

Top Ten Criteria For Selecting Accounting Software

As part of a study done by Deloitte & Touche, businesses looking for an accounting system were asked to name the top ten criteria they used for their selection. Those who were buying their first accounting system were tallied separately from businesses buying their second. Responses were ranked in order of importance.

The results are summarized below:

First-Time Buyers

Rank	Reason	Rank	Reason
1	Price of Software	1	Level of support provided by reseller
2	Ease of Implementation	2	Developer's track record of performance
3	Ease of Use	3	Ability to fit to business
4	Ability to fit to business	4	Growth potential
5	Functionality	5	Price of Software
6	Ability to work with existing hardware	6	Quality of documentation
7	Growth potential	7	Functionality
8	Level of support provided by reseller	8	Ease of Use
9	Quality of documentation	9	Ease of Implementation
10	Developer's track record of performance	10	Ability to work with existing hardware

Second-Time Buyers

One would think second-time buyers would be "smarter", if for no other reason than they have the experience first-time buyers lack. It stands to reason their rankings would be a better guide to what really matters when researching accounting system options. Therefore, the key points that surface are:

- A quality consultant is a critical factor – after all, anyone can sell the product, but can just anyone support your needs?
- The developer's track record is much more apparent to firms in their second implementation. On the surface, many accounting packages look alike, but the years of development invested into a product is critical to the long-term success and growth of a product.
- Price, though important, is not the best measure of a system's value. Are you willing to place your company's future in the hands of the lowest bidder?

At **Business Accounting Software**, our people have been implementing accounting systems with companies like yours for 20 years. **Open Systems, Inc.**, has been an industry leader for well over **25 years**. Together, we're a powerful team.

Source: Deloitte & Touche Study as quoted by CPA Online

We Keep Your Business Systems Running – So You Can Run Your Business!

(512) 267-2277 phone

(888) 246-1771 toll-free

info@basi-usa.com