

# Comparing Adagio & ACCPAC

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The best accounting solution for all parties concerned is when the client gets a product that is right for their needs. It doesn't help the consultant, dealer, or developer if an inappropriate product is installed. It is almost as bad for a client to get Adagio if they would be better served by another product as it would be for a client to get another product if Adagio would have been the perfect fit. The intent of these comparisons is to help you determine which software you should investigate.

## **Adagio & Plus**

Both Adagio® and ACCPAC® Plus™ are targeted at similar sizes and types of companies -- 1 to 25 users and a full time accounting department. Of course, ACCPAC Plus is a character-based DOS solution, while Adagio is a full 32-bit Windows accounting application.

For companies currently running a single-currency ACCPAC Plus implementation, Adagio is the easiest and fastest way to move to a Windows-based accounting solution. By allowing a company to convert to Windows completely on their own timetable, Adagio minimizes the disruption such a transition inevitably causes.

Adagio also compares favorably to other mid-market accounting products for companies looking to upgrade their accounting system. Examining feature sets and performance for currently shipping solutions, Adagio leverages a dealer's experience in implementing ACCPAC Plus for business processes and procedures.

For comparisons by module between Adagio and Plus, see below.

## **Adagio & Discovery**

Adagio competes most strongly against ACCPAC Discovery in sites requiring advanced invoicing, more than three users or Order Entry / Inventory Control functionality. ACCPAC Discovery uses the same database as the Corporate and Enterprise versions of ACCPAC for Windows. For ACCPAC Plus users, the database conversion complexity to move to Discovery is a large obstacle with little benefit since they gain few of the enhanced features available in the other ACCPAC for Windows modules. Discovery is limited to a two segment G/L account code and has limited account history. No importing or exporting is available.

## **Adagio & Corporate**

ACCPAC for Windows Corporate Series (previously Small Business Series) supports a maximum of ten users before requiring companies to step up to the Enterprise edition with its higher module cost and mandatory Support Plus enrollment fees. Adagio's Lanpak licensing model allows smaller companies to support multiple users in the accounting system without a large incremental expense for the 6th and subsequent user. Adagio's processing of manual checks in Accounts Payable, its highly visual Financial Reporter and integrated faxing for invoices and customer statements are features tailored to its target customer. Adagio's clean and tidy user interface, keyboard-driven data entry forms and Crystal Reports management reporting make for an easy and enjoyable training and installation experience.

## **Adagio & Simply**

ACCPAC Simply suits businesses where accounting is a necessary evil and they are primarily interested in tracking the basics. Simply users don't appreciate the value of investing in a more sophisticated accounting suite. Adagio is more appropriate for businesses that want to use their accounting software as a tool to help them manage & improve their business.

ACCPAC Simply now supports multiple users and multi-currency, making it a suitable choice for some clients that should also consider Adagio. However, its single segment item number usually make it inappropriate as a solution for companies managing inventory. In addition, its price point and wide distribution through the discount channel, make it difficult to charge significant consulting fees for installation, training or setup. ACCPAC Simply offers little in the way of budgeting support in the General Ledger and the Financial Statement format is inflexible. Adagio is a better solution where companies are managing inventory and have an investment in their accounting infrastructure.

