



MAS 90 and MAS 200

Entry-Level Products Comparison

December 2001

Best Software, Inc.

Table of Contents

INTRODUCTION.....	4
<i>How to Use This Document</i>	5
<i>Workflow Differences</i>	5
BUSINESSWORKS OVERVIEW.....	7
COMPARING BUSINESSWORKS GOLD AND MAS 90.....	9
<i>System Options</i>	10
<i>Accounts Receivable</i>	11
<i>Accounts Payable</i>	12
<i>General Ledger</i>	13
<i>Inventory</i>	14
<i>Sales Order</i>	15
<i>Purchase Order</i>	16
<i>Payroll</i>	17
<i>Job Cost</i>	17
NETLEDGER OVERVIEW.....	18
COMPARING NETLEDGER AND MAS 90	19
<i>System Options</i>	20
<i>Accounts Receivable</i>	21
<i>Accounts Payable</i>	22
<i>General Ledger</i>	23
<i>Inventory</i>	24
<i>Sales Order</i>	25
<i>Purchase Order</i>	26
<i>Payroll</i>	27
<i>Job Cost</i>	27
PEACHTREE COMPLETE ACCOUNTING OVERVIEW	28
COMPARING PEACHTREE COMPLETE ACCOUNTING AND MAS 90	29
<i>System Options</i>	30
<i>Accounts Receivable</i>	31
<i>Accounts Payable</i>	32
<i>General Ledger</i>	33
<i>Inventory</i>	34
<i>Sales Order</i>	35
<i>Purchase Order</i>	36

<i>Payroll</i>	37
<i>Job Cost</i>	37
QUICKBOOKS PRO 2001 OVERVIEW	38
COMPARING QUICKBOOKS PRO 2001 AND MAS 90	39
<i>System Options</i>	40
<i>Accounts Receivable</i>	41
<i>Accounts Payable</i>	42
<i>General Ledger</i>	43
<i>Inventory</i>	44
<i>Sales Order</i>	45
<i>Purchase Order</i>	46
<i>Payroll</i>	47
<i>Job Cost</i>	47
RED WING WINDOWS ACCOUNTING SOFTWARE OVERVIEW.....	48
COMPARING RED WING ACCOUNTING AND MAS 90	49
<i>System Options</i>	50
<i>Accounts Receivable</i>	51
<i>Accounts Payable</i>	52
<i>General Ledger</i>	53
<i>Inventory</i>	54
<i>Sales Order</i>	55
<i>Purchase Order</i>	56
<i>Payroll</i>	57
<i>Job Cost</i>	57
SUMMARY.....	58

MAS 90 Entry-Level Products Comparison

Introduction

In the past we have put our efforts into creating a mid-market comparison with companies such as Great Plains, Solomon and Navision. You may be surprised to learn that recent research indicates that more companies—and to some extent larger companies—are selecting entry-level products. Now more than ever you may find prospective customers asking, “What is the difference between MAS 90 and MAS 200 and BusinessWorks or Peachtree besides the price?”

This document compares the following entry-level products to MAS 90 and MAS 200:

- BusinessWorks Gold
- NetLedger
- Peachtree Complete Accounting
- QuickBooks Pro 2001
- Red Wing

As you read through this informative Entry-Level Comparison, you may notice that the entry-level products are becoming more and more feature-rich. While MAS 90 has substantially more functionality than any of these products, you may have difficulty convincing prospects who are also looking at entry-level products that MAS 90 is worth the additional price. One of the most important differentiators you have is your own value-add of firsthand understanding of the customers’ needs and local support. As a Best valued added reseller (VAR), you should focus on selling Best products and your consulting services. Here are a few key areas to consider:

- Local partner – As a general rule, entry-level products are sold through retail stores or online (the exception is BusinessWorks, which is sold through a VAR channel). It is very difficult for business owners to evaluate whether the product will meet their business needs by reading the back of the box. Educate your prospects on your own experience in understanding business needs and implementing software that will fulfill those needs.
- Support – Best offers award-winning support from our Irvine headquarters and also has channel partners, like you, that offer high quality local support as well. Recent research has shown that the availability of prompt, high-quality support is a key point for customers purchasing business management software today.
- Breadth of modules – Entry-level products are great when a business is first starting out. When processes are strained and addition functionality is needed, a mid-market package such as MAS 90 and MAS 200 is designed to grow as your customers grow. MAS 90 and MAS 200 offer more than 26 modules to fit your customers’ specific needs. In addition, entry-level products usually do not handle more than a few concurrent users efficiently.
- Customization – Entry-level products do not offer the strong customization capabilities that companies may need as their businesses grow. Ask your prospects if they are willing to change the way their business works rather than make the software work the way their business operates.
- Generally Accepted Accounting Principles (GAAP)– MAS 90 and MAS 200 follows GAAP more closely. For example, accrual basis accounting follows GAAP but cash basis accounting does not. Audit trails are followed more strictly with

MAS 90 and MAS 200, which not only follows GAAP but make accountants very happy!

These are just a few of the entry-level product differences as compared to MAS 90 and MAS 200. Your services, along with the award-winning MAS 90 and MAS 200 business management solution, represent powerful differentiators to put you ahead of the competition.

How to Use This Document

Given the sensitive nature of head-to-head comparison information, please use this document with discretion. **This is a publication designed for internal use only, and should not be left with clients or prospects, or otherwise distributed outside your reseller organization.**

Workflow Differences

Among the entry-level solutions reviewed in this document, the following descriptions present a basic understanding of workflow differences and benefits of the varied approaches these applications take toward basic accounting tasks and principles.

Real-Time and Batch Processing

Most systems support only batch or real-time processing of accounting transactions, but some (e.g., Peachtree) allow you to choose between batch posting and real-time posting. The benefits of batch processing are:

- More control over your accounting data.
- Ability to verify the entries prior to posting the transactions.
- Ability to minimize data entry errors before they are posted. (This will save your business from potential problems while creating credit memos and then recreating the transaction correctly for erroneously posted transactions.)
- The choice between allowing data entry staff to post their own batches or designating a supervisor to be the only person able to post the batch.

