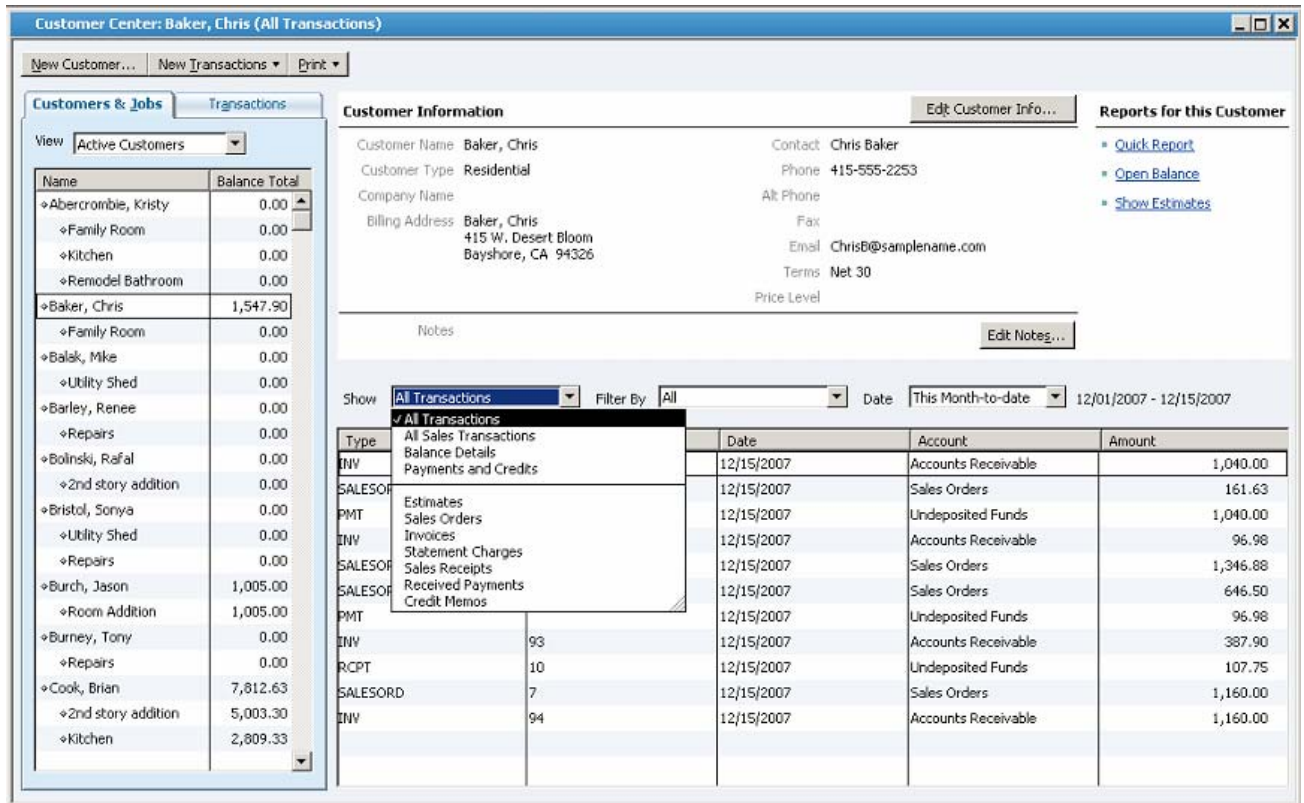
The home page includes:

- **Workflow area**, which provides a graphical overview of key QuickBooks tasks and shows how they are related, including key steps in the workflow (e.g. first you enter a bill, then you pay the bill). Each step is represented as an icon, which the customer can click to do the task.
- **Sample file indicator** (not shown here), which reminds the user if they are in a sample file and gives them a way to start a new company file.
- **Account balances**, which displays the account name and balances of bank account and credit card accounts, using the account balance information available in QuickBooks. This section can be closed, if desired, for privacy. If a user does not have permission to see a particular account, that account is not listed here. If a user does not have permission to see any account balances, this box does not appear.
- **Customize QuickBooks link**, which links the user back to where they can set preferences to determine which features are on/off in the home page and which features are on/off throughout the product. Note: There is limited customization available – not all features can be turned on/off on the home page, and not all features can be turned on/off throughout the product.

Customer Center

The Customer Center can be thought of as a single place for accessing and managing all information and tasks related to customer management, making information faster to find and easier to manage. In one screen you can see all your customers and exactly what they owe. Clicking on a customer’s name will immediately display all the activity you have had with them. All pertinent customer contact information (phone number, fax number, and payment terms) is also available in this view so you don’t have to go to a different screen to obtain this information. If a customer is past due, getting in touch with the customer is a snap.

The Customer Center consists of two contexts and the tabs allow a user to switch between contexts.



The first context is the “Customer List” context. This context has three panes:

- Customer List Pane (left side)
- Customer Detail Pane (top right side)
- Customer Transactions Pane (bottom right side)

In the customer list pane, the user selects a customer and that selection drives what is seen in the other two panes. The user can also “maximize” the customer list (and hide the other two panes). In this maximized view, the user can also customize the columns and see other information from the customer record (e.g. customer account number, zip code, sales rep, typical payment method).

The customer detail pane provides a quick, at-a-glance view of the most important (non-transactional) information for the selected customer. The customer’s contact information is in

this detail pane, along with key information such as the standard payment terms extended to this customer. This pane also includes two lines of free-form notes that are particular to this customer and provides access to a few key reports for this customer. Easily edit contact information from this window if you need to update any contact information.

The customer transactions pane provides easy access to the transaction information for the selected customer. Users can select a particular customer in the left pane, and transactions for that customer appear on screen in the right pane. The user can then sort and filter the transactions and choose to view exactly they want – by filtering on transactions of a certain type (e.g. Invoices), by status (e.g. see only Open Invoices) and/or by date (e.g. see only Invoices for the last month). Users can also choose which data columns to display, choose the order of the columns, and sort by any of the columns simply by clicking on the column headers. Double click on any transaction to see all the detail.

The second context is the “Transaction Lists” context. By using the Transactions tab, the user can also switch to the transaction lists context. This context is useful when a user wants to look for data *across all their customers*.

This transaction lists context has two panes:

- Transaction Folders Pane (left side)
- Transactions Pane (right side)

For example, if a user wants to see all the unpaid invoices (for all the customers that you deal with), the user would go the Transactions List tab and select invoices to view. The user could then choose to subfilter the invoice list to only show unpaid invoices. This list of unpaid invoices appears in the right pane.

The Customer Center also includes a toolbar, from which a user can start new tasks, such as creating a customer or job. They can also create new customer-related transactions like new estimates, new invoices, new sales receipts and more. The toolbar also allows the user print any of the information in the various panes of the Center.

Vendor Center

The Vendor Center works exactly like the Customer Center. Users can see all their vendors and what balance is owed to them. Users can click on a vendor name to see the vendor's contact information and the entire transaction history with that vendor.

Vendor Center: Patton Hardware Supplies (Bills)

Buttons: New Vendor..., New Transactions, Print

Vendors | Transactions

View: Active Vendors

Name	Balance Total
Custom Kitchens of Bayshore	0.00
Daigle Lighting	0.00
Davis Business Associates	0.00
East Bayshore Auto Mall	-942.90
East Bayshore Tool & Supply	0.00
Employment Development D...	0.00
Express Delivery Service	0.00
Fay, Maureen Lynn, CPA	0.00
Funds Transfer	0.00
Gallon Masonry	0.00
Great Statewide Bank	0.00
Hamlin Metal	670.00
Holly Heating and Electric	0.00
Hopkins Construction Rentals	700.00
Kershaw Computer Services	19,500.00
Keswick Insulation	0.00
Larson Flooring	0.00
Lew Plumbing	1,330.00
McClain Appliances	0.00
Mendoza Mechanical	0.00
Middlefield Drywall	1,200.00
Patton Hardware Supplies	80,769.20
Perry Windows & Doors	9,985.00

Vendor Information | Edit Vendor Info...

Vendor Name: Patton Hardware Supplies | Contact: Cam Patton
 Vendor Type: Materials | Phone: 415-555-1370
 Company Name: Patton Hardware Supplies | Alt Phone:
 Address: Patton Hardware Supplies | Fax: 415-555-1371
 4872 County Rd | Email:
 Bayshore CA 94326 | Account Number: RC 93
 Terms: Net 30

Notes | Edit Notes...

Reports for this Vendor:
 = Quick Report
 = Open Balance

Show: Bills | Filter By: All Bills | Date: All

Type	Num	Date	Open Bills	Amount	Open Balance
Bill		12/15/2007	Overdue Bills		500.00
Bill		12/15/2007	01/14/2008	76,000.00	76,000.00
Bill		12/12/2007	01/11/2008	810.00	810.00
Bill		12/02/2007	01/01/2008	13,695.00	0.00
Bill		11/17/2007	12/17/2007	325.00	0.00
Bill	35698	07/30/2007	08/29/2007	1,564.50	0.00
Bill		06/13/2007	07/13/2007	1,214.89	0.00
Bill		06/03/2007	07/03/2007	656.23	0.00
Bill		03/17/2007	04/16/2007	1,109.15	0.00
Bill		02/07/2007	03/09/2007	400.00	0.00
				96,274.77	77,310.00

Users can filter the vendor list to scan the list of vendors and see which ones they owe money to. Accounts payable filters provide a view selection that allows a user to select:

- All vendors
- Only the active vendors
- Only vendors with an open balance
- A Custom Filter that enables even more advanced filtering

A well designed Bill Entry Form makes it easy to accurately pay bills by entering the invoice number and matching a vendor's address with an invoice. The onscreen layout makes it easy to determine that the correct vendor address will print out before checks are written.

