![Unanet logo] **Unanet**
ERP GovCon

5 Signs You've Outgrown QuickBooks

Should your company update your accounting software?
Many customers make the transition to automate tasks,
simplify compliance and time tracking, and provide
end-to-end business visibility.

1. Simple questions take days and spreadsheet magic to answer

While QuickBooks holds most of the data needed, extracting, filtering, and contextualizing it can take days—typically ending up in a spreadsheet. Costing valuable time for team members and impacting profit margins.

2. You have little to no insight into performance metrics

If you rely on metrics like employee utilization, Days Sales Outstanding, or wrap rates, are they readily accessible, or only available after monthly close? In QuickBooks, compiling key performance metrics can become a significant, time-consuming project.

3. Critical functions happen outside of QuickBooks

Is your finance team manually calculating revenue by project? QuickBooks limits revenue recognition to billed amounts, requiring manual journal entries to match revenue with the correct period and project.

4. Lack of internal controls

QuickBooks lacks robust internal controls, a critical fault in secure accounting software. Preventative and detective internal controls are not only required for adequate business systems, but also help prevent errors and wasteful manual activities.

5. Entirely manual compliance activities

When managing DCAA and FAR compliance becomes its own time-consuming, lengthy process, stress levels can skyrocket. QuickBooks is built for commercial enterprises that don't include government compliance requirements for time, cost allocation, indirect rates, and more.

"I'd always come back to Unanet and be so thankful for the interface and the reports we could run. So I knew from Day One that Unanet was the ERP tool I wanted for Makai."

Stephanie Hutch
Founder and CEO
Makai

Unanet's Purpose-Built ERP Is the Answer

One System for All Projects

Real-time cost and status information for projects, people, and financials in one application. No disparate systems, no manual data capture, no reconciliation.

Simple Billing System

Invoice directly from cost data already captured, with configurable invoicing formats, and revenue is calculated and recognized from the same data at the same time. You can even allow subcontractors to directly submit to POs and invoices by project.

Strategically Designed Compliance

Unanet GovCon ERP's compliance functionality is fully integrated, eliminating the need for manual inputs, calculations, or spreadsheet transcription for SCA compliance. Its GovCon-compliant timekeeping and expense systems come with built-in enforcement mechanisms for all required regulations. Employee

timesheet entries appear in real time—no need to wait until the timesheet period ends. When compliance is built-in, it is clearer: an outcome and a state rather than an effort or process.

Continuous Metrics for Better Desicions

Make informed business decisions with confidence. Unanet metrics update continuously, viewable on demand in reports or dashboards for business drivers, including resource allocation, revenue, costs, cash flow and timing. You can calculate metrics in real time, displaying them on dashboards or reports without interrupting operations. All critical functions—including indirect rate calculation, GAAP-compliant revenue methods, and end-to-end invoice processing—are managed within the system itself. This eliminates the need for external tools, ensuring that all calculations, approvals, and postings are seamlessly integrated for streamlined workflows.

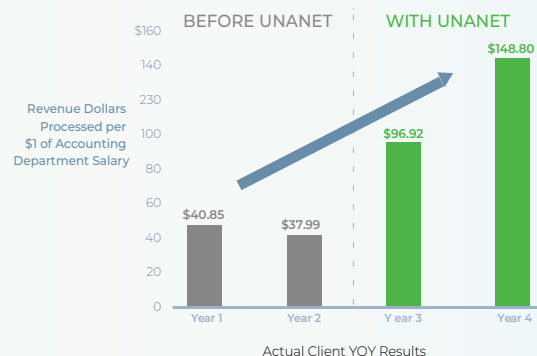# Making The Switch Has Never Been Easier With Unanet

Designed with QuickBooks users in mind, Unanet has a pre-defined and structured methodology that reduces costs and time input—and it is quick and easy to get up and running.

- Eliminates the need for custom configuration and consulting services

- Implementation with a "live date" approximately 60-90 days from start

- Professional consulting staff who have performed hundreds of conversions from QuickBooks

- Pre-built templates to load the data directly from your QuickBooks database

- A pre-configured database structured to support best practices and reflect industry standards

- A suite of interactive e-learning training modules

Better Manage Your Projects and Your Business.

Entry-level systems are great for starting out, but they won't take you to the next level. Government contractors that are growing and maturing need Unanet to automate, scale, and manage their project-based business.

Revenue grew more than 3x in four years with the same number of back office FTE's

BEFORE UNANET   WITH UNANET

Revenue Dollars Processed per $1 of Accounting Department Salary

Year 1	Year 2	Year 3	Year 4
$40.85	$37.99	$96.92	$148.80

Actual Client YOY Results

Grow your Business, *NOT* your Back Office Staff

Unanet Success Story
iNovex Achieves Compliance and Scalability with Unanet Financials

iNovex's growth in the last four years had made it necessary to have a system with scalability, and working in the government contracting space required them to be DCAA compliant. Use of legacy systems was causing duplication of efforts and they were spending unnecessary amounts of time on adjustments.

Results

- **Saved 5 days in the close each month** due to time saved on payroll, invoicing, and any adjustments

- Experienced great time savings in processing payroll – it **used to take 90 minutes, now it takes only 30 minutes** due to single system capabilities

- Was able to **eliminate the use of complex unbilled Excel spreadsheet**

- **Eliminated a separate application** for calculation of **indirect rates**

- **Successfully completed** their DCAA Accounting System Review (SF1408)

*"With Unanet, **our month-end close is phenomenally smooth.**"*

Sam Jahanbeen
Former CEO

*i*Novex

Level up now–
it's easy

Join the more than 1,000 QuickBooks government contract users, such as who have already significantly increased efficiencies in automation, scalability and stability with Unanet.

Visit unanet.com to learn how Unanet provides cost savings, offers management best practices, reduces manpower, and maximizes efficiencies: a single source of truth.

+1,000

Unanet.

More than 4,000 project-driven organizations depend on Unanet to turn their information into actionable insights, drive better decision-making, and accelerate business growth. To learn more about Unanet's ERP and CRM solutions, visit unanet.com.

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