In choosing and setting up an accounting workflow, some businesses elect to have two different Accounts Payable clerks performing data entry simultaneously. For example, one data entry clerk enters invoices from the prior period while the other enters invoices in the current period. The only caveat here is to make sure that each batch is posted to the correct accounting period.

Cash Basis vs. Accrual Accounting

Most systems support only cash basis or accrual, but some allow you to choose between the two. Only accrual basis accounting follows Generally Accepted Accounting Principles (GAAP).

What are the differences between cash basis and accrual basis accounting?

In Cash Basis Accounting:

- Business transactions are recorded when cash is received or paid.
- Revenues are recognized when cash is received.
- Expenses are recognized when cash is paid.

In Accrual Basis Accounting:

- Revenues are recognized when earned.
- Revenues are earned when the company sells products or provides services to customers.

- Expenses are recognized when incurred.
- Expenses are incurred when the company uses internal or external resources or services to conduct its daily operations.

Cash basis is an easy way to record transactions; however, it fails to consider the fact that some transactions impact more than one accounting period. Why is cash basis accounting not GAAP? Cash basis financials may understate revenue, overstate taxes, understate assets, understate liabilities and cause users to make decisions based on incomplete information.

BusinessWorks Overview

The BusinessWorks (BW) family of products delivers the tools you need to manage your business more effectively today for a more profitable tomorrow. Recognized for its ease-of-use, BusinessWorks is an accounting solution designed for businesses that have outgrown off-the-shelf bookkeeping packages. With 11 fully integrated modules offering features reserved for packages costing thousands more, BusinessWorks provides information vital to the success of businesses.

In the past, the BusinessWorks and MAS 90 and MAS 200 product lines have been primarily self-positioning due to the large price difference. Additionally, BW is often positioned as being the product for businesses with little or no accounting expertise on staff, whereas MAS 90 and MAS 200 are designed to work the way accountants think, and is best used by accounting professionals. With the introduction of MAS 90 Small Business, and the general industry trend as software products mature to become more and more user friendly via the use of online tutorials and setup wizards, we need to take a new look at the differentiators.

MAS 90 and MAS 90 Small Business represent a solution for rapidly growing companies. While this position is similar to BusinessWorks, there will be several differentiating questions that a channel partner should ask the prospect:

- Are you in an industry experiencing rapid growth?
- Do you expect your business to grow rapidly?
- Will your business require customization of screens or more than simple custom reporting?
- Will your business have an IT staff in the near future? If so, is MS SQL part of your plans for the near future?
- Do you see e-commerce as part of your business?
- Will you require online credit card processing?
- Do you expect to have a remote resource, such as a field salesforce or remote server?
- Do you plan on integrating Palm OS applications with your accounting software?
- Do you plan on expanding to multiple locations?

If a prospect answers yes to only one of these questions, BusinessWorks may be the best solution for them. If a prospect answers yes to two or more of these questions, MAS 90 or MAS 90 Small Business may be the best solution.

The chart that follows summarizes a few of the differentiating factors for prospects considering BusinessWorks, MAS 90 Small Business, and MAS 90:

BusinessWorks	MAS 90 Small Business	MAS 90
<ul style="list-style-type: none"> • Revenue of \$1-10 million and remaining in this range for 2 years • Real time processing • Owner is key user • 2-5 accounting users • Implementation is 4-8 hours • Good if coming from a manual system • Easier if you are not an accountant • Dabbling in e-commerce (Site Creator and Web Trader) • Strong in retail and Auto body shops 	<ul style="list-style-type: none"> • High transaction volume – 1,000 + • Batch processing • Accountant is key user • 1-2 accounting users • Best if experienced in an automated system • Basic Web needs • Strong in distribution • Will need MAS 90 functionality within 2 years 	<ul style="list-style-type: none"> • More than 5 accounting users • Upgrading for greater functionality • Custom forms and reports included • Multi-location • MRP and/or WO needs • E-commerce – serious about the Internet • Custom job shops • Advanced customization

Pricing

Modules included: LM, GL, AR, AP, BR	Single - User	Two - User
BusinessWorks Gold	\$1,875	\$2,270
MAS 90 Small Business	\$3,500	\$5,500
MAS 90	\$6,000	N/A

Comparing BusinessWorks Gold and MAS 90

AVAILABLE MODULES <i>Note: Modules may require separate purchase</i>	BusinessWorks Gold	MAS 90 MAS 200
General Ledger (GL)	●	●
Accounts Receivable (AR)	●	●
Accounts Payable (AP)	●	●
Bank Reconciliation	●	●
Payroll	●	●
Inventory	●	●
Sales Order	●	●
Purchase Order	●	●
Bar Code		●
Bill of Materials		●
Work Order		●
Material Requirements Planning		●
Job Cost	●	●
TimeCard	Third Party	●
Visual Integrator		●
Magnetic Media Reporting		●
E-commerce	Third Party	●
Business Alerts		●
Credit Card Processing		●
Remote Solutions (integration with the Palm OS)		●
Fixed Assets		Third Party
Integration with F9	●	●
Integration with FRx		●
Integration with Crystal Reports	●	●
Time and Billing	Third Party	Third Party
Contact Management	● GoldMine	● (ACT! and SalesLogix)

System Options

Option or Feature	BusinessWorks Gold	MAS 90 MAS 200
Cash or accrual basis accounting	Accrual Only	Accrual Only
Method for posting transactions	Real Time	Batch
Search on reports printed to screen	●	●
Audit trail	●	●
Ability to create custom reports	●	●
Ability to add user-defined fields	●	● Custom Office
Ability to change order of fields on screen		● Custom Office
Ability to change tab stops		● Custom Office
Setup wizards		
Conversion of Quicken or QuickBooks data		
Support for GST and PST tax computations		●
On-site training option	●	● (Available through channel partner)
Drill-down capabilities	●	● Very extensive

