

QuickBooks handles the basics, but growing distributors need more. See how a connected system streamlines operations, boosts sales, and scales with your business.

QuickBooks

VS



Acumatica

The Cloud ERP

Accounting

Basic Accounting:
Accounts Payable, Accounts Receivable, General Ledger
Native Payroll (Desktop Enterprise);
Add-On in QuickBooks Online
Limited Revenue Recognition Features

Advanced Accounting:
Accounts Payable, Accounts Receivable, General Ledger
Native Payroll
Advanced Deferred and Recurring Revenue Management
Multi-Company, Intercompany Accounting, Multi-Currency
GAAP and IFRS Compliant
Fixed Asset Depreciation
Configurable and Dimensional GL Accounts
AI-Enabled GL Anomaly Detection / AP Document Recognition

Warehouse Management

Multi-Warehouse / Multi-Location Management
Barcode Label Design and Scanning
Single Order Picking
Limited Small Parcel Shipping / Carrier Integration

Multi-Warehouse / Multi-Location Management
Barcode Label Design and Scanning
Single Order, Wave, and Batch Picking
Full-Featured Small Parcel, LTL, and TL Shipping / Freight Rate Shopping
Embedded Warehouse Management System (WMS)
Paperless, Prioritized Picking Queues
Physical Inventory Automation with Cycle Counting
Customer Shipment Notifications

Inventory Management

Item Lot or Serial Tracking (without Attributes)
Inventory Kitting

Item Lot and Serial Tracking (with Attributes)
Inventory Kitting with Disassembly
First-Expired, First-Out (FEFO) Lot/Serial Expiration Picking
Matrix Item Creation and Product Families via Item Attributes
Item ABC Classification and Dead Stock Detection
Inventory Turnover Calculations
Connected Quality Management with QC Testing
Intelligent Inventory Forecasting: DRP, Demand-Based Planning

Sales Orders

Multiple Sales Order Creation Methods
Basic Item and Customer Pricing
Optional Inventory Stock Allocation / Reservation
Basic Back-Order Management

Multiple Sales Order Creation Methods including CRM Opportunities
Configurable Item and Customer Pricing with Volume Discounts
Native Inventory Stock Allocation / Reservation
Advanced Back-Order Management
Blanket Sales Orders with Releases
Automated Returns and Exchanges
Automated Suggestions for Up-Sell, Cross-Sell, and Substitutions
Margin Calculation (for orders and line items during order entry)
Customizable Pricing and Discount Policies

Distribution

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Manual and Automated Purchase Order Creation	Procurement	Manual and Automated Purchase Order Creation
Manual Purchase Order Approvals		Automated Purchase Order Approvals
Blanket Purchase Orders		Blanket Purchase Orders
Basic Demand Forecasting		Statistical Replenishment and Time-Phased Demand Forecasts
		Purchase Order Requisitions with Vendor Bidding
		Intercompany Purchasing with Multi-Currencies
		Landed Cost Management
Basic Reporting	Reporting	Real-time Financial Reports, Consolidated Reporting
Basic Financial-Focused Dashboards		Role-based Dashboards for Warehouse Managers, Shipping, and Receiving
Limited Inquiries and Inquiry Customization		Comprehensive Inquiries with Advanced Customization
		AI-Powered Anomaly Detection
		Multi-Company and Multi-Branch Reporting
		Native Business Intelligence and Pivot Tables
Third-Party Commerce and Marketplace Connections	Commerce and Point-of-Sale	Native Commerce and Marketplace Connections
Retail Application with POS Hardware		Retail Application with POS Hardware
Limited Omnichannel Features		Omnichannel Orders, Returns, and Exchanges
		Native Customer Relationship Management (CRM)
Mobile Device Access (QuickBooks Online only)	Mobile App	Mobile Device Access with Specialized CRM and WMS Apps
Physical Inventory Cycle Counts through Mobile Scanner Integration		Physical Inventory Cycle Counts with Dedicated Mobile App
Basic Paperless Picking with Mobile Scanners (Desktop Enterprise Inventory App Only)		Robust Paperless Picking with Mobile Scanners
Not Open API/Swagger Compliant	API, Data, and User Access	Easy Connections with Other Software
Data Accessible in Read-only Format for 12 Months after Cancellation (QuickBooks Online Only)		Own and Access Your Data, Now and Always—in Full, Usable Formats
Limited User Access		Unlimited User Access
Some Training is Free; Most Requires a Subscription	Training	Online Training That Is Free and Comprehensive