Bill

Vendor: Local Phone and Internet | Date: 12/15/2007

Address: Local Phone and Internet
 PO BOX 111
 Middlefield, CA 98566

Ref. No.: | Amount Due: 10.00

Bill Due: 01/14/2008

Terms: 2% 10 Net 30 | Discount Date: 12/25/2007

Memo:

Employee Center

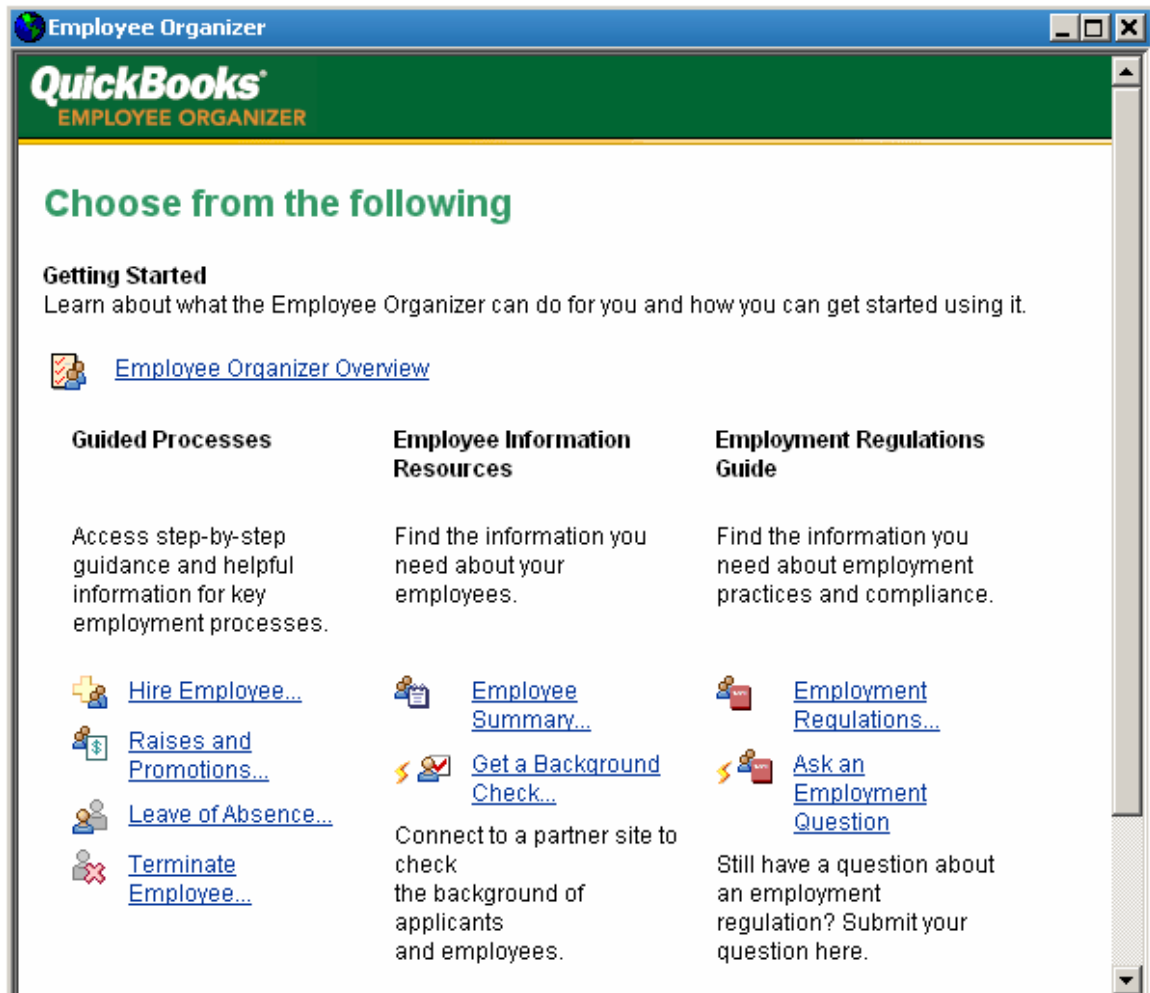
The Employee Center works in the same fashion as the Customer and Vendor Centers to put important employee details in one simple screen. Click on an employee's name to view their contact information, payroll³ and non-payroll transaction history.

Name	Date	Paid Through	Num	Memo	Account	Amount
National Medical In...	12/15/2007	11/30/2007	10768		Company Checking...	200.00
State Compensatio...	12/15/2007	11/30/2007	10769		Company Checking...	999.42
National Medical In...	11/17/2007	10/31/2007	10766		Company Checking...	200.00
State Compensatio...	11/17/2007	10/31/2007	10767		Company Checking...	1,032.97
National Medical In...	10/15/2007	09/30/2007	10764		Company Checking...	300.00
State Compensatio...	10/15/2007	09/30/2007	10765		Company Checking...	1,562.36
National Medical In...	09/15/2007	08/31/2007	10760		Company Checking...	200.00
Employment Devel...	09/15/2007	08/31/2007	10761	123-12345	Company Checking...	7,500.00
State Compensatio...	09/15/2007	08/31/2007	10762		Company Checking...	914.68
First National Bank ...	09/15/2007	08/31/2007	10763	94-4555555	Company Checking...	37,649.50
National Medical In...	08/15/2007	07/31/2007	10758		Company Checking...	200.00
State Compensatio...	08/15/2007	07/31/2007	10759		Company Checking...	916.26
National Medical In...	07/15/2007	06/30/2007	10770		Company Checking...	150.00
State Compensatio...	07/15/2007	06/30/2007	10771		Company Checking...	1,044.73
National Medical In...	06/16/2007	05/31/2007	10756		Company Checking...	200.00
State Compensatio...	06/16/2007	05/31/2007	10757		Company Checking...	1,056.06
National Medical In...	05/15/2007	04/30/2007	10751		Company Checking...	200.00
Employment Devel...	05/15/2007	04/30/2007	10752	123-12345	Company Checking...	498.06
Internal Revenue S...	05/15/2007	04/30/2007	10753	94-4555555	Company Checking...	2.40
State Compensatio...	05/15/2007	04/30/2007	10754		Company Checking...	1,079.51
First National Bank ...	05/15/2007	04/30/2007	10755	94-4555555	Company Checking...	3,205.36
National Medical In...	04/15/2007	03/31/2007	10749		Company Checking...	300.00
State Compensatio...	04/15/2007	03/31/2007	10750		Company Checking...	1,437.89
National Medical In...	03/17/2007	02/28/2007	10744		Company Checking...	200.00
Employment Devel...	03/17/2007	02/28/2007	10745	123-12345	Company Checking...	476.72

³ Add-on services require subscription, EIN and Internet access for certain features, including tax table updates and direct deposit

Employee Organizer

The QuickBooks Employee Organizer puts employee information, compliance guidance, and critical reports right at your fingertips.



The Employee Organizer provides:

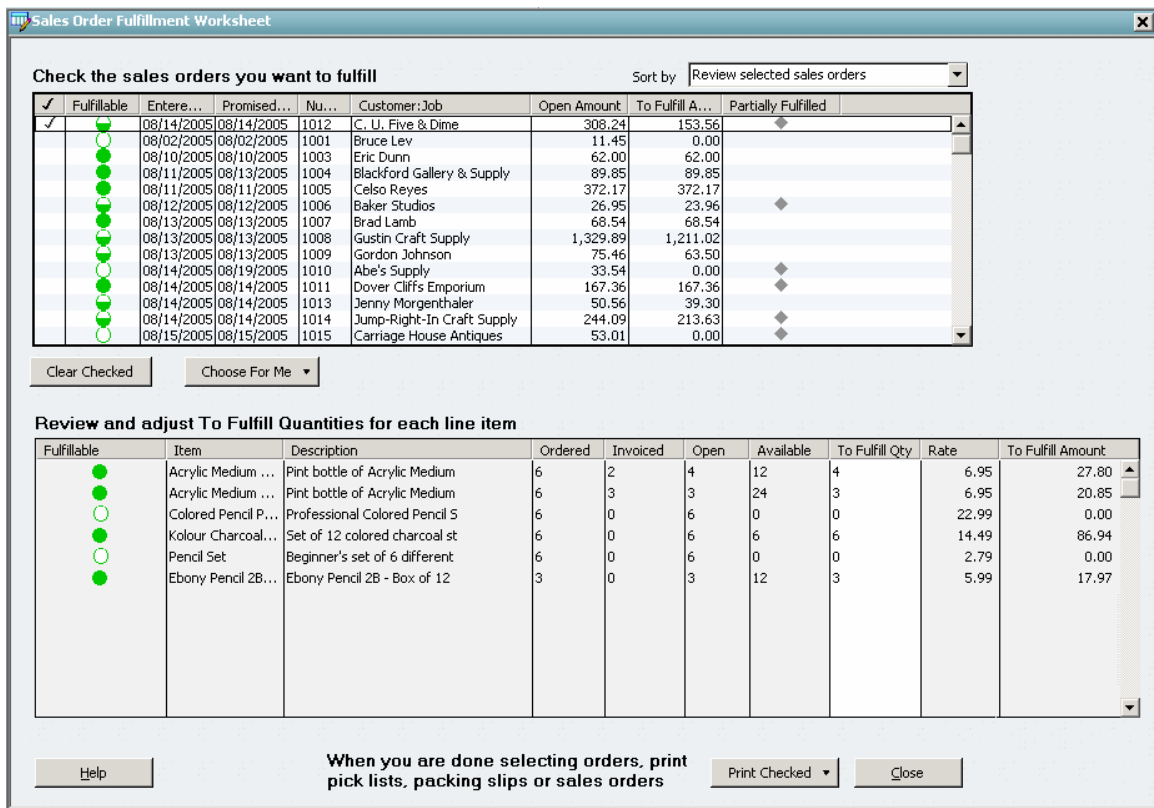
- Centralized Employee Information - including personal data, employment information, emergency contacts, current and historical compensation and payroll information.
- Compliance Guidance⁴ - for critical processes including recruitment, hiring, compensation, benefits, employee relations, and employment termination.
- Management Reports - that give you a clear view of employee-related information.
- Employment Forms, Letters and Templates – including selected state and federal government forms, templates for letters and other documents, employee management forms, tips on interviewing and evaluation reviews, and more, all available at your fingertips!

⁴ Internet connection required to activate and receive updates to the Employment Regulations Update Services.

Inventory Management

Sales Order Fulfillment

Order fulfillment worksheet makes it easier for users to pick, pack, and ship open orders using accurate inventory information, eliminating manual trial and error and guesswork. By combining several steps of a complex workflow into a single screen, this feature enables users to see all open orders that are partially or completely fulfillable based upon existing inventory levels so they can quickly identify what orders they can ship. They can filter which orders they see based upon their fulfillment preferences and they can sort orders by fulfillment status, order date. They can select which orders they want to fulfill and then batch print pick lists and packing slips. Users can maximize cash flow and decrease the probability of partially completed orders getting lost and creating customer unrest. Once shipments are received users can immediately see which orders can now be fulfilled as a result of the new inventory.



