

E-book

# From Outdated to Outstanding: The CFO's Path to Life Beyond QuickBooks

Why your financial services firm  
needs to evolve—and how Sage Intacct  
sharpens your competitive edge.

Sage



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# The signs it's time to upgrade: Why high-performing CFOs move on from QuickBooks

QuickBooks may have been the natural choice for financial service CFOs at first. It's simple, familiar, and covers the basics. But as your firm grows and the financial landscape becomes more complex, the limitations of QuickBooks start to show. Your business needs have evolved. Isn't it time your financial management system did too?

As businesses scale, they quickly realize QuickBooks isn't built for growth. It can't keep pace with the evolving, increasingly strategic demands of financial services CFOs. According to Edelman research, 9 in 10 finance leaders say their role now extends beyond traditional finance tasks. The data also shows that 73% work more closely with HR, 61% play a leading role in digital transformation, and 66% are actively driving strategic planning.



**Instead of empowering your team, QuickBooks can leave you bogged down with:**

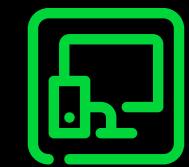
- **Manual processes:** Finance teams spend hours downloading data and manually reconciling spreadsheets. This slows down monthly close cycles and drains productivity and morale. In fact, Edelman research shows 42% of finance leaders in the financial services and insurance industry report feeling burnt out.
- **Limited visibility:** Inflexible reporting and outdated data prevents a complete, real-time picture of your firm's financial health. Without timely insights, strategic decisions are delayed.
- **Compliance challenges:** When facing growing regulatory demands, QuickBooks lacks the automation and controls needed to ensure compliance with GAAP, ASC 606, or other industry-specific regulations.

The truth is, holding onto QuickBooks can cost your firm more than just time. It could be costing you growth, profitability, and your competitive edge.

# Make the move to Sage Intacct

As a cloud-based financial management system, Sage Intacct is built to help financial services businesses like yours scale confidently.

**It delivers real-time insights, automates critical processes, and strengthens compliance—enabling CFOs to lead with precision, agility, and control.**



**Real-time, accurate data:** Gain full visibility into your firm's financials with up-to-date customizable dashboards and advanced reporting capabilities that support smarter, faster decision-making.



**Automated compliance:** Say goodbye to manual tracking and hello to AI-powered and automated workflows that ensure your firm is audit-ready, with built-in compliance for GAAP, ASC 606, and more.



**Scalable solutions:** Whether you need to manage multiple currencies, process consolidations faster, or unblock the bottleneck of inter-company transactions, you'll be equipped to scale without friction.



**Built for growth:** Support every facet of your evolving role with access to over 350 software integration options, including AP, expense/budgeting, property management, Payroll/HR, CRM, and other critical functions.



So, is it time to leave QuickBooks behind? Let's take a closer look at the hidden costs of staying put and the performance gains that come with upgrading.

# How QuickBooks is quietly costing your firm more than you think

If your firm relies on workarounds, manual data entry, and piecing together spreadsheets, the impact is likely already larger than you realize. These inefficiencies don't just slow you down—they hold back your ability to lead, scale, and deliver results.

QuickBooks may have taken you this far, but it's time to ask if it can take you any further.

A TechValidate study of financial services firms that transitioned from QuickBooks to Sage Intacct uncovered a common set of challenges CFOs had been facing:



Over-reliance on spreadsheets for financial process management and reporting.



Struggles adapting to new business requirements and growth.



Limited access to real-time reports and insights for informed decision-making.



Weak financial controls that hinder compliance and security.



Excessive manual data entry and re-entry.

The reality is, staying with QuickBooks may be costing your firm in ways that aren't immediately visible. It consumes valuable time and holds back your potential for greater efficiency, sharper insights, and sustained growth. Upgrading to Sage Intacct can help streamline operations, reduce risk, and give you the visibility needed to lead with confidence.

# Top Five QuickBooks bottlenecks holding back financial performance

There are some common QuickBooks pain points that surface as firms scale. Let's explore the five most prevalent limitations of this entry-level software—and what they're costing you.

