

TRAVERSE®/QuickBooks®

Choosing the Right Technology for a Growing Organization



Has Your Company Outgrown Quickbooks?

Many small businesses rely on QuickBooks for its convenience and affordable price tag. In fact, if you don't plan on expanding your organization in the future, this software is the ideal tool for meeting your basic accounting needs.

If you have a vision of future growth, you need a more reliable and versatile financial solution. TRAVERSE from Open Systems, Inc. will benefit you and your organization by providing customized accounting and eBusiness tools. Also, this powerful software system will grow right along with you, so nothing will stand in the way of your success.

Keep the following issues in mind. They'll help you realize when it's time to upgrade your accounting system.

- ** Flexibility – Basic bookkeeping processes may not serve the complexities of your growing business.
- ** Reporting – Limited reporting capabilities hinder your decision making abilities.
- ** Size – Space limitations prevent you from reviewing vital sales and purchase data, and may result in a slower, less efficient system.
- ** Multiple Users – User restrictions obstruct your staff from performing key tasks.
- ** Transactions – Transaction controls restrict growth in your market or customer base.
- ** Inventory Tracking – Minimal tracking abilities make it hard to control inventory.
- ** Controls – Insufficient controls may lead to errors or fraud

Business owners should be aware of these key differences between QuickBooks and TRAVERSE:

TRAVERSE ensures that multiple account types cannot use the same name

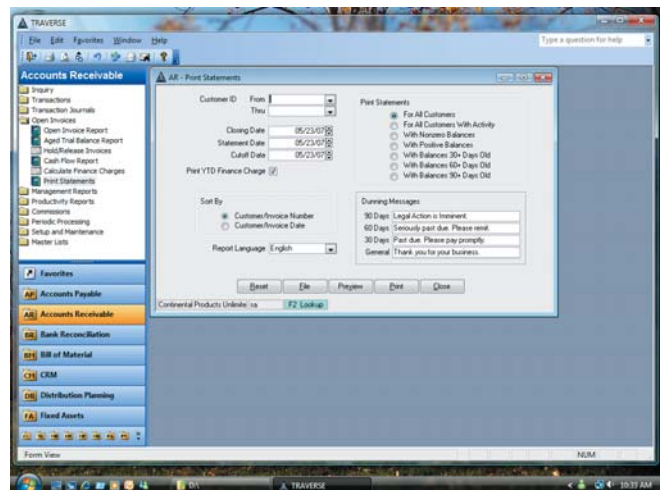
In order to protect the integrity of your data and significantly decrease errors and fraud, it is essential that account names are not duplicated. By eliminating identical names, TRAVERSE overcomes one of the major limitations of QuickBooks software.

TRAVERSE supports more advanced inventory management and controls

Because of its limitations, QuickBooks may reduce the efficiency and accuracy of your inventory practices. Here is a list of some of the downsides to using this software tool for inventory management:

- Inability to track labor costs as part of the total item cost (cost accounting).
- Poor support for selling one-of-a-kind inventory such as serial-numbered components.
- Lack of support for anything beyond basic Average Costing, and no tools for performing LIFO and FIFO Inventory (key for manufacturing and other industries).
- Inefficient capacity to track rental and leasing operations.
- Restrictions in the number of inventory items that may be tracked.

Flexible customer statements in TRAVERSE allow you to save paper and time by printing statements specific to your needs (just for those customers with balances over 30 days, etc.)