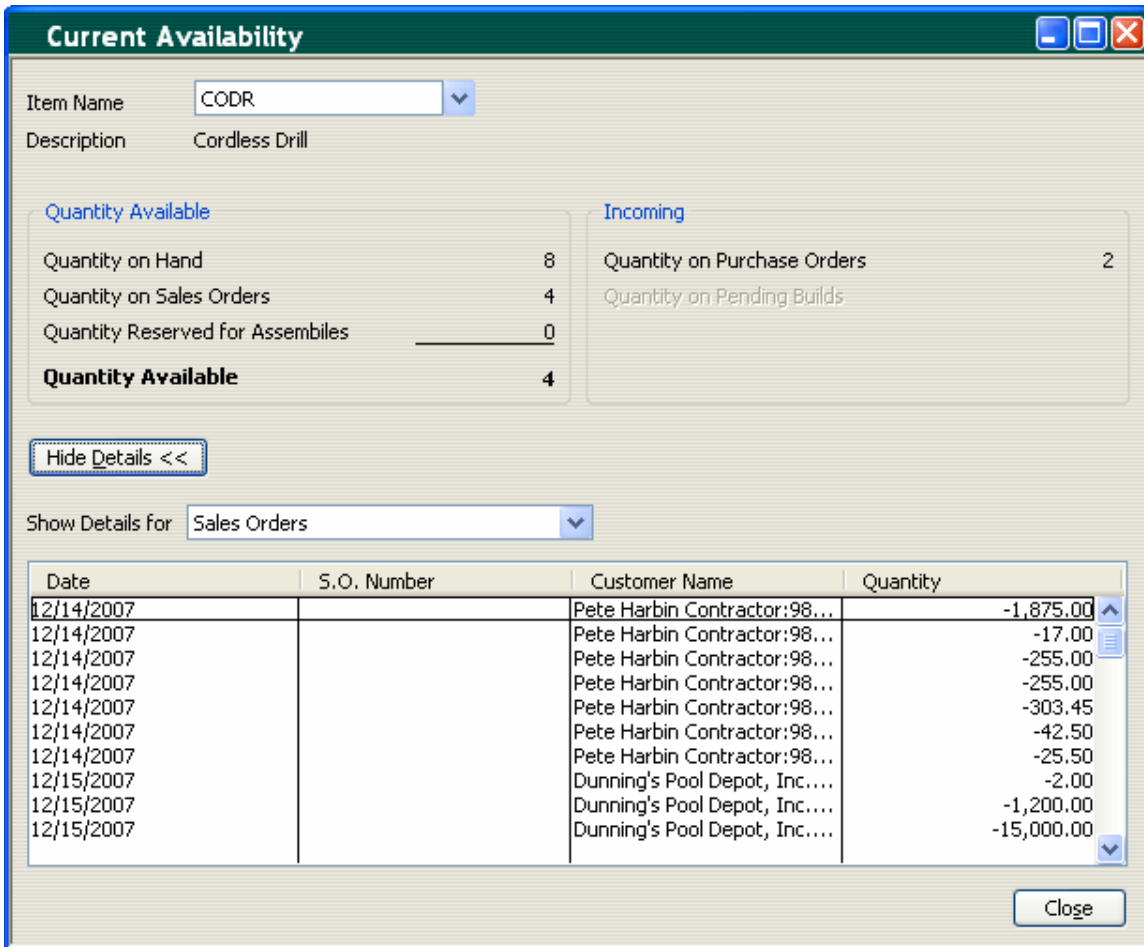
Unit of Measure Conversion – New in version 7.0⁵

You may buy the same item in one unit of measure, stock it in another, and sell it in yet another. Enterprise Solutions can automate the conversion from one unit of measure to another as the item moves through your business, helping you avoid costly mistakes. With a click, you can instantly convert from cases to pallets, or whatever units of measure you define. The correct units are then printed on invoices, purchase orders, sales orders, pick lists, and packing slips to help streamline your workflows and enable you to easily buy and sell products in precisely the way your vendors and customers prefer.

⁵ Unit of Measure feature not included in Enterprise Solutions: Retail Edition.

Available to Promise

This feature enables users to manage items in inventory by displaying information on items on hand, items on order. Users can see on each line of a sales order how many items are on-hand (available to sell), committed (sold on other open sales orders), on a pending build (on an assembly), and on-order (on open purchase orders). By showing details the user can see when items are due in (promised date), due to be assembled (pending builds). With this information displayed in one place, users can more easily manage large orders, incomplete shipments / fulfillment, and rare / difficult to make or buy parts. This feature can also enable a telesales force to sell items without having to know everything about what is going on in manufacturing or production. For items that are not currently available (out-of-stock), the user (or sales rep) will be able to give a reasonable promised fulfillment date.



Improved Bill of Materials Cost Tracking

Users can track consumed labor, and accurately plan labor based on production or assembly forecasts. Users can manage COGS (by including the cost of labor in the cost of assemblies), set prices to reflect true costs, and manage their flexible manufacturing resources (people and machines). This feature also allows the user to add Non-Inventory Parts and Other Charges types of items to the Bill of Materials' Assembly Item. By understanding how the cost of labor impacts the cost of goods sold, users can have a more accurate measurement of costs (COGS), increased

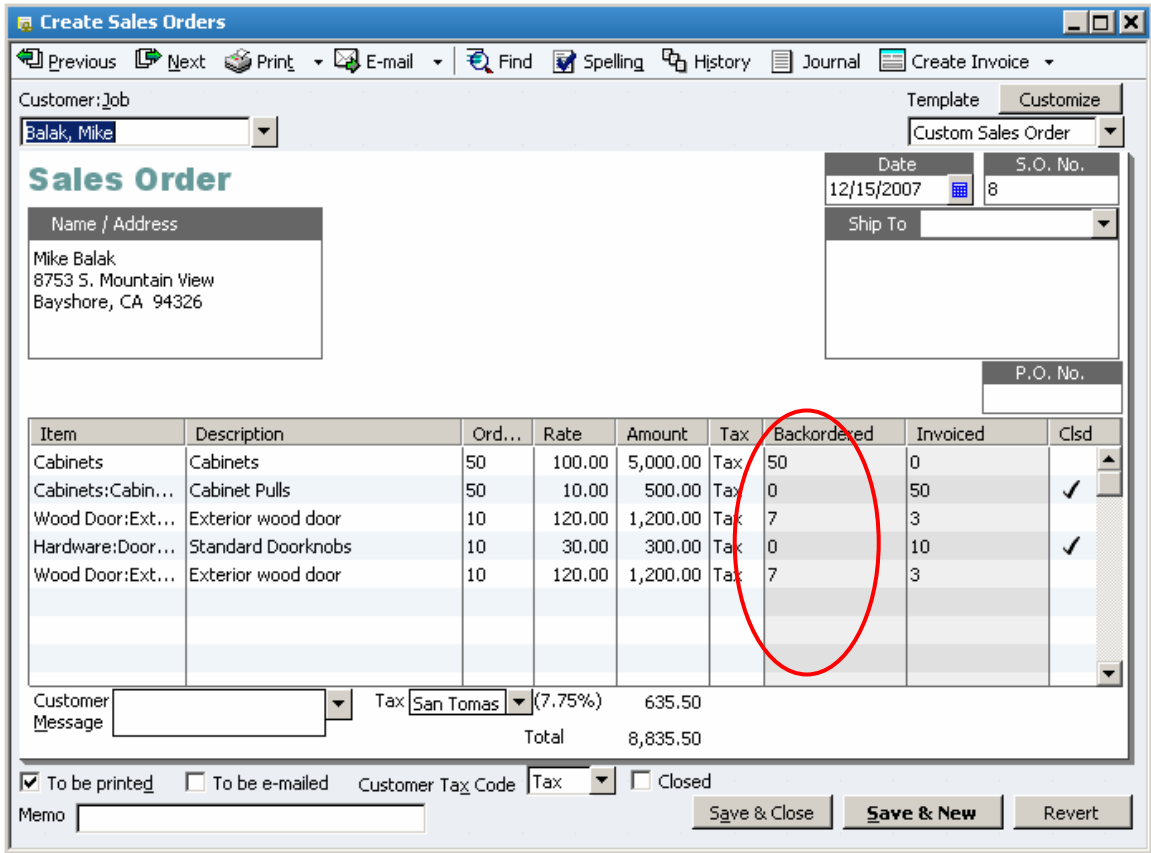
capability for scheduling labor, and better understanding of profitability for produced, assembled, or manufactured items.

Item	Description	Type	Cost	Qty	Total
Hardware:Doorknobs...	Standard Doorknobs	Inv Part	27.00	1	27.00
Wood Door:Interior	Interior wood door	Inv Part	60.00	1	60.00
Hardware:Brass hinges	Standard Interior Brass Hinge	Inv Part	3.00	3	9.00
Door Frame	Standard Interior Door Frame	Inv Part	12.00	1	12.00
Labor	Door Assembly Labor	Service	5.00	2	10.00
Shipping	Shipping Charges	Other Charge	5.00	1	5.00

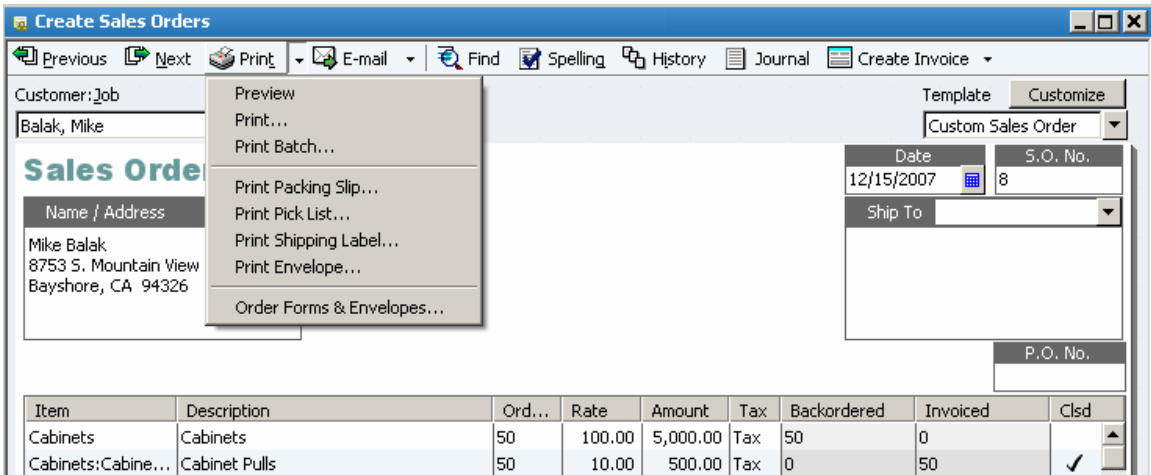
Total Bill of Materials Cost: 123.00

Backorder Functionality on Sales Orders and Invoices

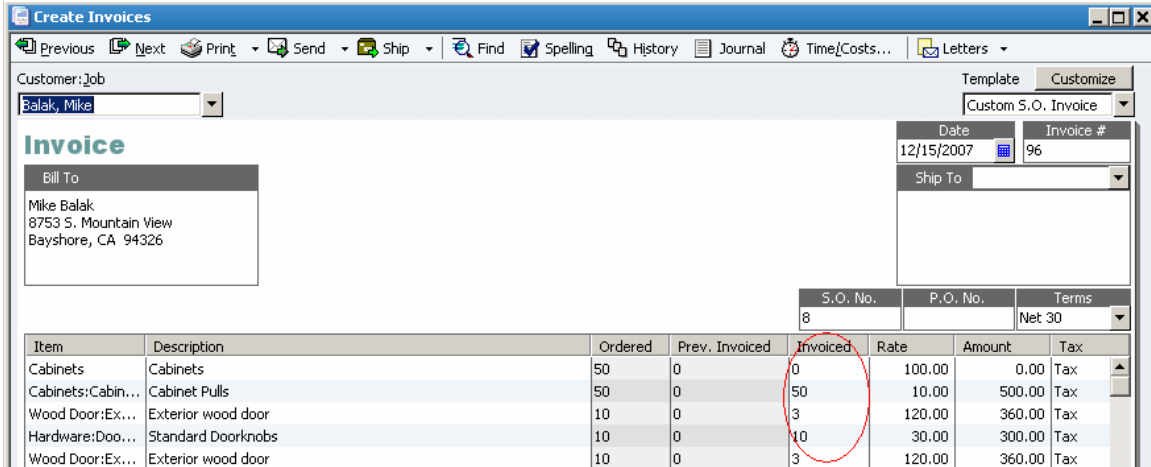
Back order functionality makes it easier for users to understand if an order has been completely fulfilled or not so that they can better manage incomplete orders, sales orders and invoices. When an order cannot be completely fulfilled, the sales order automatically keeps track of how many items were fulfilled by earlier partial shipments. A Backordered column on the sales order indicates fulfilled and still open quantities and line items.