Accounts Receivable

Module Feature	BusinessWorks Gold	MAS 90 MAS 200
AR customer number size	12	7 plus 2 for division
AR support for divisions		●
Number of address lines	2	3
Multiple contacts per customer		●
AR tracking of customer credit card number	●	●
Invoice number size	6	7
Ability to track customer's URL address		●
Ability to track customer's e-mail address	●	●
Ability to mark customer as a prospect		● (Temp customer)
Number of ship-to addresses	500 tracked in Order Entry	99999
Number of customer price levels	3	36
Ability to enter multiple invoice batches		●
Tracking of customer's average days to pay	●	●
User-defined aging periods	●	●
Balance forward capability	●	●
Purchase history through Customer Maintenance	●	●
Enter credit memo	●	●
Ability to partial pay invoices	●	●
Ability to select range of customers to print invoices	●	●
Auto memo display during data entry	●	●

Accounts Payable

Module Feature	BusinessWorks Gold	MAS 90 MAS 200
AP customer number size	12	7 plus 2 for division
AP support for divisions		●
Number of address lines	2	3
Multiple contacts per vendor		●
Ability to track vendor's URL address		●
Maximum invoice number size	12	10
Ability to track vendor's e-mail address	●	●
Ability to print checks on MICR		● (If you have font)
Ability to generate 1099s on magnetic media		● (Separate module)
Ability to enter multiple invoice batches		●
Ability to merge two accounts together		●
Shows cash balances when selecting invoices	Extra step	
Ability to apply AR invoices to vendor balances	●	●
Ability to flag for a separate check per invoice		●
One-time vendor payment	●	●
Vendor purchase history report	●	●
Ability to put individual invoices on hold	●	●

General Ledger

Module Feature	BusinessWorks Gold	MAS 90 MAS 200
GL account number size	8	9
Number of GL account segments	1	1-3
Ability to mark GL accounts as inactive		
Number of Accounting Periods	1-13	1-26
Number of budgets	1	3
Ability to view GL data graphically	●	●
Ability to support GL Allocation entries		●
Ability to choose industry-specific Chart of Accounts	●	
Support for multi-company consolidation	●	●
Ability to export data to other file formats	●	●
Ability to show current period this year vs. last year	●	●
Ability to show quarter to quarter comparisons	●	●

Inventory

Module Feature	BusinessWorks Gold	MAS 90 MAS 200
Inventory part number size	20	15
Support for alias item numbers	●	●
Product class or category	●	●
Costing Methods supported	●	Average, Standard, LIFO, FIFO Lot and Serial
Tracking of multiple warehouses	●	●
Ability to print inventory labels with bar codes		●
Support for customer level pricing		●
Support for change of inventory valuation method after transactions have been processed		●
Support for physical count		●
Ability to merge two or more inventory items together		●
Ability to show availability of alternate items	●	●
Ability to show average cost in the item files	●	●
Ability to attach image to item file	●	●
Ability to bar code receipt labels		●

Sales Order

Module Feature	BusinessWorks Gold	MAS 90 MAS 200
Ability to enter recurring orders		●
Ability to enter master orders		●
Ability to track promised ship date by line item		●
Ability to track job cost number by line item		
Ability to recommend alternate item number if selected item is out of stock	●	●
Ability to enter alias item numbers		●
Ability to enter line item discounts	●	●
Ability to split sales commission		● (Up to 5)
Ability to sell items in a different unit of measure than they are stocked		●
Ability to show customer's purchase history when entering sales order line items		●
Ability to use a rate table to calculate freight automatically		●
Ability to check credit when entering an order	●	●
Support for drop-ship items		●
Ability to create backorder	●	●
Ability to generate daily sales report recaps		●
Bar Code Receipt Sales Order & Picking Sheet printing	●	●

Purchase Order

Module Feature	BusinessWorks Gold	MAS 90 MAS 200
Ability to automatically generate orders based on reorder point	●	●
Ability to generate purchase orders based on a sales order		●
Ability to allocate freight expenses to inventory line items		●
Ability for the inventory item received system to print back order fill report listing sales orders that can now be filled	●	●
Ability to enter required dates by line item for each purchase order		●
Ability to generate an expected delivery report		●
Overdue purchase order report	●	●
Repeating purchase orders	●	●
Ability to review purchase orders by vendor	●	●

Payroll

Module Feature	BusinessWorks Gold	MAS 90 MAS 200
Ability to accept hours from Time and Billing module	Third Party	● With Timekeeper
Payroll register by department	●	●
Support for bonus pay	●	●
Support for salaried with overtime employees	●	●
Support for multiple pay rates per single pay period	●	●
Support for daily payroll	●	●
Ability to distribute salaried employees' time	●	●
Support for direct deposit	●	●

Job Cost

Module Feature	BusinessWorks Gold	MAS 90 MAS 200
Support for phases within jobs	●	●
Support for cost types within job/phase	●	●
Support for AR and AP retention	●	●
Ability to generate cost to complete report		●
Ability to report profit by job	●	●
Remaining to be billed	●	●
Burden computations per estimated direct labor rate per hour	●	●
Support for percentage completion billing	●	●

NetLedger Overview

NetLedger Pricing: \$9.95 per month per user

Similar in many respects to ePeachtree and QuickBooks for the Web, NetLedger is a hosted Web-based application targeting small businesses with fewer than 100 employees. NetLedger is built on the Oracle 8i database. Modules include General Ledger, Accounts Receivable, Account Payable, Purchase Order, Sales Order, Payroll, Time and Billing and Inventory plus e-commerce functionality. Inventory features are limited; only one costing method is available (standard), sales kits are not supported, multiple sale prices per inventory item are not available, and there is no true job costing. NetLedger allows companies to set up customers and employees as users of the accounting system. For example, customers can log in, view their accounts and submit orders online.

NetLedger: In Their Own Words

NetLedger delivers the best system to manage a growing business. NetLedger is leveraging the Internet to turn small business accounting into a powerful e-business tool. Using NetLedger, small businesses can conduct business with their customers, employees, and suppliers in real time, experience anytime, anywhere access to up-to-the minute data, and get Fortune 500 power to run their companies.