## Adagio and Plus – Comparison by Module

<p><b>Plus System</b></p> <ul style="list-style-type: none"> <li>◇ Multi-Currency</li> <li>◇ Macros (using the WSM)</li> <li>◇ Weighted Smart Finder</li> <li>◇ Smart Finder on multiple fields</li> </ul>	<p><b>Adagio System</b></p> <ul style="list-style-type: none"> <li>◇ Graphical user interface</li> <li>◇ Backup application or company data</li> <li>◇ Persistent Smart Finder</li> <li>◇ User selectable Finder / Smart Finder / grid fields</li> <li>◇ Printable and exportable Finder lists</li> <li>◇ WYSIWYG specification editor</li> <li>◇ Softrak Softfax allows you to fax from your computer</li> <li>◇ Enhanced report features: shading, date/time format, header/footer control, color, user name, group tree to find data on preview.</li> <li>◇ Graphics and logos on invoices, checks and statements</li> <li>◇ Also color, fonts, lines, shading, multiple different copies</li> <li>◇ Spell checker on memo fields</li> <li>◇ Data Integrity Checker can rebuild phase 1 (ISAM) errors</li> </ul>
<p><b>Plus General Ledger</b></p> <ul style="list-style-type: none"> <li>◇ 2 years of history (V7.0 only)</li> <li>◇ Drill down to sub-ledgers (V7.0 only)</li> <li>◇ Export transactions</li> </ul>	<p><b>Adagio Ledger</b></p> <ul style="list-style-type: none"> <li>◇ WYSIWYG Financial Reporter, based on spreadsheet &amp; formulas</li> <li>◇ Cut &amp; paste financial statements directly to Excel</li> <li>◇ Copy departments, automatically adding all required accounts</li> <li>◇ Copy batches with option to reverse entries</li> <li>◇ Definable import/export templates</li> <li>◇ Unpost batches</li> </ul>
<p><b>Plus Accounts Receivable</b></p> <ul style="list-style-type: none"> <li>◇ Option to delete inactive customers</li> <li>◇ Print customer address labels</li> <li>◇ Recurring charges</li> <li>◇ Drill down to Order Entry</li> <li>◇ Export transactions</li> </ul>	<p><b>Adagio Receivables</b></p> <ul style="list-style-type: none"> <li>◇ Option to print statements with only current transactions</li> <li>◇ Fax Windows style customer statements</li> <li>◇ Customer Notes</li> <li>◇ GL distribution visible on transaction inquiry</li> <li>◇ Single screen customer view</li> <li>◇ Copy batches</li> <li>◇ Definable import/export templates</li> <li>◇ Professional looking statements, with logos, print on plain paper</li> </ul>
<p><b>Plus Accounts Payable</b></p> <ul style="list-style-type: none"> <li>◇ Option to delete inactive vendors</li> <li>◇ Export transactions</li> <li>◇ Print letters and address labels</li> </ul>	<p><b>Adagio Payables</b></p> <ul style="list-style-type: none"> <li>◇ Tracks GL activity of all transactions posted in Adagio Payables</li> <li>◇ Vendor Notes</li> <li>◇ Single screen vendor view</li> <li>◇ Can modify a system check payment amount without returning to “Control payments”</li> <li>◇ Laser printing of checks (including MICR)</li> <li>◇ Copy batches</li> <li>◇ Definable import/export templates</li> <li>◇ Direct Interface to Cashbook</li> </ul>
<p><b>None</b></p>	<p><b>Adagio Invoices</b></p> <ul style="list-style-type: none"> <li>◇ Powerful archiving facility for repetitive invoicing</li> <li>◇ Fax Windows style customer invoices</li> <li>◇ Can directly Add/Modify/Delete customers during transaction entry</li> <li>◇ Multi-part, professional looking invoices, with logos, print on plain paper</li> </ul>
<p><b>None</b></p>	<p><b>Adagio Checks</b></p> <ul style="list-style-type: none"> <li>◇ Multiple open batches</li> <li>◇ Laser printing of checks (including MICR)</li> <li>◇ Adagio Checks database is upgradeable to Payables database</li> <li>◇ Archive batches</li> </ul>
<p><b>Plus Inventory Control</b></p> <ul style="list-style-type: none"> <li>◇ Purchase Order Processing</li> <li>◇ Print price / bin / shelf labels</li> <li>◇ Import receipts</li> <li>◇ Report sets</li> </ul>	<p><b>Adagio Inventory</b></p> <ul style="list-style-type: none"> <li>◇ Selective purge of history</li> <li>◇ Auto-add items and auto increment item numbers</li> <li>◇ Stock transfers between items with additional costs</li> <li>◇ Validate unit of measure and report groups</li> <li>◇ Persistent transaction entry (not forced to post after entry)</li> <li>◇ Item notes</li> </ul>
<p><b>Plus Order Entry</b></p> <ul style="list-style-type: none"> <li>◇ Print shipping labels</li> <li>◇ Accounts Receivable optional</li> <li>◇ Report sets</li> </ul>	<p><b>Adagio OrderEntry</b></p> <ul style="list-style-type: none"> <li>◇ Complete Order/Invoice/Credit Note history</li> <li>◇ Copy orders</li> <li>◇ Restore orders from history, optionally updating prices from Adagio Inventory and changing customer number</li> <li>◇ Import Orders</li> <li>◇ Data entry templates by user</li> <li>◇ Add customers or items on the fly</li> <li>◇ Multi-part, professional looking invoices, with logos, print on plain paper</li> <li>◇ Fax order confirmations, invoices, credit notes or picking slips</li> <li>◇ View item costs on orders</li> </ul>