In addition, the user can create pick lists for the shop floor or packing lists for shipment directly from the sales order. Users can easily create all documentation necessary to support and complete partial shipments.

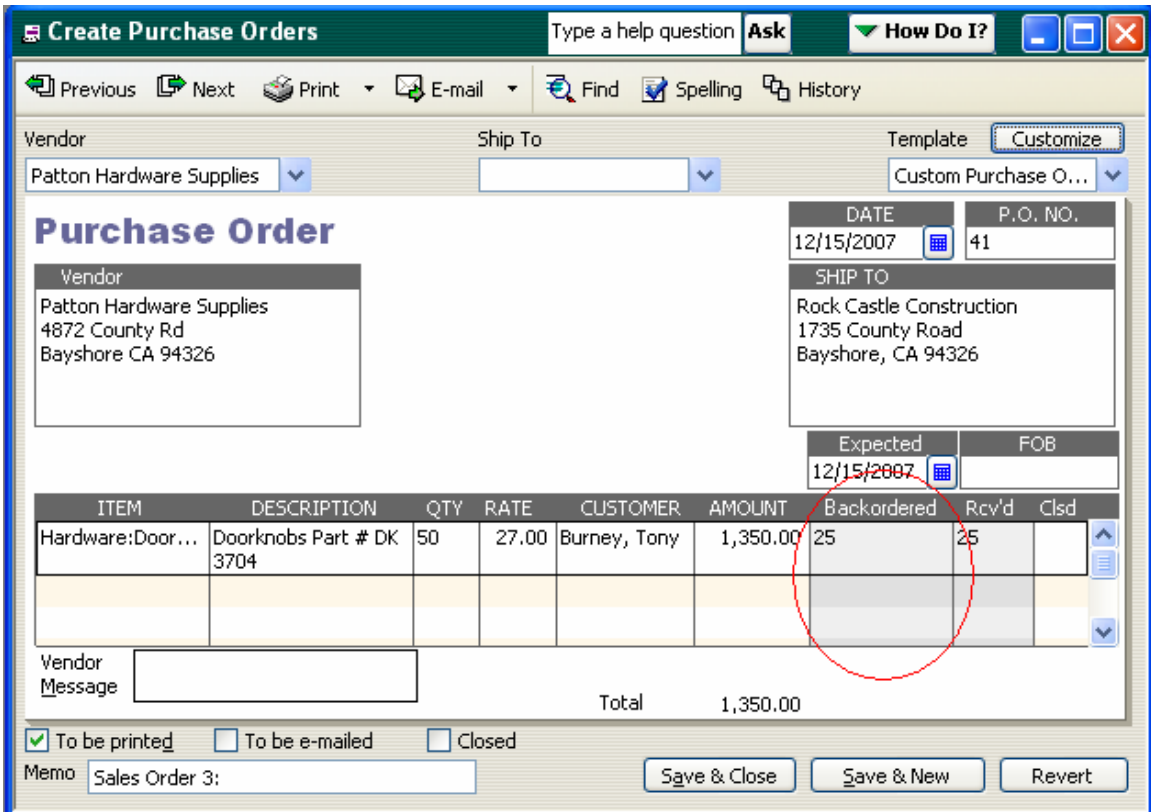


The Backordered column on Invoices reflects quantity shipped and quantity remaining open by line item, and by quantity.



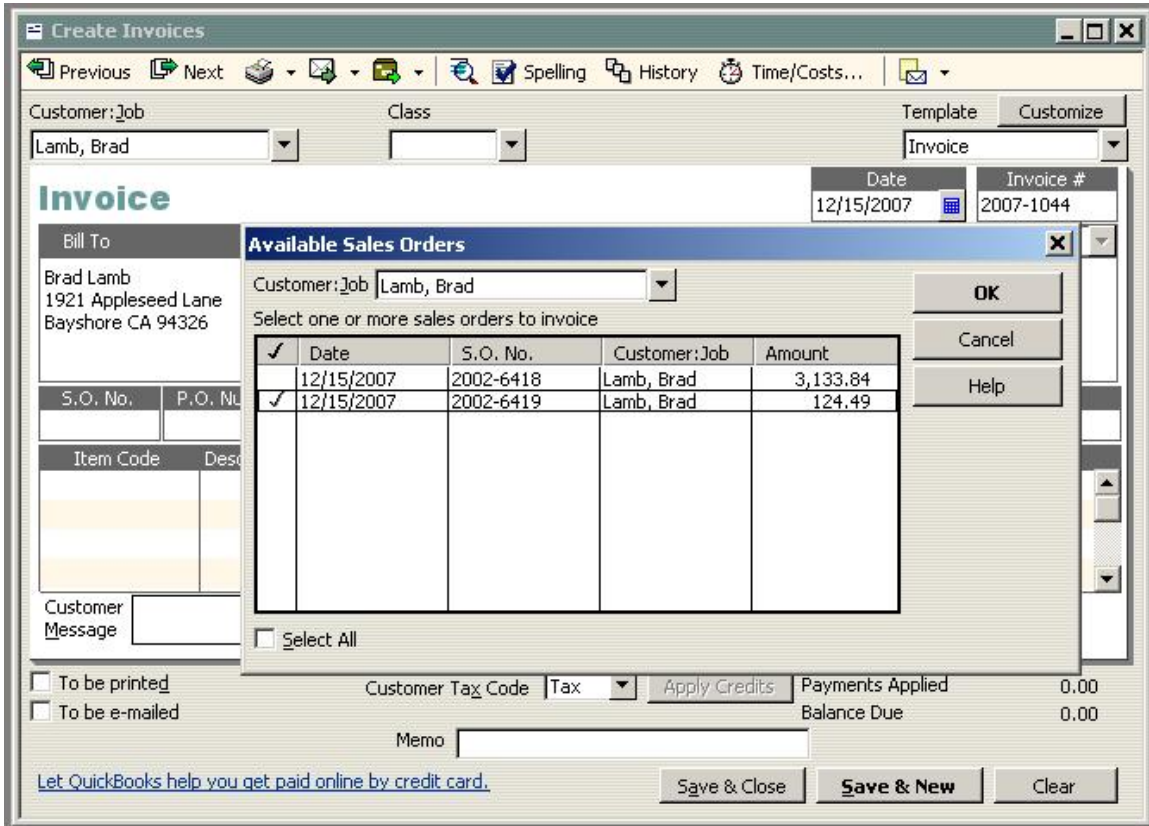
Backorder Functionality on Purchase Orders

Partial shipments from vendors display in the Backordered column on the Purchase Order. Purchase orders show the amount back ordered, and purchase orders with both backordered and received amounts can be printed. Better backorder functionality enables users to see exactly what remains on an open purchase order from vendors. Purchase orders will indicate quantities required to fulfill outstanding sales orders (further detail below in the Available To Promise section).



Multiple Sales Orders to a Single Invoice

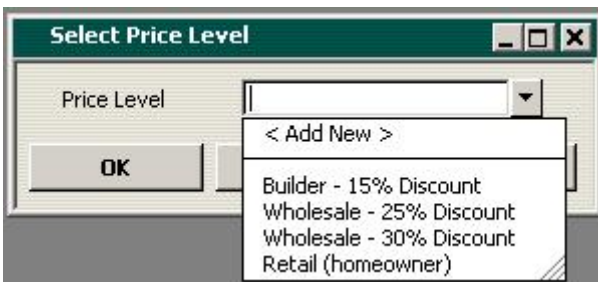
Users can batch process sales orders into a single invoice, eliminating duplicate work. Users can see all of the sales orders for a specific customer and select any number of them to be combined into a single invoice. Users can select one or more items from each Sales Order to be included in the invoice.



Improved Pricing Controls

Users can set up to 100 different prices for different groups of customers to reflect pricing for corporate, loyal, and high-volume, purchasers. For example, a 10% price discount could be created for "loyal customers." When the "loyal customers" price level is attached to a customer, pricing is automatically reduced by 10%.

Pricing – Print Price Lists



Users can easily discover, select, and print price lists from the Reports menu.

Advanced Sales Price Rounding Options for Items

Users have the flexibility to set and manage prices. Change Item Prices includes advanced pricing and rounding models by enabling users to choose from a variety of default and customizable rounding options based on Current Price and/or Unit Cost. For instance, a default option rounds up to the nearest 1.00 minus .01.

Users can use the default rounding options or create a user defined rounding scheme for a Per Item Price Level. This Retail (homeowner) Price Level rounds the Custom Price up to the nearest .10 and subtracts .01. This makes all prices end in .X9.

The screenshot shows the 'Edit Price Level' dialog box for the 'Retail (homeowner)' price level. The 'Price Level Type' is set to 'Per Item'. A table lists items with their costs, standard prices, and custom prices. Below the table, there are options to mark all items and adjust their prices relative to their standard prices, along with a rounding option set to '.10 minus .01'.

Item	Cost	Standard Price	Custom Price
Installation Labor		400.99	400.99
Installation Repair		35.99	35.99
Upfront Deposit		0.99	
AN-12x1	0.45	1.35	1.39
ANAD	10.00	30.00	29.99
ANBA-BL	75.00	225.00	224.99
ANPI-BL	25.00	75.00	74.99
ANSP	0.50	1.50	1.49

Alternatively, users can create their own rounding scheme to match their needs.

The screenshot shows the 'Edit Price Level' dialog box for the 'Industrial' price level. The 'Price Level Type' is set to 'Fixed %'. The price level will decrease item prices by 15.0%. The rounding is set to 'user defined', specifically 'up to nearest \$1.00 Plus \$0.22'.

Store Manufacturer's Part Numbers on Items

Users can store manufacturer part numbers (MPN) on items. MPN enables users to enter manufacturers' part numbers as part of the main item definition, which makes it easier to cross-reference their inventory with vendors' & manufacturers' parts. Using the same parts numbers to identify inventory items enables more accurate communication, ordering and precise inventory tracking.