Comparing NetLedger and MAS 90

AVAILABLE MODULES	NetLedger	MAS 90 MAS 200
<i>Note: Modules may require separate purchase</i>		
General Ledger	●	●
Accounts Receivable	●	●
Accounts Payable	●	●
Bank Reconciliation	●	●
Payroll	●	●
Inventory	●	●
Sales Order	●	●
Purchase Order	●	●
Bar Code		●
Bill of Materials		●
Work Order		●
Material Requirements Planning		●
Job Cost		●
TimeCard		●
Visual Integrator		●
Magnetic Media Reporting		●
E-commerce	●	●
Business Alerts		●
Credit Card Processing	●	●
Remote Solutions (integration with the Palm OS)		●
Fixed Assets		Third Party
Integration with F9		●
Integration with FRx		●
Integration with Crystal Reports		●
Time and Billing	●	Third Party
Contact Management		● (ACT!, SalesLogix)

System Options

Note: Feature comparison is between MAS 90 and MAS 200 version 3.61 and NetLedger.

Option or Feature	NetLedger	MAS 90 MAS 200
Cash or accrual basis accounting	Cash and Accrual	Accrual Only
Method for posting transactions	Real Time	Batch
Search on reports printed to screen		●
Audit trail	●	●
Ability to create custom reports	●	●
Ability to add user-defined fields	●	● Custom Office
Ability to change order of fields on screen		● Custom Office
Ability to change tab stops		● Custom Office
Automatic field entry completion	●	
Multiple lookup options (Filters, custom, etc.)		●
Setup wizards	●	
Conversion of Quicken or QuickBooks data	●	
Support for GST and PST tax computations	●	●
Onsite training option		● (Available through channel partner)
Drill-down capabilities	●	● Very extensive

Accounts Receivable

Module Feature	NetLedger	MAS 90 MAS 200
AR customer number size	25	7 plus 2 for division
AR support for divisions		●
Number of address lines	2	3
Multiple contacts per customer	●	●
AR tracking of customer credit card number	●	●
Invoice number size	29	7
Ability to track customer's URL address		●
Ability to track customer's e-mail address	●	●
Ability to mark customer as a prospect		● (Temp customer)
Number of ship-to addresses	1	99999
Number of customer price levels	4	36
Ability to enter multiple invoice batches		●
Tracking of customer's average days to pay	●	●
User-defined aging periods	●	●
Balance forward capability	●	●
Purchase history through Customer Maintenance	●	●
Ability to create backorder		●
Enter credit memo	●	●
Ability to partial pay invoices	●	●
Ability to select range of customers to print invoices	●	●
Auto memo display during data entry		●

Accounts Payable

Module Feature	NetLedger	MAS 90 MAS 200
AP customer number size	22	7 plus 2 for division
AP support for divisions		●
Number of address lines	2	3
Multiple contacts per vendor		●
Ability to track vendor's URL address		●
Maximum invoice number size	29	10
Ability to track vendor's e-mail address	●	●
Ability to print checks on MICR		● (If you have font)
Ability to generate 1099s on magnetic media	●	● (Separate module)
Ability to enter multiple invoice batches		●
Ability to merge two accounts together		●
Ability to apply AR invoices to vendor balances		●
Ability to flag for a separate check per invoice		●
One-time vendor payment	●	●
Vendor purchase history report	●	●
Ability to put individual invoices on hold		●

General Ledger

Module Feature	NetLedger	MAS 90 MAS 200
GL account number size	31	9
Number of GL account segments	1	1-3
Ability to mark GL accounts as inactive	●	
Number of accounting periods	13	1-26
Number of budgets	9	3
Ability to view GL data graphically	●	●
Ability to support GL allocation entries		●
Ability to choose industry-specific chart of accounts		
Support for multi-company consolidation		●
Ability to export data to other file formats	●	●
Ability to show current period this year vs. last year		●
Ability to show quarter to quarter comparisons	●	●

Inventory

Module Feature	NetLedger	MAS 90 MAS 200
Inventory part number size	13	15
Support for alias item numbers		●
Product class or category	●	●
Costing methods supported	Standard	Average, Standard, LIFO, FIFO Lot and Serial
Tracking of multiple warehouses		●
Ability to print inventory labels with bar codes		●
Support for customer level pricing	●	●
Support for change of inventory valuation method after transactions have been processed		●
Support for physical count processing	●	●
Ability to merge two or more inventory items together		●
Ability to show availability of alternate items		●
Ability to show average cost in the item files		●
Ability to attach image to item file	●	●
Ability to bar code receipt labels		●

Sales Order

Module Feature	NetLedger	MAS 90 MAS 200
Ability to enter recurring orders	●	●
Ability to enter master orders		●
Ability to track promised ship date by line item	●	●
Ability to track job cost number by line item		
Ability to recommend alternate item number if selected item is out of stock		●
Ability to enter alias item numbers		●
Ability to enter line item discounts		●
Ability to split sales commission		● (Up to 5)
Ability to sell items in a different unit of measure than they are stocked		●
Ability to show customer's purchase history when entering sales order line items		●
Ability to use a rate table to calculate freight automatically		●
Ability to check credit when entering an order		●
Support for drop-ship items		●
Ability to create backorder		●
Ability to generate daily sales report recaps	●	●
Bar Code Receipt Sales Order and Picking Sheet printing		●

Purchase Order

Module Feature	NetLedger	MAS 90 MAS 200
Ability to automatically generate orders based on reorder point	●	●
Ability to generate purchase orders based on a sales order		●
Ability to allocate freight expenses to inventory line items		●
Ability for the inventory item received system to print backorder fill report listing sales orders that can now be filled		●
Ability to enter required dates by line item for each purchase order	●	●
Ability to generate an expected delivery report		●
Overdue purchase order report		●
Repeating purchase orders	●	●
Ability to review purchase orders by vendor		●

Payroll

Module Feature	NetLedger	MAS 90 MAS 200
Ability to accept hours from Time and Billing module		● With Timekeeper
Payroll register by department		●
Support for bonus pay	●	●
Support for salaried with overtime employees	●	●
Support for multiple pay rates per single pay period	●	●
Support for daily payroll	●	●
Ability to distribute salaried employees' time	●	●
Support for direct deposit	●	●

