

“Don’t take our word for it,” AccountMate says – Experts rank AccountMate #1 Open-Source Software in the Mid-Market

ACCOUNTMATE IS THE HIGHEST-RATED open source code accounting software offered to the mid-market, according to AccountMate’s president and CEO, David Dierke. “But don’t take our word for this,” he said. “Ask the experts.”



For mid-market companies, perhaps the most vital attribute of business and accounting software is the flexibility that only comes from open-source code. “Big companies take customization for granted,” according to Geni Whitehouse, CPA, chief operating officer for Accounting Software Advisor (ASA), an industry

consulting group founded by accounting software analyst Carlton Collins. “However, few mid-market companies realize they need this feature to remain competitive. But if you’re stuck with an application you can’t modify, you can’t maintain the system long-term.”

In evaluating business accounting systems, ASA determined that AccountMate was the premiere open-source code system in the mid-market. It ranked second in overall performance, right behind Microsoft Great Plains Dynamics, which lacks open-source flexibility.

“We took 350 key features,” Whitehouse explained, “and ranked them for importance. Then we compared these features across 62 products ranging from QuickBooks to SAP. In this highly competitive ranking, AccountMate came in first among open-source systems and second in the mid-range overall.”

Accounting Software Advisor gave high marks to AccountMate’s built-in flexibility, with 20 existing modules that include – as standard – many features only available from competitors as after-market add-ons. AccountMate’s depth of features is unique in the mid-market, Whitehouse said. She also singled out AccountMate’s vertical industry versions created by industry experts. AccountMate runs on an MS SQL database, which has become the industry standard for the mid-market. “This is a big advantage for AccountMate,” she pointed out, “giving end-users added flexibility.”

Perhaps the most important feature is AccountMate’s advanced inventory capabilities, she said. Most mid-market clients need an effective inventory module, and AccountMate has some deep functionality available in its core accounting

software. Features include multi-bin, lot control and multi-location inventory management capabilities, as well as kitting and light manufacturing.

“AccountMate also features Multi-Dimension inventory management capabilities, which are critical for retail end-users,” she explained. “It is difficult to add this to a system if it’s not there. With this feature, a company can keep track of colors, sizes and shapes in addition to quantity.”

ASA also found AccountMate software had a good fit in a variety of different vertical industries, as well as great multi-currency and multi-level pricing control features. The software’s distinctive labor resource tracking module, which is non-standard in competing software, adds important functionality. ASA evaluates the total system – from the end-user’s experience to the software publisher and their sales network. AccountMate is sold through experienced Value Added Resellers (VARs), who Whitehouse says are an absolute requirement for an end-user to successfully deploy middle market accounting software. End-users need local experts who understand their market niche – VARs experienced with open-source code– who can modify software for end-users’ special requirements.” Resellers are mission-critical in customizing mid-market business accounting packages,” she said.

AccountMate software prices out very well with competitors. “For functionality and price, the 10-user segment – for LAN and MS SQL Server – is a great value,” Whitehouse said. “The SQL version for 25 to 100 users is also a great price/functionality value.” In addition, AccountMate prices its software by module, making it very competitive. Customers can purchase as much functionality as they need, with the option to add modules as business needs change.

One final factor went into the high ranking for AccountMate, Whitehouse pointed out. “There have been some great changes in the company over the past few months. Company strength is important in our rankings, and these changes have significantly improved this company in the areas of executives, marketing and marketplace visibility.

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