The screenshot shows the 'Edit Item' window with the following details:

- Type:** Inventory Part (Use for goods you purchase, track as inventory, and resell.)
- Item Name/Number:** 150 GB Hard Drive
- Manufacturer's Part Number:** 3434-xxef-233
- Purchase Information:**
 - Description on Purchase Transactions: Hard Drive - 150 GB
 - Cost: 65.00
 - COGS Account: Cost of Goods Sold
 - Preferred Vendor: Lucchini Computers
- Sales Information:**
 - Description on Sales Transactions: Hard Drive - 150 GB
 - Sales Price: 64.95
 - Tax Code: Tax
 - Income Account: Sales:Merchandise
- Inventory Information:**

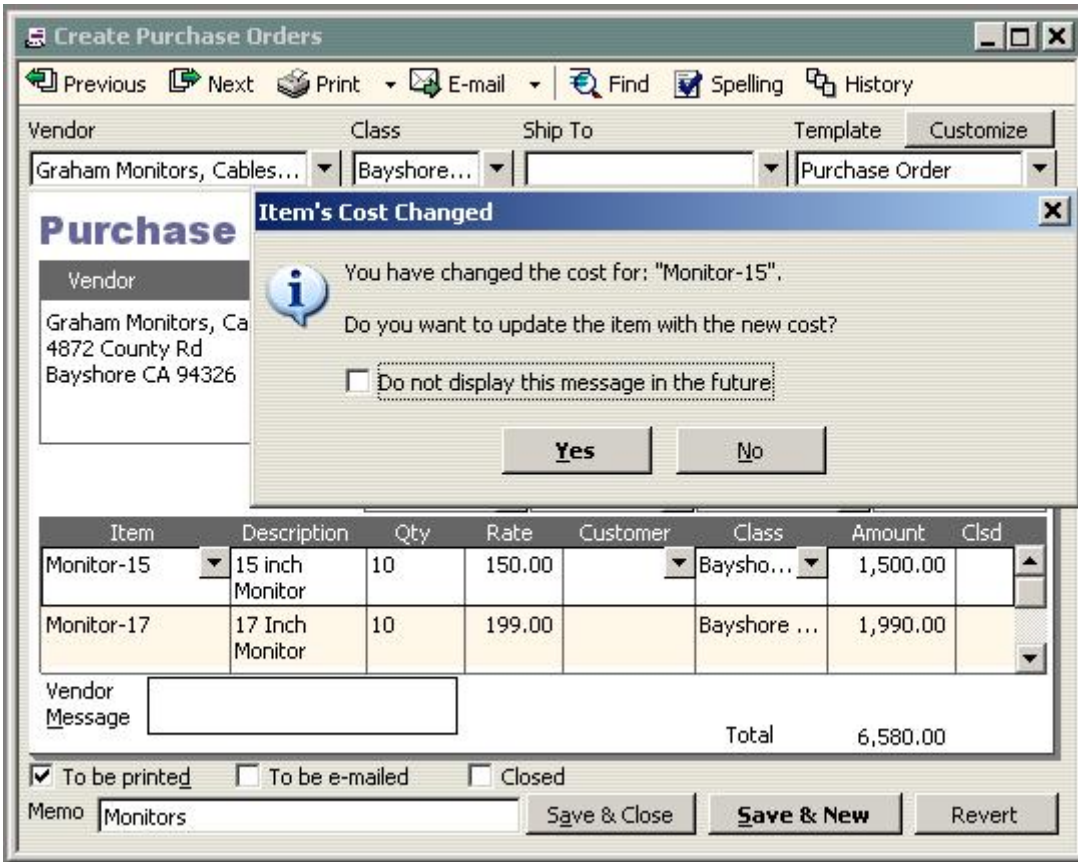
Asset Account	Reorder Point	On Hand	Avg. Cost	On P.O.	On Sales Order
Inventory Asset	10	8	65.00	0	4

Cost Management and Sales Management

Users have the option to accurately update the cost of an inventory or service item when creating a new purchase transaction. The ability to change item costs directly from forms saves time by eliminating the need to open each item record and manually update the cost. This feature provides enhanced flexibility in managing item costs, and should help with profitability analysis and pricing decisions. For instance, you can base Change Item Prices on Unit Cost.

This feature enables users to manage cost increases/decreases in items more accurately. When the cost of an item changes, users can choose to update the item cost in the item record. If the item is a component in an assembly, the Bill of Materials average cost will also change when the assembly is built. Users can see the impact of cost increases (and decreases) on the profitability (and potential selling price) of purchased items and assembled goods.

The one time message displays when a user modifies the default item cost on any of the following forms: checks, credit card charges, bills, purchase orders, and item receipts. For example, the user changed the cost of "Monitor-15" on the purchase order. The user can choose "Yes" to automatically update the item cost record with the new purchase order cost.



When the user chooses not to see the message any longer, whatever he elects to do at that time will become the default behavior. So, if the user chooses to update the item's cost, from that time forward, whenever he modifies a cost on a form, the item's cost will be updated in the item record. If the user chooses not to, the item's cost will not be updated in the future. The user's decision can be reversed by selecting the "bring back all one time messages" option in the general preferences dialog.

Multiple Shipping Addresses per Customer

This feature simplifies customer shipping address management by making it easier to find and use the correct customer shipping address when creating a Sales Order, Estimate, Purchase Order, Invoice, Sales Receipt, and Credit Memo. Users can store an unlimited number of shipping addresses per customer. Addresses are selectable from a dropdown list where shipping addresses are entered.

Edit Customer Type a help question **Ask** **How Do I?**

Customer Name: **OK**

Current Balance: 9,435.00 [How do I adjust the current balance?](#) **Cancel**

Address Info Additional Info Payment Info Job Info **Notes**

Company Name: **Check Credit** Contact: **Help**

Phone: Customer is inactive

FAX: Customer is inactive

Mr./Ms./...: Alt. Ph.:

First Name: M.I.: Alt. Contact:

Last Name: E-mail:

Addresses

Bill To:

 >> Copy >>

Ship To: **Ship to Address 192**
 The Merry Warehouse
 The old Warehouse
Utah Location
Zack's store in VA

Edit Details **Delete** **Add New**

Make this the default shipping address

Credit Check

Large Bill of Materials Management – View, Print, Report

Users can create, edit, view, and print large Bills of Materials (BOM), making it easier to track inventories comprised of parts, assemblies, and sub-assemblies. An expanded onscreen view lists consumed parts to indicate all pieces of a BOM, and indicates sub-assemblies (consumed BOMs). Users can set the Sales Price by seeing each item cost and the total cost of the Bill of Materials.

Edit Item Type a help question **Ask** How Do I?

Type: **Inventory Assembly** Use for inventory items that you assemble from other inventory items and then sell.
[What's the difference between an Inventory Assembly and a Group?](#)

Item Name/Number: **Computer-Power...** Subitem of Manufacturer's Part Number: **43545-xdg-2434**

I purchase this assembly item from a vendor

Cost: **1,403.00** [What is this cost?](#) COGS Account: **Cost of Goods Sold**

Description: **Power User computer system - Includes keyboard, mouse, network card, CDRW Drive, Exta RAM, Large Monitor, Hi-end graphics/video, enterprise software**

Sales Price: **2,895.00** Tax Code: **Tax** Income Account: **Sales:Merchandise**

Bill of Materials

Item	Description	Type	Cost	Qty	Total
Motherboard	Computer Mothe...	Inv Part	119.00	1	119.00
Computer Case	Computer Case ...	Inv Part	89.00	1	89.00
Power Supply	Computer Power...	Inv Part	29.00	1	29.00
CPU-8.0ghz	8.0 Gigahertz pr...	Inv Part	189.00	1	189.00
Total Bill of Materials Cost:					1,403.00

Inventory Information

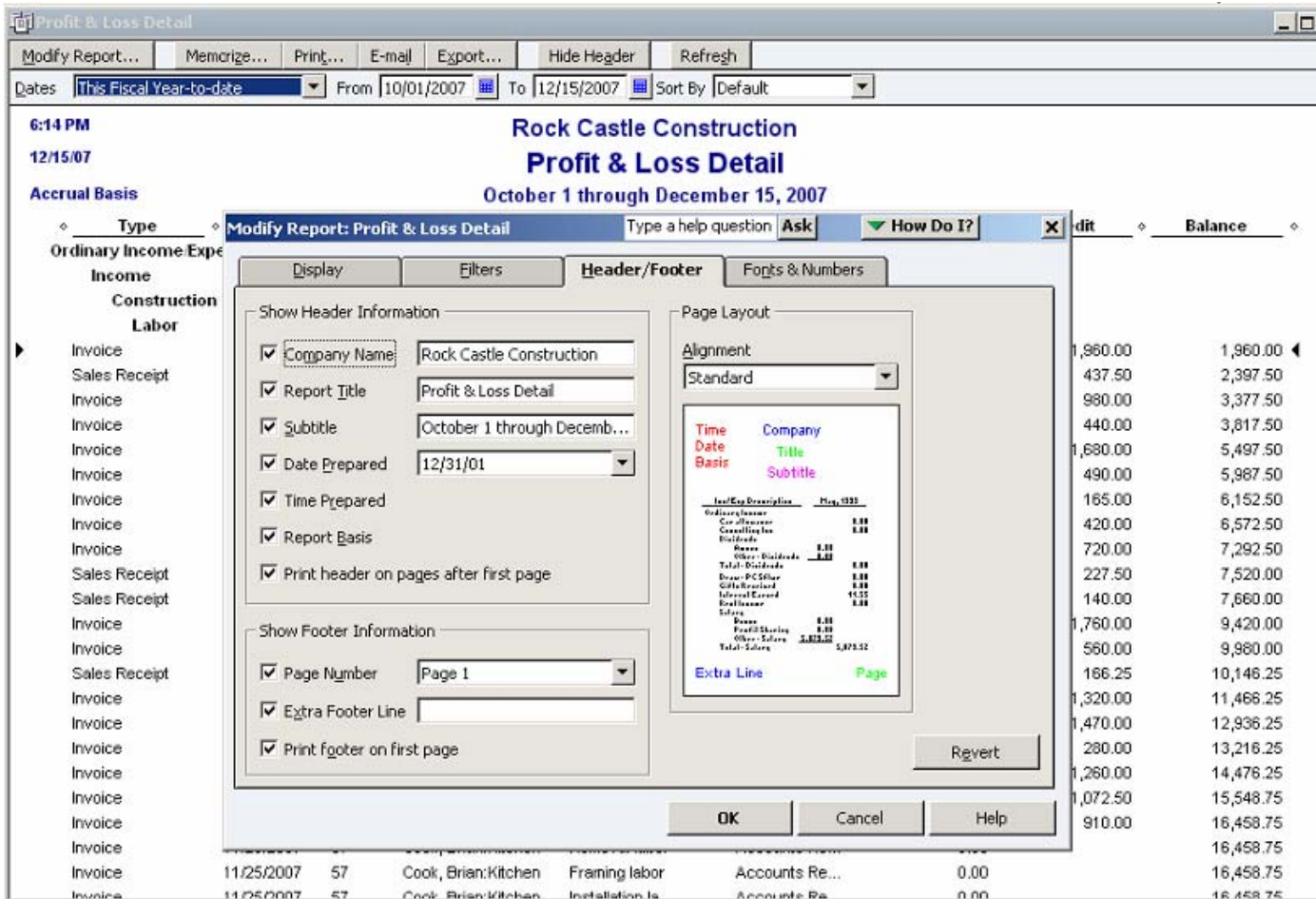
Asset Account	Build Point	On Hand	Avg. Cost	On P.O.	On Sales Order
Inventory Asset	10	0	1,402.918	0	0

Buttons: OK, Cancel, Custom Fields, Spelling, Print, Item is inactive, Edit Item..., Full View...