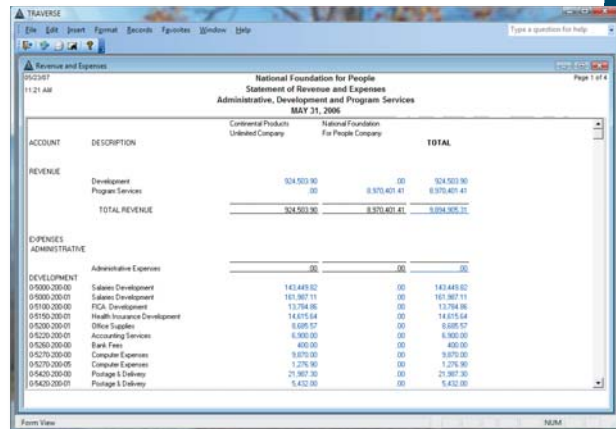


TRAVERSE documents all transactions with audit trails

Without the use of audit trails, you are leaving your finances open to inaccuracies and potential fraud. Audit trails are key to understanding how transactions occurred. TRAVERSE gives you the opportunity to review, understand and verify all transactions. In an audit situation, your software – not just your accountant – should stand with you.

TRAVERSE combines several companies on a single financial statement

By allowing you to combine the financial information of many companies on one statement, TRAVERSE increases your efficiency while supporting you in making informed business decisions.



ACCOUNT	DESCRIPTION	Continental Products United Company	National Foundation For People Company	TOTAL
REVENUE				
	Development	524,503.90	.00	524,503.90
	Program Services	.00	8,970,491.41	8,970,491.41
	TOTAL REVENUE	524,503.90	8,970,491.41	9,494,995.31
EXPENSES				
ADMINISTRATIVE				
	Administrative Expenses	.00	.00	.00
DEVELOPMENT				
05000-200-00	Salaries Development	143,445.82	.00	143,445.82
05000-200-01	Salaries Development	181,367.11	.00	181,367.11
05100-200-00	IT/CA Development	13,754.86	.00	13,754.86
05150-200-01	Health Insurance Development	14,875.64	.00	14,875.64
05200-200-01	Other Supplies	6,006.57	.00	6,006.57
05200-200-01	Accounting Services	6,900.00	.00	6,900.00
05260-200-00	Bank Fees	400.00	.00	400.00
05270-200-00	Computer Expenses	9,870.00	.00	9,870.00
05270-200-05	Computer Expenses	1,276.90	.00	1,276.90
05400-200-00	Postage & Delivery	21,367.50	.00	21,367.50
05400-200-01	Postage & Delivery	6,432.00	.00	6,432.00

Create your financial statements with multiple companies and departments, as you want to see them—including percents and dollar differences—and print or drill down to the originating transactions.

TRAVERSE keeps financial statements intact through flexible check voiding

While QuickBooks requires users to write and void checks in the same month, TRAVERSE enhances the reliability of your financial statements by allowing you to choose the appropriate month for voiding each check. This allows you to keep your TRAVERSE statements intact once submitted—an important function for growing companies.

TRAVERSE offers full General Ledger segmentation

If you plan to use GL segmentation in QuickBooks, you must utilize the Classes feature, and remember to choose the correct Class for every transaction and segmented report. TRAVERSE gets around this error-trap by providing true GL segmentation, a valuable and highly flexible feature that will allow your company to base all GL reporting on specific segments by expense and revenue centers.

TRAVERSE handles a huge volume of transactions

TRAVERSE supports your company's growth by eliminating scalability limitations and providing you with plenty of room for current and future transactions.

How do you know when you are outgrowing QuickBooks? You'll begin to notice menu and screen delays as you navigate through the product. Also, you may find yourself waiting for printed reports, or having trouble with querying or other aspects of the software.

Since QuickBooks is not a relational database, the system will become sluggish as you add more data. This critical limitation may restrict capabilities, and force users to periodically close the program to maintain data files.

The lack of appropriate file size can produce potentially disastrous results, and this shortcoming is the one of the most influential reasons for upgrading your accounting solution. If your file size grows too quickly (more than 15 MB per year), or you reach the maximum number of transactions (slightly over 500 per month), you run the risk of losing crucial data. Even worse, your accounting software may not operate at all if you surpass the transaction limit.