<b>Feature</b>	<i>Adagio</i> <sup>®</sup>	<b>ACCPAC</b> <sup>®</sup> Plus <sup>™</sup>	<b>A4W Corporate</b>	<b>A4W Discovery/SBE</b>
16 and 32-bit	32-bit	16-bit DOS	32-bit	32-bit
Hosts VBA	No	No	Yes	Yes
Supports Free-format invoicing	Yes	No	No	No
Payroll Available	3 <sup>rd</sup> Party	Yes	Yes	Yes
e-Commerce Available	3 <sup>rd</sup> Party	Yes	Yes	Yes
Multicurrency	Yes	Yes	Separate Module	Separate Module
Number of Users	Maximum 250	Maximum 250	Limited to 10 users	Limited to 3 users
Setup Wizards	Not required	No	Yes	Yes

<b>System Manager</b>	<i>Adagio</i> <sup>®</sup>	<b>ACCPAC</b> <sup>®</sup> Plus <sup>™</sup>	<b>A4W Corporate</b>	<b>A4W Discovery/SBE</b>
Drag & Drop Forms Designer	Yes	No	No	No
Supports Import and Export	Yes	Yes	Yes	No / Yes in SBE
Import / Export Templates	Yes	No	No	No
Supports Macro Recording	Yes - Windows	Yes	Yes	Yes - Windows
Persistent Smart Finder	Yes	No	No	No
Print or Export Smart Finder Results	Yes	No	No	No
Backup within application	Yes	No	No	No
User level security	Yes	Yes	Yes	Yes
Supports Optional Tables	No	No	Separate module	Separate module
Supports Customization	Yes	3 <sup>rd</sup> Party	No	No
Faxing of documents	Yes	3 <sup>rd</sup> Party	No	No
Company Profile:				
Location Type	Yes	Yes	Yes	No
Location Code	Yes	Yes	Yes	No
Country Code	Yes	Yes	Yes	No
Branch	Yes	Yes	Yes	No
Warning Date	Optional Range	Optional Range	Optional Range	Set to 30 days

<b>General Ledger</b>	<i>Adagio</i> <sup>®</sup>	<b>ACCPAC</b> <sup>®</sup> Plus <sup>™</sup>	<b>A4W Corporate</b>	<b>A4W Discovery/SBE</b>
Drag & Drop Financial Reporter	Yes	No	No	No
Drill-down from financial statement	Yes	No	No	No
F/S designer on-line to ledger	Yes	No	No	No
Number of Account Segments	2	2	3 (formerly 10)	2
Validate account during data entry	Yes	Yes	No (Optional V5.2)	No (Optional V5.2)
Auto create accounts for new dept.	Yes	No	No	No
Copy batches	Yes	No	No	No
Number of Budgets	1	1	1 (formerly 5)	1
Supports Quik Link GL Consolidations	Yes	Yes	No	No
Supports Inter- company Transactions	No	No	No	No
Years of History	2	2	5 (formerly 99)	2
User comments on listings	Yes	No	No	No
Quantities	No	No	Yes	No
Provisional Posting	Yes	Yes	Yes	No
Unpost batch	Yes	3 <sup>rd</sup> Party	No	No
Auto Allocations	Yes	Yes	Yes	No