These five bottlenecks show why firms need a more advanced solution as they grow. Sage Intacct provides the automation, control, and real-time insights to break through these limitations, making it the clear choice for financial services CFOs ready to drive strategic growth.

1

## Difficulty adapting to changing business requirements

*"As our business grows, QuickBooks slows down. I need a financial system that can keep pace."*

Outgrowing QuickBooks isn't just a frustration—it's a risk. Businesses need scalable systems that can handle increasing data volume, more complex reporting, and compliance needs. When QuickBooks falls behind, it leads to delays and inefficiencies that make it harder to achieve strategic goals, sustain momentum, and support long-term growth.

2

## Reliance on spreadsheets for financial management

*"After spending over a week sifting through massive spreadsheets, we discovered we had a calculation error in how we had been recognizing revenue for the past three years."*

Does this sound familiar? Many financial services firms start using QuickBooks and soon find that growing accounting needs—like multi-entity consolidations or specialized reporting—require manual workarounds in Excel, where a simple, inadvertent keystroke can have serious repercussions. Over-reliance on spreadsheets can weaken finance's credibility and make it harder to deliver the insight and control expected from a high-performing CFO.

# 3

## Excessive manual data entry and re-entry

*“I spend hours manually creating invoices in QuickBooks. There should be a better way.”*

Manual data entry isn't just time-consuming—it introduces avoidable errors and ties your team to repetitive work. As transaction volumes grow, so does the risk of mistakes and delays. This inefficiency limits your team's capacity to focus on higher-value work, like forecasting, analysis, and strategic planning. For a finance function expected to lead with insight and agility, manual processes are a clear barrier to performance.

# 4

## Limited access to reports and data for decision-making

*“Rather than constantly struggling to keep up with incoming requests for data and specific reports, Sage Intacct lets us consistently report financials in a timely manner and feel confident that we can easily respond.”*

QuickBooks offers limited reporting capabilities and lacks real-time dashboards, which forces finance teams to work with static, outdated data. This slows down internal reporting and makes it harder to deliver timely insights. Without clear, up-to-date visibility into financial performance, decision-making becomes slower and less informed. This limits your ability to act strategically and respond to opportunities with confidence.

# 5

## Weak Financial Controls and Security

*“Errors caused by manual processes and a lack of control resulted in \$180,000 of improper expense reimbursements within a six-month period.”*

Financial controls are critical for compliance, accuracy, and security. QuickBooks lacks robust features to prevent errors, enforce workflows, and provide transparency. The result? Financial mismanagement and compliance issues that could cost you more than money. Sage Intacct creates a single, unified, secure financial system that reduces manual errors and keeps your data safe and compliant.

By identifying these five bottlenecks, it becomes clear why high-performing finance leaders need a more capable solution to support scale and complexity.

Sage Intacct offers the automation, control, and real-time visibility needed to overcome these limitations and unlock the next level of performance.

# Driving efficiency, productivity, and scalability with Sage Intacct

**Lead your firm to long-term success with tools that increase visibility, streamline workflows, and drive growth.**

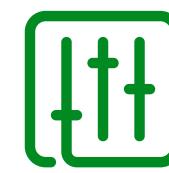
## Anytime, anywhere financial visibility



**Real-time data and processes:** Grant your team secure, on-demand access to financial data and processes from anywhere, whether in the office or remote. Seamless connectivity ensures quick decision-making, letting CFOs act swiftly from the most accurate and up-to-date financial information.



**Flexible reporting:** By leveraging the multidimensional architecture of Sage Intacct, CFOs can easily generate reports that give deep insights into financial performance across multiple entities, investments, departments, or regions. You'll identify trends, mitigate risks, and align business decisions with your growth strategy.



**Role-based dashboards:** Tailor dashboards to deliver the right data to the right people, ensuring key stakeholders—in finance, operations, or the C-suite—can quickly access the information they need to make informed decisions. By surfacing the right data for the right people, role-based dashboards help teams stay aligned, make faster decisions, and contribute directly to growth.

## Increased productivity



**Accounting automation:** Eliminate time-consuming manual tasks by automating essential accounting processes such as accounts payable, accounts receivable, and expense management. With advanced finance automation and AI-powered tools, you can streamline workflows and accelerate the close process—reducing reporting time by up to 70–90%.