Job Cost

Module Feature	NetLedger	MAS 90 MAS 200
Support for phases within jobs		●
Support for cost types within job/phase		●
Support for AR and AP retention		●
Ability to generate cost to complete report	●	●
Ability to report profit by job	●	●
Remaining to be billed	●	●
Burden computations per estimated direct labor rate per hour	●	●
Support for percentage completion billing		●

Peachtree Complete Accounting Overview

Peachtree Complete Accounting Pricing: \$269.95

Peachtree Complete Accounting: In Their Own Words

Peachtree Complete Accounting is packed with robust, network-ready accounting features you want to provide you with the valuable insights you need! Now you can better manage your books, your business and your presence on the Internet with Peachtree Complete Accounting. Get a quick financial snapshot of your business with the Financial Manager; easily handle one-time inventory price and rounding changes with the Global Price Changer; and take advantage of advanced features including time and billing, screen-level security, fixed assets, audit trail, job costing and Peachtree Today™ — the valuable Business Resource Center. Peachtree Complete — the total accounting solution for small businesses!

- Multi-user Btrieve 6.15 – no logical limit to number of users – practical limit is 5.
- Fixed assets is acquired system –launched separately – GL integration only.

Comparing Peachtree Complete Accounting and MAS 90

AVAILABLE MODULES <i>Note: Modules may require separate purchase</i>	Peachtree Complete Accounting	MAS 90 MAS 200
General Ledger	●	●
Accounts Receivable	●	●
Accounts Payable	●	●
Bank Reconciliation	●	●
Payroll	●	●
Inventory	●	●
Sales Order	●	●
Purchase Order	●	●
Bar Code		●
Bill of Materials		●
Work Order		●
Material Requirements Planning		●
Job Cost	●	●
TimeCard		●
Visual Integrator		●
Magnetic Media Reporting		●
E-commerce	Limited	●
Business Alerts	Limited	●
Credit Card Processing	Limited to one merchant	●
Remote Solutions (integration with the Palm OS)		●
Fixed Assets	●	Third Party
Integration with F9		●
Integration with FRx		●
Integration with Crystal Reports	●	●
Time and Billing	●	Third Party
Contact Management		● (ACT! and SalesLogix)

System Options

Note: Feature comparison is between MAS 90 and MAS 200 version 3.61 and Peachtree Complete Accounting 2002 version 9.

Option or Feature	Peachtree Complete Accounting	MAS 90 MAS 200
Cash or accrual basis accounting	Both	Accrual Only
Method for posting transactions	Real Time or Batch	Batch
Search on reports printed to screen		●
Audit trail	●	●
Ability to create custom reports	● Separate purchase; limited customization included	●
Ability to add user-defined fields	● Very limited	● Custom Office
Ability to change order of fields on screen		● Custom Office
Ability to change tab stops		● Custom Office
Automatic field entry completion	●	
Multiple lookup options (Filters, custom, etc.)		●
Setup wizards	●	
Conversion of Quicken or QuickBooks data	● Only QuickBooks version 4 and 5	
Support for GST and PST tax computations		●
Onsite training option	● (Available through channel partner)	● (Available through channel partner)
Drill-down capabilities		● Very extensive

Accounts Receivable

Module Feature	Peachtree Complete Accounting	MAS 90 MAS 200
AR customer number size	20	7 plus 2 for division
AR support for divisions		●
Number of address lines	2	3
Multiple contacts per customer		●
AR tracking of customer credit card number		●
Invoice number size	20	7
Ability to track customer's URL address	●	●
Ability to track customer's e-mail address	●	●
Ability to mark customer as a prospect	●	● (Temp customer)
Number of ship-to addresses	9	99999
Number of customer price levels	5	36
Ability to enter multiple invoice batches		●
Tracking of customer's average days to pay		●
User-defined aging periods	●	●
Balance forward capability		●
Purchase history through Customer Maintenance	●	●
Ability to create backorder		●
Enter credit memo	●	●
Ability to partial pay invoices	●	●
Ability to select range of customers to print invoices	●	●
Auto memo display during data entry		●

Accounts Payable

Module Feature	Peachtree Complete Accounting	MAS 90 MAS 200
AP customer number size	20	7 plus 2 for division
AP support for divisions		●
Number of address lines	2	3
Multiple contacts per vendor		●
Ability to track vendor's URL address	●	●
Maximum invoice number size	20	10
Ability to track vendor's e-mail address	●	●
Ability to print checks on MICR	● (If you have font)	● (If you have font)
Ability to generate 1099s on magnetic media		● (Separate module)
Ability to enter multiple invoice batches	● (with batches enabled)	●
Ability to merge two accounts together		●
Shows cash balances when selecting invoices	●	
Ability to apply AR invoices to vendor balances		●
Ability to flag for a separate check per invoice		●
One-time vendor payment	●	●
Vendor purchase history report	●	●
Ability to put individual invoices on hold		●

General Ledger

Module Feature	Peachtree Complete Accounting	MAS 90 MAS 200
GL account number size	15	9
Number of GL account segments	1 segment, but can sort on all 15 digits	1-3
Ability to mark GL accounts as inactive	●	
Number of accounting periods	1-26	1-26
Number of budgets	2	3
Ability to view GL data graphically	● (limited, through My Business)	●
Support for GL allocation entries		●
Ability to choose industry-specific chart of accounts	●	
Support for multi-company consolidation		●
Ability to export data to other file formats	● (CSV)	●
Ability to show current period this year vs. last year	●	●
Ability to show quarter to quarter comparisons	●	●

Inventory

Module Feature	Peachtree Complete Accounting	MAS 90 MAS 200
Inventory part number size	20	15
Support for alias item numbers		●
Product class or category		●
Costing methods supported	Average, LIFO, FIFO	Average, Standard, LIFO, FIFO Lot and Serial
Tracking of multiple warehouses		●
Ability to print inventory labels with bar codes		●
Support for customer level pricing	●	●
Support for change of inventory valuation method after transactions have been processed		●
Support for physical count processing		●
Ability to merge two or more inventory items together		●
Ability to show availability of alternate items		●
Ability to show average cost in the item files		●
Ability to attach image to item file		●
Ability to bar code receipt labels		●