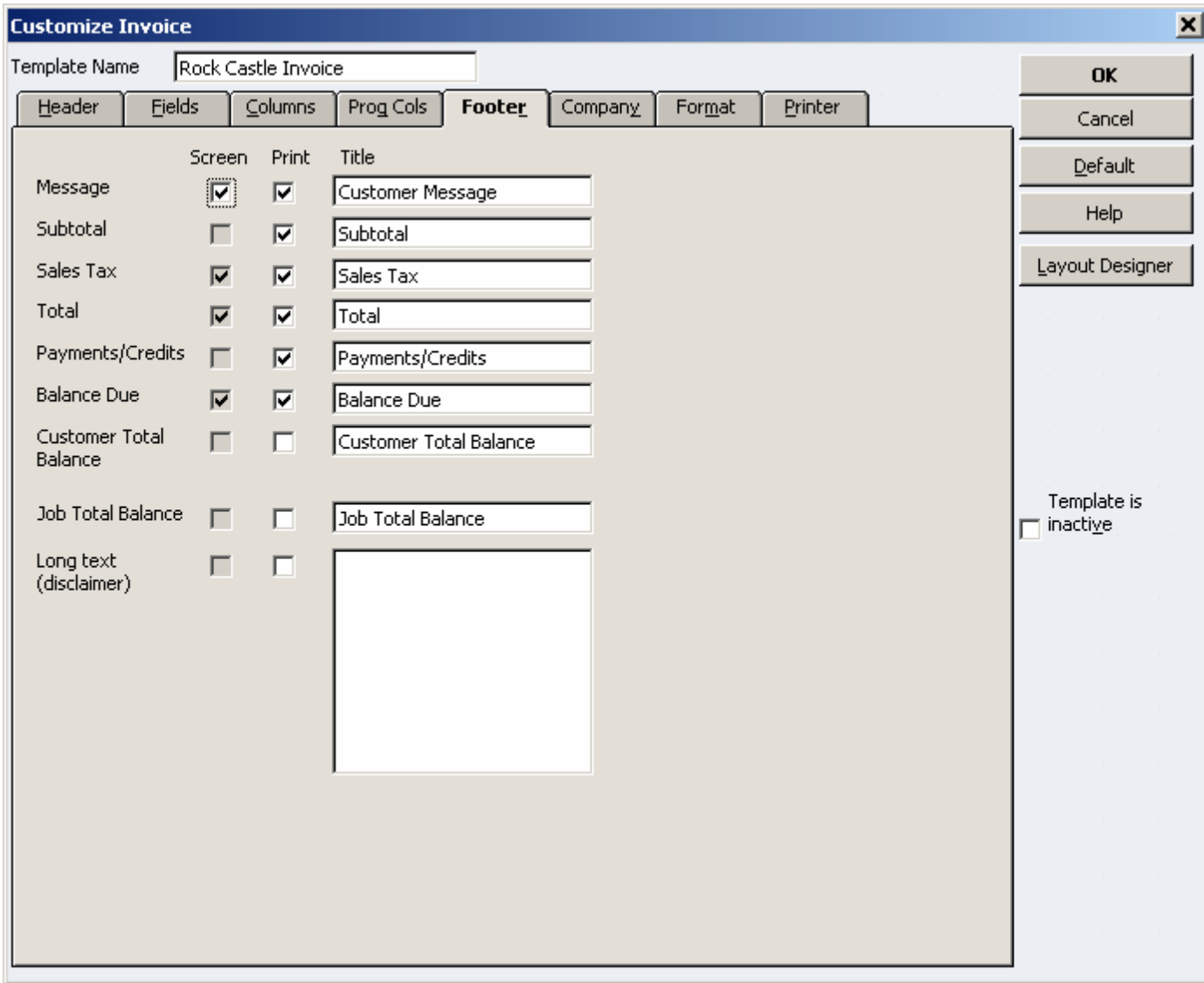
Flexibility to Work the Way You Want

Enterprise Solutions comes with QuickBooks’ well-known flexibility. For instance, the 120+ built-in reports and all forms such as invoices and estimates can be modified to meet your needs. You can also retrieve QuickBooks data with ODBC compliant applications such as Microsoft® Excel or Access to see data just the way you want – you can even build custom reports and tools or link your other business applications.

- Over 120 built-in reports can be easily tailored to your needs. Customize these standard reports to your needs, then save these changes and the report is memorized for future use.



- All forms can also be easily tailored – add logos, delete or add new form fields, or customize existing fields. Designate fields to appear only on the screen or in the print out as well – so you always look professional to your customers.



- Retrieve your QuickBooks data with ODBC compliant applications such as Microsoft Excel or Access to see data just the way you want – build custom reports, link your various business applications and build custom queries or tools.

Expandable to Meet Your Specialized Needs


We know that Enterprise Solutions can't meet every unique need of every business, so we provide the ability to add what you need. That's why Enterprise Solutions integrates with third-party solutions from the QuickBooks Solutions Marketplace. Choose from over 400 QuickBooks-compatible software applications to meet specialized needs such as job costing, time tracking and shop floor management. Plus, with the QuickBooks Developer Network⁶, you can find third-party developers to custom develop solutions that integrate with Enterprise Solutions.

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Software Designed for Your Industry — and QuickBooks

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What's new for 2005

[Maximizer™ Accounting Link Designed For Use with QuickBooks](#)
by Maximizer Software Inc.
Your business keeps lots of customer order history and accounting information in QuickBooks. Increase productivity, redu...
[more](#)

Welcome to the QuickBooks Solutions Marketplace! Here, you'll find QuickBooks® software add-ons created specifically for your industry. With these integrated add-ons, you'll have access to your business data in QuickBooks and from the add-ons themselves. This eliminates the need for you to enter data twice, makes your day-to-day business management easier, and helps you save time and reduce errors.

Note: if you're an accounting professional, please [click here](#).

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- [Inventory](#)
- [Tax](#)
- [Business Management](#)
- [Contact Management & Scheduler](#)
- [Document & Image Management](#)
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Sponsored Link

[Instant Hosted Web Store](#)
Integrated online store for QuickBooks.

⁶ Business software applications sold separately. For a complete list of software that works with QuickBooks, visit the Solutions Marketplace at <http://marketplace.quickbooks.com>.

Fraction of the Cost of Other Systems

The best part about QuickBooks Enterprise Solutions is the cost – which can potentially save you thousands of dollars in upfront and maintenance costs over competitive multi-user systems. QuickBooks Enterprise Solutions starts at just \$3,000 for a 5-user license and a one-year membership to the Full Service Plan, which includes training, a support engineer dedicated to your company, 24x7 product support, automatic upgrades, reporting services, online backup and more – compare that to competitive multi-user systems costing \$14,000 - \$60,000.¹¹

Compare the total cost of using other software vs.

QuickBooks Enterprise Solutions:

	Other Business Management Software*	QuickBooks Enterprise Solutions
10 user software licenses	\$7,000 - \$20,000+	\$4,500
Implementation	\$7,000 - \$20,000+	Included
Training	+\$ (costs vary)	Included
Unlimited support 24/7	+\$ (plans vary)	Included
Access to expert on first call	No	Included
Upgrades	No	Included
Total first-year cost-of-ownership	\$14,000 - \$60,000+	\$4,500

*Source: Aberdeen Group: "The Small and Middle Market Enterprise: Addressing Today's Business Issues Through Technology" and publicly available information.

QuickBooks Enterprise Solutions is your best value by far!

Full Service Plan Offers Unlimited Support When You Need It

QuickBooks Enterprise Solutions 7.0 includes the Full Service Plan⁸ for one year. As a Full Service Plan member, businesses receive the highest levels of service Intuit offers, including a dedicated Support Engineer and other benefits exclusively available to Plan members, such as:

- **Latest Product Upgrades:** We are constantly researching customer needs and responding with new features, improvements in ease of use, and fixes to current features. You don't need to do anything to receive these upgrades. As long as you're a Full Service Plan member, we automatically send you every new software version when it is released.
- **Dedicated Technical Support:** You are assigned a Dedicated Support Engineer who is available to help you get the most out of QuickBooks Enterprise. Our Support Engineers are selected from the best, most experienced QuickBooks engineers and are thoroughly trained on QuickBooks Enterprise. Plan members enjoy an unlimited number of support incidents, so you can call your Dedicated Support Engineer as often as needed. Get help with installation and data conversion so you can get up and running quickly. You'll also get product support 24 hours a day, 7 days a week from our after-hours QuickBooks support team.

¹¹Source: Aberdeen Group: The Small and Middle Market Enterprise: Addressing Today's Business Issues Through Technology

⁸ Full Service Plan is good for 12 months from purchase. Dedicated support engineers available weekdays from 5 A.M. - 5 P.M. Pacific time. Intuit reserves the right to limit each telephone contact to one hour and to one incident. Support availability subject to occasional downtime for systems and server maintenance, company events, observed U.S. holidays, and events beyond our controls. Terms, conditions, pricing, service offerings, and availability of the Full Service Plan are subject to change at any time without notice.

- **Custom Reporting Services:** Get help from your Dedicated Support Engineer modifying the built-in reports and forms templates in QuickBooks Enterprise to create new formats that display information tailored to your needs. Your Dedicated Support Engineer can walk you through the steps over the phone, and can often create the modified report or form for you and send it to you via email with instructions on how to import it into QuickBooks Enterprise. Your Dedicated Support Engineer can also advise you on how to use the new data access feature in QuickBooks Enterprise, which utilizes the ODBC standard. With this functionality you can extract the data you need from QuickBooks and build custom reports in ODBC-compliant applications such as Microsoft Excel, Access or Crystal Reports.⁹
- **Interactive Training Tools:** Within the first 60 days from your date of purchase, you can receive at no additional cost Mastering QuickBooks Enterprise Solutions—an interactive training kit to help you and your employees get up to speed on QuickBooks Enterprise. The training kit includes 6 CDs containing comprehensive, self-paced and interactive tutorials for both beginning and intermediate QuickBooks Enterprise users.
- **Online Backup Service:** Protect your Enterprise Solutions data and any other business data with up to 10 GB of free online backup storage. Your data is stored in a private, secure and encrypted format at two separate locations.
- **Data Protection Services:** Get help from your Dedicated Support Engineer in the event you have problems with your QuickBooks Enterprise data file. Services include data recovery for damaged files and password removals for lost or forgotten passwords.
- **Automatic Plan Renewal:** To ensure that you have uninterrupted access to all the benefits of the Full Service Plan, we will automatically renew your Plan every 12 months and bill your account on your renewal date. We'll notify you by mail that your Plan renewal date is approaching, then on your renewal date we'll automatically renew your Plan for another 12 months and debit your account in the amount of the then-current renewal fee. You can cancel the automatic renewal service at any time.¹⁰

⁹ Applications sold separately. Support Engineers can advise you on how to use the ODBC feature to extract data from QuickBooks so you can build your own custom reports.