TRAVERSE integrates with Microsoft Office for superior reporting

While a separate report writer application is needed with QuickBooks, TRAVERSE provides seamless interface to Microsoft products. With this powerful program, you can use any number of widely known products to create your custom reports, including MS Access, Excel, Word and Crystal Reports.

One of the most popular features involves sending your data to Excel to design a custom report based on your immediate needs—an easy process, even for non-programmers. In fact, TRAVERSE has won several awards for Best Microsoft Office Integration—surpassing Microsoft's own accounting products! Of course, TRAVERSE makes sure that only specified users can create reports, thereby ensuring the security of your data.

TRAVERSE allows many users to utilize the product simultaneously

The multi-user version of QuickBooks only sells licenses for up to five users, and only one person may enter a specific application at a time. This deficiency could negatively impact a small business during its growth. With TRAVERSE, you can purchase any number of users, depending on your needs, and several can be in the same application at one time.

TRAVERSE supports GL account, phone number and social security number masking

With QuickBooks, you must type dashes, slashes and other symbols every time you enter a GL account, increasing the chance of errors.

Account masking in TRAVERSE gives you the ability to design the way you want your GL accounts to appear. When entering the GL account number throughout the software, you only need to input the number. The symbols automatically appear.

TRAVERSE saves memory by enabling summary posts

TRAVERSE allows you to post in summary to General Ledger—a large memory saver.

Unlike QuickBooks, TRAVERSE gives you the opportunity to select the best way for posting data, either in summary or detail. This system also permits you to post information by module. Even if you want to post in detail for AR and summary for AP, it's not a problem in TRAVERSE.

TRAVERSE produces unlimited "Ship-To" addresses per customer

By endorsing unlimited "Ship-To" addresses per customer, TRAVERSE helps you enhance customer service and satisfaction. In contrast, QuickBooks will not permit you to use more than one shipping address per customer.

TRAVERSE sustains new and old data, for fast and easy viewing

It's true that QuickBooks has a feature for archiving data. Keep in mind, though, that once the information is archived, you cannot review a prior year without first creating a financial report. In QuickBooks, this task requires additional time, and may restrict your system from running at an acceptable speed. It will also prevent you from viewing actual historical records of sales, purchasing, payroll and inventory.

With TRAVERSE, you can quickly view all of your accounting information, at any time.

TRAVERSE protects your financial data by allowing 'closed' GL periods

The ability to close and open General Ledger accounting periods prevents users from entering transactions in a month that has already been completed. This deficiency in QuickBooks makes your company's financial statement vulnerable to accuracy issues and possible fraud. In TRAVERSE, you decide who has the power to open and close periods.

TRAVERSE enhances your business with a scalable tool

When your business grows, your file sizes expand along with it. If your annual file size growth exceeds 15 MB per year, you should not be using QuickBooks Pro or Premier.

QuickBooks is limited to the following:

- Less than 10,000 classes
- Less than 14,500 items
- Less than 500,000 transactions

With the strong backing of Microsoft SQL, Access and Visual Basic, TRAVERSE has the power and flexibility you need to achieve high-impact results and long-term growth.

TRAVERSE offers flexible customer statements

Invoicing is a key aspect of your business, and demonstrates your professionalism and expertise to your customers. In QuickBooks, the customer statements do not show all information, such as Past Due Open Invoices. In fact, they only display Balance Forward, New Invoices and Payments.

TRAVERSE gives you the option of showing Balance Forward as well as "Open Invoice" where invoices are reported until they are paid.

Also in QuickBooks, customer statements must print invoices and payments in the order they were entered. TRAVERSE provides easy access to invoices, credits and payments by printing them in relation to each other.

Finally, QuickBooks will not authorize you to print a certain group of customers, while TRAVERSE offers several choices for printing. For instance, using TRAVERSE, you have the ability to print statements of all customers with outstanding invoices of more than 30 or 60 days, or only those with positive balances.

