

# Accounting Software Vs. QuoteWerks

Reasons to use QuoteWerks for quoting and ordering instead of your accounting software

**Q U O T E**  
**Werks**  
V E R S I O N 4 . 0

INTEGRATE • CONFIGURE • CUSTOMIZE • BUNDLE • SHARE • REPORT • MANAGE • PROFIT

## The QuoteWerks Difference

Quotes can be created in some accounting software packages, however there are some shortcomings involved with using your accounting software to do your quoting. Most accounting software requires that the part numbers that you are quoting are already setup in your accounting software. This is a problem for several reasons. Whenever you need to quote a part that is not already in your accounting software you will need to create an entry for it including description, cost, price, GL accounts, etc. Then, you can add the part number to your quote. Not all quotes result in orders, so you will end up with many part numbers in your accounting software that have never actually been sold. To make matters worse, many accounting packages do not allow you to delete items once they have been entered into the accounting software, so that part number that you have never used will be stuck in your accounting software forever. Also, who is going to create this part number in the accounting software? Are all the salespeople in the company going to have the security rights to add part numbers to your accounting software? Of course, you could have your accounting person add these part numbers for your salespeople every time they create a new quote, but that would be a tremendous waste of your accountant's time. Using accounting software to create quotes is for larger offices that have many sales people, poses even more challenges. First accounting software licenses are typically more expensive than quoting software licenses. Secondly, requiring sales reps to have access to your accounting software raises many security related issues. Your accounting software should only be used by the people who are well trained in accounting and the use of your accounting software. Not all accounting software packages can track commissions. Quoting software is more flexible in terms of adjusting profit margin, pricing models, and links to other software such as contact managers etc. Quoting software also includes much more flexibility in your ability to create reports to retrieve information about your quoting and ordering. QuoteWerks stores it's data in an industry standard database format that you can use any software (including QuoteWerks) to retrieve information from, whereas accounting software usually stores their data in proprietary database formats that only the accounting software can read. Lastly, if you have remote salesreps in the field, accounting software does not have the ability to let the salesrep create a quote on the accounting software installed on a laptop, and then send it back to the main office where it can be imported into the office installation of the accounting software.

## About Aspire Technologies, Inc.

Aspire Technologies, Inc. is a **Customer Centric, Value-Driven** and **Innovative Leader** in the quoting software industry; which continually strives to be forward thinking in its development of new features to address the specific needs of our customers. With this established foundation, we aspire to continue our success, as well as increase the momentum towards becoming the **ONLY out-of the box quoting software tool for the SME.**

"The way **quoting** should be..."



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