¹⁰ Businesses will be notified prior to renewal and can cancel at any time prior to the renewal date.

NEW AND IMPROVED IN VERSION 7.0

- Extra Capacity for Tracking Customers and Inventory Items
- Online Backup
- Apply Different Units of Measure on Sales Orders and Purchase Orders
- Apply Custom Price Levels on Estimates
- Easier Setup and Improved Integration with TrueCommerce EDI
- Improved Payroll Center
- Improved Tools to Create Professional Looking Forms
- Enter Business Expenses More Quickly
- Improved Shipping Manager
- Track Employee or Contractor Time More Easily

Extra Capacity for Tracking Customers & Inventory Items – Improved in 7.0

Enterprise Solutions offers the most capacity of any QuickBooks product. You can now add 100,000 or more customers, vendors, and employees, and 100,000 or more inventory, non-inventory, and service items so there's no limit to your growth.¹¹

Online Backup – New in 7.0

Protect your Enterprise Solutions data and any other business data with up to 10 GB of free online backup storage. Your data is stored in a private, secure and encrypted format at two separate locations. Online backup is a new benefit of the Full Service Plan.

Apply Different Units of Measure on Sales Orders & Purchase Orders – New in 7.0

You may buy the same item in one unit of measure, stock it in another, and sell it in yet another. Enterprise Solutions 7.0 can automate the conversion from one unit of measure to another as the item moves through your business, helping you avoid costly mistakes. With a click, you can instantly convert from cases to pallets, or whatever units of measure you define. The correct units are then printed on invoices, purchase orders, sales orders, pick lists, and packing slips to help streamline your workflows and enable you to easily buy and sell products in precisely the way your vendors and customers prefer.¹²

Apply Custom Price Levels on Estimates – New in 7.0

Create estimates using different price levels and convert them easily to sales orders and invoices.

Easier Setup and Integration with TrueCommerce EDI – Improved in 7.0

Save time while meeting customer requirements with a comprehensive Electronic Data Interchange (EDI) solution from TrueCommerce.¹³ EDI is the most widely-used form of business-to-business electronic commerce, and it is often a requirement of doing business with large organizations like Wal-Mart, General Motors or the federal government.

¹¹ Performance testing was conducted at 100,000 item lists. You may see performance degradation as you add more than 100,000 items, customers or vendors.

¹² Unit of Measure feature not included in Enterprise Solutions: Retail Edition.

¹³ TrueCommerce EDI sold separately.

Integration with TrueCommerce EDI is easy and reliable. You can quickly setup and start using it right from within Enterprise Solutions. More than just email, TrueCommerce EDI lets you import and export important information directly to and from Enterprise Solutions, providing an efficient and scalable way to automate order processing and address the growing demands of your business. And if you ever need help with your customer information or transactions, you have access to free, unlimited phone support from knowledgeable EDI professionals.

Payroll Center – Improved in 7.0

The improved Payroll Center in Enterprise Solutions 7.0 adds functionality such as easy pay group scheduling, reminders and to do list for tax payment due dates and electronic filing for tax payments.¹⁴

Tools to Create Professional Looking Forms – Improved in 7.0

Easily design and use custom forms with our improved auto preview feature. It allows you to customize your forms in real time so you know how they will look before you print them. Easily add your logo, use custom fields, and set fonts and colors to the more than 100 included templates for invoices and other business forms.

Enter Business Expenses More Quickly – Improved in 7.0

Save time entering your business expenses with the new auto-categorize feature. Enterprise Solutions will automatically classify vendor information for commonly entered business expenses, making bill entry faster since you don't have to go back to look up the right expense account for each vendor. Tax time is also streamlined.

Shipping Manager – Improved in 7.0

The improved QuickBooks Shipping Manager¹⁵ makes it easier to process FedEx and UPS shipments and create shipping documents from within QuickBooks. Enterprise Solutions 7.0 adds support for thermal printer and multi-parcel shipping functionality so you can easily print labels and ship multiple packages from single shipment orders.

Track Employee or Contractor Time More Easily – Improved in 7.0

QuickBooks Time Tracker is the fastest way to track and record employee time in Enterprise Solutions. Your employees can track their hours from anywhere using a Time Tracker timesheet on the Web. Use the Time Tracker online timesheets to easily download employee and contractor timesheets right into Enterprise Solutions. A free 60-day trial of Time Tracker is included with Enterprise Solutions 7.0.¹⁶

¹⁴ Additional fees apply.

¹⁵ No QuickBooks fee for using shipping features, but FedEx and UPS will charge shipping fees for packages from within QuickBooks. UPS, the UPS brand mark, and the color Brown are registered trademarks of United Parcel Service of America, Inc. All rights reserved.

¹⁶ Internet access required. 60-day free trial included. Online subscription fees apply after trial period.

INDUSTRY-SPECIFIC EDITIONS

QuickBooks Enterprise Solutions is available in industry-specific editions with specialized reports and workflows designed for manufacturers, wholesalers, retailers, contractors, professional services firms, nonprofits, and accountants.

Contractor Edition

QuickBooks Enterprise Solutions: Contractor Edition has the same core features included with the standard edition of QuickBooks Enterprise, plus specialized workflows, reports, chart of accounts and expert tips to better serve contractors. It's made to meet the needs of:

- Construction
- Carpenters
- Electricians
- Painters
- Plumbers
- Remodeling

Specialized features include:

The Job Costing Center

A single screen summarizes key information on all jobs.

Advanced Job Costing Tools

Users can see which jobs are making money and which are not.

Change Order Functionality

Accurate and complete estimates including Change Orders help to eliminate surprises for your clients and their customers. Users will be able to track and highlight changes to existing estimates, showing all change orders and the resulting cost impact, every time.

Flexible Billing Rates

Flexible billing rates allow users to assign different rates to different employees so they'll always have an accurate assessment of their total job's cost.

18 Additional Reports for Contractors

Track your job costs automatically as you pay bills, employees and subcontractors. QuickBooks Enterprise lets you see how you're doing at every phase of the job with 18 additional reports that help contractors make more money from jobs. Reports include:

- Job Status
- Job Costs by Vendor
- Job Costs by Job
- Cost-to-Complete
- Unpaid Bills by Job
- Unpaid Job Bills by Vendor
- Expenses Not Assigned to Jobs
- Billed/Unbilled Hours by Person & Job
- Open Purchase Orders by Vendor

Contractor Chart of Accounts

You may not have the time or accounting expertise to set up your chart of accounts to reflect your specific business. The Contractor Edition of QuickBooks Enterprise provides you with a preset chart of accounts that have been developed by industry accounting professionals.

Built-In Help & Tips from Industry Experts

Get the most out of QuickBooks Enterprise with tips designed specifically for contractors. Help Topics explain how to set up and use job costing and understand job costing reports. Plus, get tips on creating estimates, change orders and invoices.

Manufacturing & Wholesale Edition

QuickBooks Enterprise Solutions: Manufacturing & Wholesale Edition has the same core features included with the standard edition of QuickBooks Enterprise, plus specialized workflows, reports, chart of accounts and expert tips to better serve manufacturers. It's ideal for:

- Apparel Manufacturers
- Automotive Parts
- Food Manufacturers
- Furniture Manufacturers
- Hardware Manufacturers
- Gifts & Novelty Items

Bill of Materials Cost Tracking

Users can track costs accurately. Assemble items and track their Bill of Materials costs, including labor and overhead costs.

Available to Promise

The Product Availability feature puts all the important inventory data on one simple screen. It allows users to easily drill-down to see details on which customers have ordered the product, or view open purchase orders placed with vendors.

Sales Order Fulfillment Feature

This feature shows all open sales orders on one simple screen. Users can:

- Sort open sales orders by date, by shippable dollar amount, or by customer with 1 click
- Customize whether you want to allow partial shipment, or only complete orders
- Select the orders they want to ship, then instantly batch print pick lists, packing slips, or invoices

Create Sales Orders to easily track the status of the order

Using sales orders, you can:

- Quickly see whether an order's been shipped, or not.
- View reports of all open sales orders by customer, or by item.
- Instantly turn sales orders into work orders, purchase orders, pick lists, or packing slips.
- Create invoices from full or partial sales orders—you choose which items to invoice

Backorder tracking on Sales Orders, Purchase Orders and Invoices

Backorder Tracking columns on sales orders, invoices, and other sales forms show exactly what still needs to be shipped. Backorder column on purchase orders shows what's still expected from vendors.

Customize price levels to keep your prices competitive

This feature enables users to define different prices for different types of customers, such as high-volume, retail, or preferred customers. Users can also create up to 100 customized price levels for each item using a fixed % or dollar amount.

Multiple Shipping Addresses per Customer

This feature simplifies customer shipping address management by making it easier to find and use the correct customer shipping address when creating a Sales Order, Estimate, Purchase Order, Invoice, Sales Receipt, and Credit Memo. Clients can store an unlimited number of shipping addresses per customer. Addresses are selectable from a dropdown list where shipping addresses are entered.

10 Additional Reports for Manufacturers & Wholesalers

See which products, customers, and jobs are profitable...and which aren't.

- See how your sales reps are performing
- Track open sales orders by customer or by item
- Track open purchase orders
- Track customer returns with the Return Materials Authorization (RMA) form
- Monitor defective materials with the Damaged Goods Log
- Document information on materials that don't meet specifications with the Non-conforming Material Report
- Use the Physical Inventory Worksheet to check your physical inventory against your QuickBooks records

Manufacturing & Wholesale Chart of Accounts

Track the right information, right from the start. The Manufacturing & Wholesale Chart of Accounts was developed by industry financial experts to organize your financial information the way you need to see it. The accounts work with manufacturing and wholesale-specific reports to give you better insight into your business and easier tax preparation.

Built-In Help & Tips from Industry Experts

Get tips from experts in the manufacturing field which show you how to better understand, customize, and optimize QuickBooks Enterprise for your business. You also get sample files containing three years of fictional data. Refer to these files to see how to handle special situations and to try out QuickBooks Enterprise features without altering your actual financial data. You can also use the files to train new employees without worrying about your financial data.

Nonprofit Edition

QuickBooks Enterprise Solutions: Nonprofit Edition has the same core features included with the standard edition of QuickBooks Enterprise, plus specialized workflows, reports, chart of accounts and expert tips to better serve nonprofit organizations. It's perfect for:

- Charities & Foundations
- Religious Groups
- Human Services
- Arts
- Academia & Education
- Any other tax exempt entity

Specialized features include:

Customized for Nonprofit Accounting

Preconfigured for nonprofits with memorized reports, chart of accounts, and templates so you can quickly track and manage your organization's finances.

Streamline Fundraising Tasks

Integration with Microsoft® Word¹⁷ enables seamless transfer of donor information directly from QuickBooks. No retyping required.

Flexible customization options

Users can format reports and donor forms the way they like. Add your logo or mission statement so that it is professional and customized for their organization.

The Donor Center

Manage donors. A single screen provides summary information for all donors. Click on a donor's name and clients can see that donor's contact information and every donation they've pledged.

