

# Comparing Adagio and 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 for your client.

## **Adagio :: Plus**

Both Adagio® and ACCPAC® Plus™ are targeted at similar sizes and types of companies -- 1 to 25 users of the accounting data 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 ACCPAC Plus, 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 next page.

## **Adagio :: Sage Accpac ERP 100 (Advantage Small Business Series)**

Adagio competes most strongly against this Sage Accpac Edition in sites requiring advanced invoicing, more than five users or Order Entry / Inventory Control functionality. The ERP 100 Edition uses the same database as the ERP 200 and ERP 500 versions of Sage Accpac. For ACCPAC Plus users, the database conversion complexity to move to Sage Accpac is a large obstacle with little benefit since they gain few of the enhanced features available in the other Sage Accpac Editions. Accpac ERP 100 is limited to a two segment G/L account code, has limited account history, and a maximum of five users. Remember, although you may only have one or two people in your accounting department, you may well need more than five people working with the accounting data.

## **Adagio :: Sage Accpac ERP 200**

Sage Accpac ERP 200 (previously Advantage Corporate Edition) supports a maximum of ten users before requiring companies to step up to the ERP 500 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 and e-mailing 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 Accounting**

Simply Accounting 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.

Simply Accounting 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 makes 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. Simply Accounting 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>◇ 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>◇ Single click export to Excel from SmartFinder</li> <li>◇ Printable and exportable Finder lists</li> <li>◇ WYSIWYG specification editor</li> <li>◇ Softrak Softfax allows you to fax from your computer</li> </ul>	<ul style="list-style-type: none"> <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>◇ Single click export of financial statements directly to Excel</li> <li>◇ Drill down from financial statement to posted transaction detail</li> </ul>	<ul style="list-style-type: none"> <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>◇ 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 or e-mail Windows style customer statements</li> <li>◇ Customer Notes, unlimited Additional comments and pop-up Alerts</li> <li>◇ GL distribution visible on transaction inquiry</li> </ul>	<ul style="list-style-type: none"> <li>◇ Single screen customer view with optional fields</li> <li>◇ Copy batches</li> <li>◇ Definable import/export templates</li> <li>◇ Professional looking statements, with logos, print on plain paper</li> <li>◇ E-mail &amp; web addresses.</li> <li>◇ Transaction inquiry in current or historical OrderEntry or Invoices transactions</li> </ul>
<p><b>Plus Accounts Payable</b></p> <ul style="list-style-type: none"> <li>◇ Option to delete inactive vendors*</li> <li>◇ Print letters and address labels**</li> <li>◇ Export transactions</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, unlimited Additional comments and pop-up Alerts</li> <li>◇ Single screen vendor view with optional fields</li> <li>◇ Can modify a system check payment amount without returning to "Control payments"</li> </ul>	<ul style="list-style-type: none"> <li>◇ Laser printing of checks (including MICR)</li> <li>◇ Copy batches</li> <li>◇ Definable import/export templates</li> <li>◇ Direct Interface to Cashbook and BankRec</li> <li>◇ EFT of vendor payments through TelPay Business Connect</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>◇ Multi-part, professional looking invoices, with logos, print on plain paper</li> </ul>	<ul style="list-style-type: none"> <li>◇ Fax and email Windows style customer invoices</li> <li>◇ Can directly Add/Modify/Delete customers during transaction entry</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> </ul>	<ul style="list-style-type: none"> <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> </ul>	<ul style="list-style-type: none"> <li>◇ Persistent transaction entry (not forced to post after entry)</li> <li>◇ Item notes, unlimited additional comments and pop-up Alerts</li> <li>◇ Transaction inquiry</li> <li>◇ Date sensitive item valuation report</li> <li>◇ Stock Card report</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> </ul>	<ul style="list-style-type: none"> <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>◇ E-mail or fax order confirmations, invoices, credit notes or picking slips</li> <li>◇ View item costs on orders</li> </ul>

\* In Adagio, these functions are provided by 3<sup>rd</sup> party modules

\*\* Label printing in Windows from Adagio is easily handled by exporting to Excel and mailmerging in with Word.

Feature	<i>Adagio</i> <sup>®</sup>	ACCPAC <sup>®</sup> Plus <sup>™</sup>	ERP 200	ERP 100
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 5 users
Number of Companies	Unlimited	Unlimited	Unlimited	5
Setup Wizards	Not required	No	Yes	Yes

System Manager	<i>Adagio</i> <sup>®</sup>	ACCPAC <sup>®</sup> Plus <sup>™</sup>	ERP 200	ERP 100
Drag & Drop Forms Designer	Yes	No	No	No
Supports Import and Export	Yes	Yes	Yes	Yes
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	Yes	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

General Ledger	<i>Adagio</i> <sup>®</sup>	ACCPAC <sup>®</sup> Plus <sup>™</sup>	ERP 200	ERP 100
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	2
Validate account during data entry	Yes	Yes	Optional	Optional
Auto create accounts for new dept.	Yes	No	No	No
Copy batches	Yes	No	No	No
Number of Budgets	1	1	1	1
Supports Adagio FX GL Consolidations	Yes	Yes	No	No
Supports Inter- company Transactions	No	No	No	No
Years of History	2	2	5	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

**Accounts Receivable***Adagio*<sup>®</sup>ACCPAC<sup>®</sup> Plus<sup>™</sup>

ERP 200

ERP 100

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
Customer Alerts	Yes	3 <sup>rd</sup> Party	3 <sup>rd</sup> Party	3 <sup>rd</sup> Party
Payment Schedules	No	No	Yes	No
Customer Groups	Yes / Validated	Yes	Yes	Yes
Accumulating Statistics	Yes	Yes	Set to fiscal yr pd	Set to fiscal yr pd
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

**Accounts Payable***Adagio*<sup>®</sup>ACCPAC<sup>®</sup> Plus<sup>™</sup>

ERP 200

ERP 100

Remit-to Locations	1	1	Unlimited	1
Vendor Comments	Yes	Yes	Yes	No
Vendor Notes	Yes	3 <sup>rd</sup> Party	No	No
Vendor Alerts	Yes	3 <sup>rd</sup> Party	3 <sup>rd</sup> Party	3 <sup>rd</sup> Party
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 yr pd	Set to fiscal yr pd
Optional Fields	Yes	No	Yes	No

**Inventory Control***Adagio*<sup>®</sup>ACCPAC<sup>®</sup> Plus<sup>™</sup>

ERP 200

ERP 100

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
Auto add items	Yes	3 <sup>rd</sup> Party	No	No
Transaction Inquiry	Yes	3 <sup>rd</sup> Party	Yes	Yes

**Order Entry***Adagio*<sup>®</sup>ACCPAC<sup>®</sup> Plus<sup>™</sup>

ERP 200

ERP 100

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