<b>Accounts Receivable</b>	<i>Adagio</i> <sup>®</sup>	<b>ACCPAC</b> <sup>®</sup> Plus <sup>™</sup>	<b>A4W Corporate</b>	<b>A4W Discovery/SBE</b>
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National Accounts	3 <sup>rd</sup> Party	3 <sup>rd</sup> Party	Optional module	Optional module
Supports Free-format invoicing	Yes	No	No	No
Salespersons Per Transaction	1	1	5	1
Optional fields on invoice	Yes – Hdr & Dtl	No Invoicing	Header only	Header only
Copy / Reprint invoices	Yes	-	No	No
Invoice format control by item	Yes	-	No	No
Customer Comments	Yes	Yes	Yes	Yes
Customer Notes	Yes	3 <sup>rd</sup> Party	No	No
Payment Schedules	No	No	Yes	No
Customer Groups	Yes / Validated	Yes	Yes	Yes
Accumulating Statistics	Yes	Yes	Set to fiscal year/period	Set to fiscal year/period
Fax customer statements	Yes	3 <sup>rd</sup> Party	3 <sup>rd</sup> Party	3 <sup>rd</sup> Party
Optional fields	Yes	No	Optional module	Optional module

<b>Accounts Payable</b>	<i>Adagio</i> <sup>®</sup>	<b>ACCPAC</b> <sup>®</sup> Plus <sup>™</sup>	<b>A4W Corporate</b>	<b>A4W Discovery/SBE</b>
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Remit-to Locations	1	1	Unlimited	1
Vendor Comments	Yes	Yes	Yes	No
Vendor Notes	Yes	3 <sup>rd</sup> Party	No	No
Laser Checks with MICR code	Yes – included	3 <sup>rd</sup> Party	3 <sup>rd</sup> Party	3 <sup>rd</sup> Party
Copy batches	Yes	No	No	No
Payment Schedules	No	No	Yes	No
Vendor Groups	Yes / Validated	Yes	Yes	1
Accumulating Statistics	Yes	Yes	Set to fiscal year/period	Set to fiscal year/period
Optional Fields	No	No	Yes	No

<b>Inventory Control</b>	<i>Adagio</i> <sup>®</sup>	<b>ACCPAC</b> <sup>®</sup> Plus <sup>™</sup>	<b>A4W Corporate</b>	<b>A4W SBE Only</b>
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16 character / 4 segment Item	Yes	Yes	Yes	Yes
Bill of Materials	Yes	Yes	Yes	Yes
Purchase Order Processing	3 <sup>rd</sup> Party	Yes	No	No
Selective history purge	Yes	3 <sup>rd</sup> Party	Yes	Yes
Stock transfer between items	Yes	3 <sup>rd</sup> Party	No	No
Supports Unisoft's Inventory Receipts	Yes	Yes	No	No
Auto add items	Yes	3 <sup>rd</sup> Party	No	No

<b>Order Entry</b>	<i>Adagio</i> <sup>®</sup>	<b>ACCPAC</b> <sup>®</sup> Plus <sup>™</sup>	<b>A4W Corporate</b>	<b>A4W SBE Only</b>
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Multiple Ship-to addresses	Yes	Yes	No	No
Backorder processing	Yes	Yes	Yes	Yes
Complete invoice history	Yes	3 <sup>rd</sup> Party	3 <sup>rd</sup> Party	3 <sup>rd</sup> Party
Copy / Restore orders	Yes	No	No	No
Order templates by user	Yes	No	No	No
Print shipping labels	No	Yes	Yes	Yes
Import Orders	Yes	3 <sup>rd</sup> Party	Yes	Yes
Add customers on-the-fly	Yes	No	Yes	Yes