**Extensive integration:** Seamlessly connect Sage Intacct with other business-critical systems like CRM, payroll, or investment reporting tools. Build a connected ecosystem that supports agility, letting data flow effortlessly between systems while reducing manual reconciliation and data duplication.



**User-defined workflows:** Design and implement automated workflows tailored to your firm's unique processes. Streamline approvals, transaction handling, and compliance tasks to improve efficiency, reduce risk, and support a high-performance finance function.

## Scalability



**Scalable architecture for growth:** Sage Intacct is designed to scale with your firm.

As you expand into new entities or increase transaction volume, you need a cloud-based system that can support growth without adding complexity or risk.



**Multi-ledger system:** Whether you manage multiple currencies, entities, or lines of business, Sage Intacct provides a multi-ledger system that offers flexibility and control. You can run concurrent ledgers, so it's easier to manage diverse operations, and with an AI-powered intelligent general ledger, close the books up to 80% faster—delivering accurate financial results with greater speed and confidence.



**Internal controls:** As a CFO, maintaining compliance and protecting financial integrity is non-negotiable. Sage Intacct helps you enforce audit trails, apply robust security protocols, and reduce the risk of fraud or error—giving you confidence in every number.



# Uncovering the hidden costs of QuickBooks: Why moving to cloud-based financials pays off

Despite the clear limitations and inefficiencies of QuickBooks, it's often tempting to delay the move to a more robust and scalable solution. Yet modern cloud-based financial systems offer a cost-effective, high-ROI alternative.



Many high-performing CFOs find that automating core financial processes and eliminating manual work in QuickBooks leads to rapid efficiency gains. In many cases, the cost of switching is recovered within just a few months.

When you compare the full operational costs and productivity constraints of QuickBooks to a modern cloud-based financial system, the value becomes clear. Thousands of financial services firms and leading CFOs have already made the switch to Sage Intacct and are seeing measurable gains in efficiency, accuracy, and scalability.

“

**Anchor Loans saves over 60 hours a month through productivity gains by using Sage Intacct over QuickBooks. Sage Intacct has empowered my team to provide information to management to make better, more informed decisions that help us compete more effectively.**

**CFO**  
Anchor Loans

**Sage**



FROM OUTDATED TO OUTSTANDING: THE CFO'S PATH TO LIFE BEYOND QUICKBOOKS

# Conclusion: Ready to lead the next phase of financial performance?

In today's fast-paced financial services landscape, staying competitive means evolving beyond the limitations of QuickBooks. As your firm grows, so do the complexities of managing your financials, ensuring compliance, and gaining actionable insights. The costs of clinging to outdated systems can be significant, from missed growth opportunities to mistakes that erode trust in finance leadership.

With Sage Intacct, you're not just upgrading your software—you're unlocking and accelerating financial growth. You're giving your team the tools to work smarter, not harder. You'll automate routine tasks, gain real-time visibility

into financial performance, and create the agility you need to scale confidently. As many firms have discovered, the shift to cloud-based financial management isn't just a necessity—it's a catalyst for growth.

Now is the time to upgrade. With automation, real-time insights, and scalable solutions, Sage Intacct helps you unlock new levels of growth and profitability. The transition from QuickBooks to Sage Intacct is an investment in your firm's long-term success.

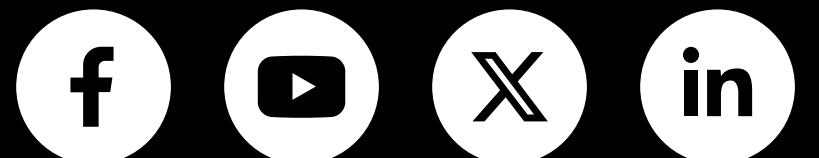
Ready to elevate your impact and lead your firm into its next phase of growth? Let Sage Intacct be your partner in driving financial success.

[\*\*Take a self-led product tour here →\*\*](#)

The Sage logo, featuring the word "Sage" in a bold, green, sans-serif font.

High-Performance  
Finance Software  
POWERED BY AI

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