Sales Order

Module Feature	Peachtree Complete Accounting	MAS 90 MAS 200
Ability to enter recurring orders		●
Ability to enter master orders		●
Ability to track promised ship date by line item		●
Ability to track job cost number by line item	●	
Ability to recommend alternate item number if selected item is out of stock		●
Ability to enter alias item numbers		●
Ability to enter line item discounts		●
Ability to split sales commission		● (Up to 5)
Ability to sell items in a different unit of measure than they are stocked		●
Ability to show customer's purchase history when entering sales order line items		●
Ability to use a rate table to calculate freight automatically	●	●
Ability to check credit when entering an order		●
Support for drop-ship items	●	●
Ability to create backorder		●
Ability to generate daily sales report recaps		●
Bar Code Receipt Sales Order & Picking Sheet printing		●

Purchase Order

Module Feature	Peachtree Complete Accounting	MAS 90 MAS 200
Ability to automatically generate orders based on reorder point		●
Ability to generate purchase orders based on a sales order		●
Ability to allocate freight expenses to inventory line items		●
Ability for the inventory item received system to print back order fill report listing sales orders that can now be filled		●
Ability to enter required dates by line item for each purchase order		●
Ability to generate an expected delivery report		●
Overdue purchase order report		●
Repeating purchase orders		●
Ability to review purchase orders by vendor		●

Payroll

Module Feature	Peachtree Complete Accounting	MAS 90 MAS 200
Ability to accept hours from Time and Billing module	●	● With Timekeeper
Payroll register by department		●
Support for bonus pay	●	●
Support for salaried with overtime employees		●
Support for multiple pay rates per single pay period	●	●
Support for daily payroll		●
Ability to distribute salaried employees' time		●
Support for direct deposit		●

Job Cost

Module Feature	Peachtree Complete Accounting	MAS 90 MAS 200
Support for phases within jobs	●	●
Support for cost types within job/phase	●	●
Support for AR and AP retention		●
Ability to generate cost to complete report		●
Ability to report profit by job	●	●
Remaining to be billed	●	●
Burden computations per estimated direct labor rate per hour		●
Support for percentage completion billing		●

QuickBooks Pro 2001 Overview

QuickBooks Pro 2001 Pricing: \$249.95

QuickBooks Pro covers the basic accounting needs with strong modules for payroll, accounts receivable, and accounts payable. Netledger and Quickbooks Pro 2001 have similar feature sets and functionality. Quickbooks Pro also contains limited inventory tracking and job costing features. The job costing features are not robust, in that job costing is a subset of the customer account.

QuickBooks Pro is targeted towards service and retail businesses. Some of the standard features include multiple price levels for items and customizable financial reports. The workflow of Quickbooks Pro is limiting; by design, the product is very non-procedural. The chart of accounts does not support departments, so the issue is addressed by creating jobs to substitute departments.

Comparing QuickBooks Pro 2001 and MAS 90

AVAILABLE MODULES <i>Note: Modules may require separate purchase</i>	QuickBooks Pro 2001	MAS 90 MAS 200
General Ledger	●	●
Accounts Receivable	●	●
Accounts Payable	●	●
Bank Reconciliation	●	●
Payroll	●	●
Inventory	●	●
Sales Order		●
Purchase Order	●	●
Bar Code		●
Bill of Materials		●
Work Order		●
Material Requirements Planning		●
Job Cost	●	●
TimeCard		●
Visual Integrator		●
Magnetic Media Reporting		●
E-commerce		●
Business Alerts		●
Credit Card Processing		●
Remote Solutions (integration with the Palm OS)		●
Fixed Assets		Third Party
Integration with F9		●
Integration with FRx		●
Integration with Crystal Reports		●
Time and Billing		Third Party
Contact Management	● (ACT!)	● (ACT!and SalesLogix)

System Options

Note: Feature comparison is between MAS 90 and MAS 200 version 3.61 and QuickBooks Pro 2001.

Option or Feature	QuickBooks Pro 2001	MAS 90 MAS 200
Cash or accrual basis accounting	Cash and Accrual	Accrual Only
Method for posting transactions	Real Time	Batch
Search on reports printed to screen		●
Audit trail	●	●
Ability to create custom reports	●	●
Ability to add user-defined fields	●	● Custom Office
Ability to change order of fields on screen		● Custom Office
Ability to change tab stops		● Custom Office
Automatic field entry completion	●	
Multiple lookup options (Filters, custom, etc.)	●	●
Setup wizards	●	
Conversion of Quicken or QuickBooks data	●	
Support for GST and PST tax computations	●	●
Onsite training option		● (Available through Channel Partner)
Drill-down capabilities	●	● Very extensive

Accounts Receivable

Module Feature	QuickBooks Pro 2001	MAS 90 MAS 200
AR customer number size	25	7 plus 2 for division
AR support for divisions		●
Number of address lines	2	3
Multiple contacts per customer		●
AR tracking of customer credit card number		●
Invoice number size	11	7
Ability to track customer's URL address		●
Ability to track customer's e-mail address	●	●
Ability to mark customer as a prospect	●	● (Temp customer)
Number of ship-to addresses	1	99999
Number of customer price levels	20	36
Ability to enter multiple invoice batches		●
Tracking of customer's average days to pay		●
User-defined aging periods	●	●
Balance forward capability	●	●
Purchase history through Customer Maintenance	●	●
Ability to create backorder		●
Enter credit memo	●	●
Ability to partial pay invoices	●	●
Ability to select range of customers to print invoices	●	●
Auto memo display during data entry		●

Accounts Payable

Module Feature	QuickBooks Pro 2001	MAS 90 MAS 200
AP customer number size	22	7 plus 2 for division
AP support for divisions		●
Number of address lines	2	3
Multiple contacts per vendor		●
Ability to track vendor's URL address		●
Maximum invoice number size	10	10
Ability to track vendor's e-mail address	●	●
Ability to print checks on MICR		● (If you have font)
Ability to generate 1099s on magnetic media	●	● (Separate module)
Ability to enter multiple invoice batches		●
Ability to merge two accounts together		●
Shows cash balances when selecting invoices		
Ability to apply AR invoices to vendor balances		●
Ability to flag for a separate check per invoice		●
One-time vendor payment	●	●
Vendor purchase history report	●	●
Ability to put individual invoices on hold		●