8 Additional Reports for Nonprofits

See the information you need to manage your organization effectively and satisfy IRS requirements. No need to spend hours adapting standard business reports or writing spreadsheet formulas. QuickBooks Enterprise's Nonprofit Edition includes 9 reports created specifically to provide the information nonprofits need. And you can see any of them, anytime, with one click of your mouse. Reports include:

- Budget by Programs - Instantly see a snapshot of funding for each of your programs. See how allocated funds and actual expenses compare with budgeted amounts.
- Statement of Financial Income & Expense - Summarize your income, expenses and net income in a report that uses terminology relevant to your organization. Keep your Board and the IRS up-to-date effortlessly.
- Statement of Functional Expenses-990 - Summarize figures from appropriate accounts into expense categories that match IRS Form 990 line for line. Just transfer the totals, in order, to the form.
- Donors & Grants - Create an instant summary of all your donors and grantors, including contact information, contributions and expenses incurred against each donation or grant.
- Biggest Donors - Streamline fundraising campaigns by creating a contact list of donors, sorted from largest contributor to smallest over any time period you choose.
- Statement of Financial Position - Check your organization's finances, and take action to keep small problems from becoming big ones. Provide your Board with a financial snapshot in terms relevant to nonprofit organizations.
- Track Employee Hours - Track employee hours by program for an accurate accounting of program expenses. QuickBooks Enterprise tracks program costs automatically as you pay related bills and employees. Enter employee hours by day or week. QuickBooks sends totals directly to paychecks and nonprofit reports to help you make better decisions.

Nonprofit Chart of Accounts

Categorize your transactions as you enter them for faster, easier IRS reporting and more insight into your finances. The Nonprofit Edition of QuickBooks Enterprise incorporates the Unified

¹⁷ Business software applications, including Microsoft products, sold separately. Microsoft® Word and Excel integration requires Word and Excel 2000, 2002 or 2003.

Chart of Accounts (UCOA), a set of accounts developed specifically for nonprofits by nonprofit specialists. With each transaction assigned to an account in the UCOA, you can run nonprofit-specific reports that give you the information you need, exactly the way you need it. Save hours filling out government forms — just transfer the totals from your QuickBooks Enterprise reports.

Built-In Help & Tips from Industry Experts

As a nonprofit organization, you face financial tracking challenges unknown to other types of businesses. You need more than one-size-fits-all advice — and you'll find it in Nonprofit Help. Written by nonprofit accounting professionals, these custom help topics cover everything from tracking volunteers to releasing restricted assets. You'll find information on creating reports for your Board of Directors, tracking donations and more.

Professional Services Edition

Professional service firms are different from other businesses because they bill for time/services vs. sell goods. Key financial activities include creating estimates, tracking time and project costs, and billing clients. QuickBooks Enterprise Solutions: Professional Services Edition helps you manage all these tasks with minimal effort.

QuickBooks Enterprise Solutions: Professional Services Edition has the same core features included with the standard edition of QuickBooks Enterprise, plus special workflows, reports, chart of accounts and expert tips to better serve professional services providers.

QuickBooks Enterprise is made to be easier to use for professional services firms, such as:

- Consulting Firms
- Engineering Firms
- Architecture Firms
- Law Practices
- Physicians & Dental Practices
- Graphic Design Firms
- PR Agencies
- Ad Agencies

Specialized features include:

Seamless Integration with Microsoft® Word¹⁸

Create letters and envelopes by transferring customer information directly from QuickBooks into Microsoft Word.

Flexible Billing Rates

Different billing rates can be assigned to different employees.

17 Additional Reports for Professional Services Providers

Make informed business decisions with 17 Professional Services reports, including 6 new reports on job costing. QuickBooks tracks costs automatically as you write checks and pay employees.

Reports include:

¹⁸ Business software applications, including Microsoft products, sold separately. Microsoft® Word and Excel integration requires Word and Excel 2000, 2002 or 2003

- Project Costs by Vendor
- Job Costs by:
 - Vendor and Job Summary
 - Vendor and Job Description
 - Job and Vendor Summary
 - Job and Vendor Detail
- Project Cost Detail
- Unbilled Expenses by Project
- Expenses Not Assigned to Projects
- Billed Versus Proposal by Project
- Billed/Unbilled Hours by Person
- Billed/Unbilled Hours by Person & Project
- Billed/Unbilled Hours by Person & Activity
- Open Balances by Customer/Project
- A/R Aging Detail by Class
- Project Status
- Project Contact List, and more!

Professional Services Chart of Accounts

You may not have the time or accounting expertise to set up your chart of accounts to reflect your specific business. The Professional Services Edition of QuickBooks Enterprise provides you with a preset chart of accounts that have been developed by industry accounting professionals.

Built-In Help & Tips from Industry Experts

What's the best way to set up projects in QuickBooks? How should you track credit card charges for billable expenses? What's the best way for attorneys to manage client trust accounts? Find the answers to these and more than 60 other industry-specific issues in Professional Services Industry Expert Tips.

Retail Edition

QuickBooks Enterprise Solutions: Retail Edition has the same core features included with the standard edition of QuickBooks Enterprise,¹⁹ plus special workflows, reports, chart of accounts and expert tips to better serve retailers. Use it alone, or pair it with QuickBooks Point of Sale²⁰ software (sold separately) to transfer sales, inventory and customer information to your books in one quick step. It's perfect for:

- Bakeries & Donut Shops
- Food Chains & Franchises
- Candy Shops
- Boutiques & Clothing Stores
- Furniture Stores
- Toy Stores

Specialized features include:

Sales Summary Form

Users can track their sales results in one convenient place with the Sales Summary form – enter sales for the day, week, or any time period they choose. Calculate sales tax liability automatically, and quickly identify over/under amounts.

Custom Price Levels Feature

Price products competitively—the Price Levels feature lets users create up to 100 price levels for any item, or create customer price levels.

¹⁹ Unit of Measure feature not included in Enterprise Solutions: Retail Edition.

²⁰ Additional fees may apply.

10 Additional Reports for Retailers

Retail Edition helps retailers track the right information easily. Track sales results accurately with the Sales Summary Form. Enter total payments and taxable/non-taxable sales for the day, week — or any time period you choose. Or transfer the information in one quick step from [QuickBooks Point of Sale](#) software and you never have to enter it at all! Retail Edition calculates your sales tax liability automatically, and you can easily spot cash drawer over/under discrepancies. Retail Edition also comes with 10 built-in retail-specific reports that help see where you stand in every area of your business. With just one click, you can run reports that allow you to:

- Summarize sales by type of payment and spot sales trends
- Calculate sales tax liability automatically
- Prioritize bills for payment
- Keep tabs on your vendor purchases and vendor returns
- Understand where your profits (or losses) are coming from

Retail Chart of Accounts

Set up QuickBooks for your business right from the start. Choose from predefined company files for a variety of retail business types. They'll give you the accounts and settings you need, which you can customize at any time.

The Retail Chart of Accounts included only in Retail Edition was developed by retail industry financial experts to organize your information the way you need to see it. The accounts work with retail-specific reports to give you better insight into your business and easier tax preparation.

Built-In Help & Tips from Industry Experts

Learn how to set up and use QuickBooks effectively for your retail business. Built-in Retail Help Topics offer tips from retail industry experts. You'll find timesaving, error-saving tips on reconciliation, handling returns, managing credit card payments and integrating Retail Edition seamlessly with QuickBooks Point of Sale or working with other point of sale systems.

Accountant Edition

QuickBooks Enterprise Solutions: Accountant Edition 7.0 is a single-user license version of Enterprise Solutions that enables accounting professionals to manage their clients' QuickBooks Enterprise Solutions 7.0 data files. QuickBooks Enterprise Solutions: Accountant Edition 7.0 is the only application accounting professionals need to open and modify the data files of their Enterprise Solutions 7.0 clients, regardless of which Enterprise Solutions 6.0 Industry Edition they use.

QuickBooks Enterprise Solutions: Accountant Edition (an \$849 value) is included, at no additional charge, with the QuickBooks ProAdvisor Program Membership. Learn more about the QuickBooks ProAdvisor Program at http://accountant.intuit.com/member_programs/qb_advisor/

QuickBooks Enterprise Solutions: Accountant Edition 7.0 is fully compatible with all Enterprise Solutions 7.0 files. It can also open other QuickBooks files (Basic, Pro, Premier), but once opened and converted to the Enterprise Solutions 7.0 format, the file cannot be used again in QuickBooks Basic, Pro, or Premier, nor can it be used in prior versions of Enterprise Solutions. In other words, Enterprise Solutions: Accountant Edition is *not* “backwards compatible” with Basic, Pro, Premier, or prior versions of Enterprise Solutions. QuickBooks Premier: Accountant Edition 2007 is recommended to fully support clients' QuickBooks 2007 financial files. Accountants that

support business clients using both QuickBooks and QuickBooks Enterprise Solutions typically have both the Premier: Accountant Edition and Enterprise Solutions: Accountant Edition programs to manage their respective clients' data files.

SYSTEM REQUIREMENTS

Minimum and Recommended System Requirements

- At least 1.2GHz Intel Pentium III (2GHz Intel Pentium 4 or equivalent recommended) for a client
- At least 256MB (512MB recommended) for a client
- At least 512MB (1GB or more strongly recommended) for a server
- 1 GB of disk space (additional space required for data files)

Disk Space Requirements for Additional Software

- 70MB for Microsoft Internet Explorer 6.0 provided on QuickBooks CD and installed if necessary (Internet Explorer 7.0 supported when released)
- 150MB for Microsoft .NET Framework 1.1 Common Language Runtime, provided on the QuickBooks CD
- 9MB for the QuickBooks Timer

Additional Hardware and Software Requirements

- Operating System Windows 2000 SP3 or later (SP4 or later strongly recommended) or XP (SP2 or later strongly recommended)
- 2x CD-ROM drive
- Optimized for 1024x768 screen resolution, supports 800x600 using "Small fonts" setting in your Windows control panel display settings

File Server Requirements

- Microsoft® Windows 2000 or later OS is strongly recommended, see above operating system information for windows service pack recommendations
- Novell Netware server or Linux/Samba File servers can be used with advanced configuration

Integration / Compatibility Requirements

QuickBooks is capable of integrating with hundreds of 3rd party applications (see <http://www.marketplace.intuit.com> for complete list) in addition to the following standard integrations provided with QuickBooks. Additional RAM will enhance the use of these features:

- Preparing letters requires Microsoft® Word 2000, 2002, or 2003
- Exporting reports requires Microsoft® Excel 2000, 2002 or 2003
- Contact Synchronization with Microsoft® Outlook requires Outlook 2000, 2002, or 2003
 - Synchronization with Outlook requires QuickBooks Contact Sync for Outlook (downloadable for free from http://www.quickbooks.com/contact_sync)
- Compatible with QuickBooks Customer Manager v2.0 and QuickBooks Client Manager v2.0
- Compatible with QuickBooks Point of Sale v4.0 or later
- Business Planner functionality requires Adobe Acrobat Reader 5.0 or later
- Payroll and other online features and services require Internet access with at least a 56Kbps connection speed (DSL or Cable modem recommended)