TRAVERSE streamlines sales processing

TRAVERSE allows you to enter customer payments and deposits immediately when they place their order. In addition, credit and invoice numbering remain sequential, even after a credit is written. Therefore, they never lose their numbering sequence.

On the contrary, QuickBooks limits your capabilities during the sales process. Here are some examples:

- In QuickBooks, you cannot enter a customer payment against the order, interrupting your ability to record customer deposits during the time of sale, substantially increasing processing time.
- In QuickBooks, you may not enter negative quantities for product credits.
- In QuickBooks, you are forced to use very basic and inflexible number sequences. When you credit a prior invoice, the next sequential number is used on the next invoice. This issue results in great deal of inaccuracies, and elevates the risk of using duplicate invoice numbers.

TRAVERSE improves bank reconciliation activities

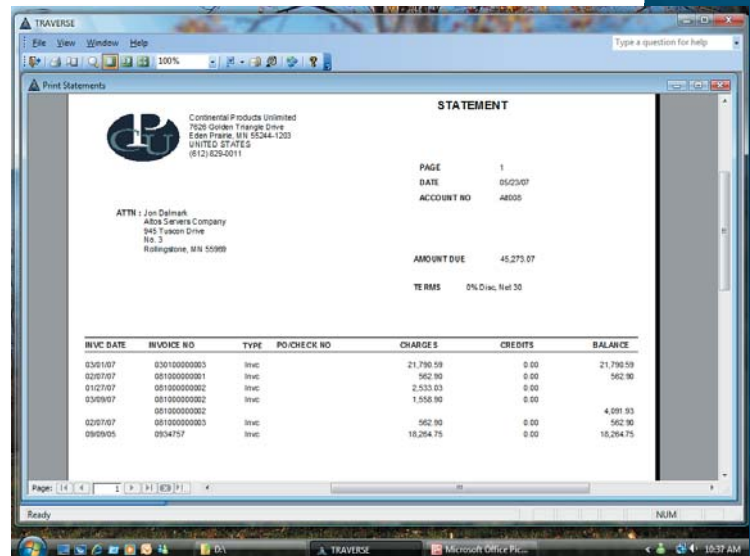
In order to streamline and improve your back reconciliation processes, TRAVERSE gives you the option to filter by date or General Ledger period. You may choose to see all transactions, or limit your view to current transactions or recent months.

While QuickBooks displays all transactions from the beginning, TRAVERSE simplifies and speeds up the reconciliation process.

TRAVERSE simplifies financial management with an inclusive General Ledger

A good, strong General Ledger will summarize monthly totals and allow you to view all activities in each account. Because of the comprehensive nature of the GL in TRAVERSE, you can rapidly view monthly totals, then drill down to the supporting transactions. You can even go a step further, and look at each individual transaction that contributed to the success of your business.

While TRAVERSE will support you in managing all of your company's finances from the GL system, QuickBooks will not. In fact, in QuickBooks, you only have access to a basic list of transactions.



Invoices remain on the customer statement and are sorted by invoice number or date to help you and your customers reconcile invoice and payment activity.

TRAVERSE permits cross-referencing with vendor and customer information

Consistency is great for business. But in QuickBooks, you simply can't cross-reference your company's part number with that of your vendors or customers. Once you upgrade to TRAVERSE, you can rapidly cross-reference and look up part numbers, as well as aliases and favorite names for key inventory items – a feature helpful to all parties.

TRAVERSE delivers outstanding flexibility and customization

No two companies are exactly alike. This is why TRAVERSE includes source code with each purchase—so the system can be modified to meet your specific needs, now and in the future.

Plus, TRAVERSE comes with the Productivity Reports tool that allows you to develop your own reports in Excel, without the help of a programmer and add them to your menu! The program already includes more than 100 Excel pivot table reports that you can adjust and save as your own.