General Ledger

Module Feature	QuickBooks Pro 2001	MAS 90 MAS 200
GL account number size	31	9
Number of GL account segments	1	1-3
Ability to mark GL accounts as inactive	●	
Number of accounting periods	1-13	1-26
Number of budgets	1	3
Ability to view GL data graphically	●	●
Ability to support GL allocation entries		●
Ability to choose industry-specific chart of accounts		
Support for multi-company consolidation		●
Ability to export data to other file formats	●	●
Ability to show current period this year vs. last year		●
Ability to show quarter to quarter comparisons	●	●

Inventory

Module Feature	QuickBooks Pro 2001	MAS 90 MAS 200
Inventory part number size	13	15
Support for alias item numbers		●
Product class or category	●	●
Costing methods supported	Standard	Average, Standard, LIFO, FIFO Lot and Serial
Tracking of multiple warehouses		●
Ability to print inventory labels with bar codes		●
Support for customer level pricing	●	●
Support for change of inventory valuation method after transactions have been processed		●
Support for physical count processing		●
Ability to merge two or more inventory items together		●
Ability to show availability of alternate items		●
Ability to show average cost in the item files	●	●
Ability to attach image to item file	●	●
Ability to bar code receipt labels		●

Sales Order

Module Feature	QuickBooks Pro 2001	MAS 90 MAS 200
Ability to enter recurring orders		●
Ability to enter master orders		●
Ability to track promised ship date by line item		●
Ability to track job cost number by line item		
Ability to recommend alternate item number if selected item is out of stock		●
Ability to enter alias item numbers		●
Ability to enter line item discounts	●	●
Ability to split sales commission	●	● (Up to 5)
Ability to sell items in a different unit of measure than they are stocked		●
Ability to show customer's purchase history when entering sales order line items		●
Ability to use a rate table to calculate freight automatically		●
Ability to check credit when entering an order		●
Support for drop-ship items		●
Ability to create backorder		●
Ability to generate daily sales report recaps	●	●
Bar Code Receipt Sales Order & Picking Sheet printing		●

Purchase Order

Module Feature	QuickBooks Pro 2001	MAS 90 MAS 200
Ability to automatically generate orders based on reorder point	●	●
Ability to generate purchase orders based on a sales order		●
Ability to allocate freight expenses to inventory line items		●
Ability for the inventory item received system to print backorder fill report listing sales orders that can now be filled		●
Ability to enter required dates by line item for each purchase order	●	●
Ability to generate an expected delivery report		●
Overdue purchase order report		●
Repeating purchase orders	●	●
Ability to review purchase orders by vendor		●

Payroll

Module Feature	QuickBooks Pro 2001	MAS 90 MAS 200
Ability to accept hours from Time and Billing module		● With Timekeeper
Payroll register by department		●
Support for bonus pay	●	●
Support for salaried with overtime employees	●	●
Support for multiple pay rates per single pay period	●	●
Support for daily payroll	●	●
Ability to distribute salaried employees' time	●	●
Support for direct deposit	●	●

Job Cost

Module Feature	QuickBooks Pro 2001	MAS 90 MAS 200
Support for phases within jobs		●
Support for cost types within job/phase		●
Support for AR and AP retention		●
Ability to generate cost to complete report		●
Ability to report profit by job		●
Remaining to be billed		●
Burden computations per estimated direct labor rate per hour		●
Support for percentage completion billing		●

Red Wing Windows Accounting Software Overview

Red Wing Windows Accounting Software Pricing: \$1,495 for core financials

Red Wing Accounting software is based on Open Systems' version of Traverse, with fewer bells and whistles. The user interface is designed simply, but it is difficult to navigate. Red Wing looks and feels like a Microsoft Access database. Like many small accounting packages, Red Wing lacks many important features. Purchase Order and job costing functions are limited. Red Wing Accounting does not handle credit card processing, nor does it have an e-commerce solution.

Comparing Red Wing Accounting and MAS 90

AVAILABLE MODULES	Red Wing	MAS 90 MAS 200
<i>Note: Modules may require separate purchase</i>		
General Ledger	●	●
Accounts Receivable	●	●
Accounts Payable	●	●
Bank Reconciliation		●
Payroll	●	●
Inventory	●	●
Sales Order	●	●
Purchase Order	●	●
Bar Code		●
Bill of Materials		●
Work Order		●
Material Requirements Planning		●
Job Cost	●	●
TimeCard		●
Visual Integrator		●
Magnetic Media Reporting		●
E-commerce		●
Business Alerts		●
Credit Card Processing		●
Remote Solutions (integration with the Palm OS)		●
Fixed Assets		Third Party
Integration with F9		●
Integration with FRx		●
Integration with Crystal Reports		●
Time and Billing		Third Party
Contact Management		● (ACT!, SalesLogix)

System Options

Note: Feature comparison is between MAS 90 and MAS 200 version 3.61 and Red Wing Accounting software.

Option or Feature	Red Wing	MAS 90 MAS 200
Cash or accrual basis accounting	Accrual Only	Accrual Only
Method for posting transactions	Real Time	Batch
Search on reports printed to screen		●
Audit trail		●
Ability to create custom reports		●
Ability to add user-defined fields	● Limited	● Custom Office
Ability to change order of fields on screen		● Custom Office
Ability to change tab stops		● Custom Office
Automatic field entry completion		
Multiple lookup options (Filters, custom, etc.)		●
Setup wizards		
Conversion of Quicken or QuickBooks data		
Support for GST and PST tax computations		●
Onsite training option	●	● (Available through channel partner)
Drill-down capabilities		● Very extensive

Accounts Receivable

Module Feature	Red Wing	MAS 90 MAS 200
AR customer number size	10	7 plus 2 for division
AR support for divisions		●
Number of address lines	2	3
Multiple contacts per customer		●
AR tracking of customer credit card number	●	●
Invoice number size	15	7
Ability to track customer's URL address	●	●
Ability to track customer's e-mail address	●	●
Ability to mark customer as a prospect		● (Temp customer)
Number of ship-to addresses	99999	99999
Number of customer price levels	Unlimited	36
Ability to enter multiple invoice batches		●
Tracking of customer's average days to pay	●	●
User-defined aging periods		●
Balance forward capability		●
Purchase history through Customer Maintenance	●	●
Ability to create backorder		●
Enter credit memo	●	●
Ability to partial pay invoices	●	●
Ability to select range of customers to print invoices		●
Auto memo display during data entry		●

Accounts Payable

Module Feature	Red Wing	MAS 90 MAS 200
AP customer number size	10	7 plus 2 for division
AP support for divisions		●
Number of address lines	2	3
Multiple contacts per vendor		●
Ability to track vendor's URL address	●	●
Maximum invoice number size	15	10
Ability to track vendor's e-mail address	●	●
Ability to print checks on MICR		● (If you have font)
Ability to generate 1099s on magnetic media	●	● (Separate module)
Ability to enter multiple invoice batches		●
Ability to merge two accounts together		●
Shows cash balances when selecting invoices		
Ability to apply AR invoices to vendor balances		●
Ability to flag for a separate check per invoice	●	●
One-time vendor payment		●
Vendor purchase history report	●	●
Ability to put individual invoices on hold		●

General Ledger

Module Feature	Red Wing	MAS 90 MAS 200
GL account number size	10	9
Number of GL account segments	3	1-3
Ability to mark GL accounts as inactive		
Number of accounting periods	1-13	1-26
Number of budgets	1	3
Ability to view GL data graphically	●	●
Support for GL allocation entries	●	●
Ability to choose industry-specific chart of accounts	●	
Support for multi-company consolidation		●
Ability to export data to other file formats	●	●
Ability to show current period this year vs. last year		●
Ability to show quarter to quarter comparisons		●

Inventory

Module Feature	Red Wing	MAS 90 MAS 200
Inventory part number size	24	15
Support for alias item numbers	●	●
Product class or category	●	●
Costing methods supported	Average, Standard, LIFO, FIFO	Average, Standard, LIFO, FIFO Lot and Serial
Tracking of multiple warehouses	●	●
Ability to print inventory labels with bar codes	●	●
Support for customer level pricing	●	●
Support for change of inventory valuation method after transactions have been processed	●	●
Support for physical count processing	●	●
Ability to merge two or more inventory items together		●
Ability to show availability of alternate items	●	●
Ability to show average cost in the item files	●	●
Ability to attach image to item file	●	●
Ability to bar code receipt labels		●

Sales Order

Module Feature	Red Wing	MAS 90 MAS 200
Ability to enter recurring orders		●
Ability to enter master orders		●
Ability to track promised ship date by line item		●
Ability to track job cost number by line item	●	
Ability to recommend alternate item number if selected item is out of stock	●	●
Ability to enter alias item numbers	●	●
Ability to enter line item discounts	●	●
Ability to split sales commission		● (Up to 5)
Ability to sell items in a different unit of measure than they are stocked		●
Ability to apply multiple sales orders to one invoice		●
Ability to show customer's purchase history when entering sales order line items	●	●
Ability to use a rate table to calculate freight automatically		●
Ability to check credit when entering an order	●	●
Support for drop-ship items		●
Ability to create backorder	●	●
Ability to generate daily sales report recaps		●
Bar Code Receipt Sales Order & Picking Sheet printing		●

Purchase Order

Module Feature	Red Wing	MAS 90 MAS 200
Ability to automatically generate orders based on reorder point		●
Ability to generate purchase orders based on a sales order	●	●
Ability to allocate freight expenses to inventory line items	●	●
Ability for the inventory item received system to print back order fill report listing sales orders that can now be filled		●
Ability to enter required dates by line item for each purchase order		●
Ability to generate an expected delivery report		●
Overdue purchase order report		●
Repeating purchase orders	●	●
Ability to review purchase orders by vendor		●

Payroll

Module Feature	Red Wing	MAS 90 MAS 200
Ability to accept hours from Time and Billing module		● With Timekeeper
Payroll register by department		●
Support for bonus pay	●	●
Support for salaried with overtime employees	●	●
Support for multiple pay rates per single pay period		●
Support for daily payroll	●	●
Ability to distribute salaried employees' time		●
Support for direct deposit	●	●

Job Cost

Module Feature	Red Wing	MAS 90 MAS 200
Support for phases within Jobs	●	●
Support for cost types within job/phase		●
Support for AR and AP retention		●
Ability to generate cost to complete report	●	●
Ability to report profit by job		●
Remaining to be billed		●
Burden computations per estimated direct labor rate per hour	●	●
Support for percentage completion billing		●

Summary

There are many accounting software systems on the market today. The purpose of this document is to enable everyone in your sales organization to position MAS 90 and MAS 200 software in its rightful place—as the leader in its market category.

In this document, we have presented specific company and product information for a few of the entry-level competitors most commonly encountered in a sales situation. By helping you become better prepared with this important information about our competitors, we hope that you will be able to position MAS 90 and MAS 200 more effectively against the competition.

Although we have made every attempt to verify the accuracy of the enclosed information as of the date of publication, products, technologies, pricing and sales strategies change frequently. Therefore, we cannot guarantee 100% accuracy. All information is subject to change without notice.



56 Technology Drive
Irvine, CA 92618-2301
800-854-3415
www.bestsoftware.com

The information contained in this document represents the current view of Best Software, Inc. on the issues discussed as of the date this document was prepared. Because Best must respond to changing market conditions, it should not be interpreted to be a commitment on the part of Best, and Best cannot guarantee the accuracy of any information presented after the date of publication. This document is for informational purposes only. **BEST MAKES NO WARRANTIES, EXPRESS OR IMPLIED, IN THIS DOCUMENT.** © 2001 Best Software, Inc. All rights reserved. Reproduction in whole or in part without permission is prohibited. The capabilities, system requirements and/or compatibility described herein are subject to change without notice. Contact Best Software for current information. Best Software, Inc. is not responsible for the content or maintenance of the Web sites referred to herein. Best Software does not warrant the information contained within this white paper.