TRAVERSE serves as the business management backbone for many small, growing and mid-market companies. In addition to the full suite of accounting and eBusiness applications, TRAVERSE also offers specialized modules for manufacturing, distribution, service and not-for-profit organizations.

TRAVERSE provides the following advantages:

Proven Microsoft Technology – Built entirely on proven Microsoft technology, TRAVERSE integrates seamlessly with Microsoft Office and BackOffice products.

Scalability – A completely scalable solution, TRAVERSE meets the needs of your growing company, whether you have one user or 100.

Value – The #1 price-to-performance ratio in its market category, TRAVERSE delivers a comprehensive set of solutions for your business at an affordable cost.

Internet Integration – With its powerful eBusiness modules, TRAVERSE will readily integrate your back office operations with your internet strategy.

Open Source Code – Since source code is included with the product, TRAVERSE protects your investment and allows you to respond to changing client and market conditions.

Additionally, you'll benefit from these key TRAVERSE features:

- Intuitive functionality
- Excel-based financial reporting and custom reports
- Drill down capabilities
- Graphing resources

All of the customer's order information is at your fingertips on one screen – but still simple to see and navigate.

Item ID	Description	Qty Ordered	Qty Needed	Unit	Ext Price
350	Entry Door	42.0000	42.0000	EA	21,636.98
7001111	White Glue	3.0000	3.0000	OZ	15.00

TRAVERSE Applications:

Accounting

- General Ledger
- Multicurrency
- Accounts Payable
- Accounts Receivable
- Payroll
- Enhanced Payroll Tax Reporting
- Direct Deposit
- Bank Reconciliation
- Fixed Assets
- System Manager
- Banking

Distribution

- Inventory
- Sales Order
- Purchase Order
- Bill of Materials/Kitting
- Distribution Requirements Planning (DRP)
- Warehouse Management
- Mobile Warehouse

Manufacturing

- Bill of Materials
- Routing and Resources
- Production
- Material Requirements Planning
- Inventory
- Sales Order
- Purchase Order
- Bill of Materials/Kitting
- Warehouse Management

Service

- Service Director
- Project Costing
- Job Cost

eBusiness

- eCustomer Inquiry
- eCustomer Order
- eSales Rep
- eProject Cost
- Shopping Cart (B2C)
- eManager

Additional Applications

- Not-for-Profit
- Advanced Financial Analyst
- Advanced Information Analyst
- Customer Relationship Management (CRM)
- Digital Dashboard
- Info-Alert
- Mobile Order
- Point of Sale
- System Manager

The powerful drilldown feature allows you to drill down from the financial statement to the GL Account Balance screen to the GL Transaction Inquiry, all the way to the original transaction.

The screenshot displays the TRAVERSE software interface with three overlapping windows:

- GL - Account Balance Inquiry:** Shows a table with columns for Period, 2006 Actual, 2007 Actual, Budget, and Forecast. The data includes values for periods 000 through 013, with a total of 1,301,644.05.
- GL - Transaction Inquiry:** Shows a table with columns for Entry Date, Sour, Description, Reference, Debit, Credit, and Post Run. It lists transactions for 05/29/07 and 05/18/07.
- AR - Invoice Detail:** Shows a form with fields for Seq No (2), Item ID (T02), Desc (reg item), Addl Desc, Location ID (CA0001), Sales Acct (00-000-4000), COGS Acct (00-000-5000), and Inv Acct (00-000-1200). It also includes a table for Qty Shipped, Unit, Ext Cost, Ext Price, Profit, and Pct.

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This information has been compiled by Business Accounting Software, Inc.



Business Accounting Software, Inc.

For more than 20 years, Business Accounting Software has delivered flexible, affordable and customizable software to organizations throughout the world. Since they understand the needs and concerns of growing businesses, the staff of BAS can help you achieve your vision and meet your financial and operational goals.

When you're ready to plan for the future of your organization, give BAS a call. Their expertise, integrity and commitment to friendly service will surely exceed your expectations.

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