

Why 82% of Growing Businesses are Drowning in Software Chaos

The Strategic Guide to Intuit Enterprise Suite for Growing Companies

Intuit Enterprise Suite is the Platform NetSuite Users Wish They'd Found First:
299% ROI. Real Results.



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[Intuit Enterprise Suite](#)

The Growing Business Software Crisis: Why 82% Are Drowning

Growing businesses face a unique and painful challenge: 82% prioritize expansion but struggle with operational complexity from using "10 different software programs on average". This creates what industry experts call the "growth gap" - companies that have outgrown simple tools but don't need the overwhelming complexity of traditional enterprise solutions.

The Current Reality

- Companies spend countless hours switching between multiple systems
- Data silos prevent real-time business visibility
- Manual processes waste time and create errors
- Annual software costs can reach \$50,000+ across scattered platforms
- Integration nightmares drain productivity and profits



The Traditional "Solution" has been jumping to expensive ERP systems like NetSuite or Sage Intacct - "like going from a cute little Volkswagen bug to a private plane with tinted windows and a pilot that never smiles" according to one industry expert.

Enter Intuit Enterprise Suite - launched in September 2024 as a revolutionary answer to this growth challenge.

Intuit Enterprise Suite is **NOT** QuickBooks

Critical Understanding: According to Intuit, *Intuit Enterprise Suite* is **NOT** QuickBooks. While it extends QuickBooks Online's proven accounting capabilities, it offers significantly more functionality as an integrated business platform - which is why it's referred to as "Intuit" rather than "QuickBooks."

What IES Actually Is: A "configurable AI-powered business platform that brings together all of your financial, payroll, HR, marketing, and cash flow tools in one place" with enterprise-level capabilities designed specifically for growing businesses with increasing complexity.

Core Revolutionary Capabilities

Advanced Multi-Entity Management:

- Manage multiple business entities from one login with consolidated financial statements and intercompany transaction eliminations
- Create allocations directly from transactions across entities using bank feeds

✓ **AI-Powered Financial Planning:**

- Generate precise forecasts that extend up to 3 years using historical data
- AI-generated forecasts predict two years into the future based on past financial performance

✓ **Multi-Dimensional Accounting:**

- Create up to 20 user dimensions with unlimited values for granular categorization by department, region, project, or any custom attribute
- Replace time-consuming spreadsheet analysis with instant profit/loss reporting by any dimension combination

EXPERT INSIGHT:

Multi-dimensional accounting revolutionizes how growing businesses categorize and analyze financial data.

Read: *Multi-Dimensional Accounting: A Smarter Way to View Your Finances*

✓ **Integrated Operations Platform:**

- Built-in payroll, payments, bill pay, and HR management
- Mailchimp marketing integration for customer engagement
- Industry-specific tools for construction, professional services, and non-profits

Key Differentiator: IES fills the gap between QuickBooks and ERPs, giving growing businesses a way to scale without the ERP headaches.

Strategic Assessment - Signs Your Business Has Outgrown Its Current Systems

Company Profile Assessment

IES is designed for growing businesses with:

- ✓ Employee Count: 10-99 employees
- ✓ Annual Revenue: \$2M-\$50M range
- ✓ Current Software Spend: \$15,000+ annually on business applications
- ✓ Growth Trajectory: Planning 20%+ expansion in next 2-3 years
- ✓ Operational Complexity: Managing multiple entities, locations, or projects

Business Complexity Assessment

Rate your current operational challenges (1-5 scale, with 5 being "critical issue")

Multi-Entity Operations:

- ☐ You operate multiple business entities or subsidiaries
- ☐ You manually consolidate financial reports across entities
- ☐ Inter-company transactions create significant administrative burden
- ☐ You manage multiple QuickBooks files for different entities

Software Integration Chaos:

- ☐ You spend 10+ hours weekly on manual data entry between systems
- ☐ You struggle to get real-time visibility across your business
- ☐ Integration costs and maintenance consume significant resources
- ☐ You rely on spreadsheets to "connect the dots" between systems



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“We were spending more time managing our software than running our business. **IES changed everything.**
- Keaton Trager, FEFA Financial Services

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Financial Planning Bottlenecks:

- ☐ You need forecasting beyond basic profit/loss projections
- ☐ You cannot analyze profitability by department, project, or location
- ☐ Budget tracking and variance analysis require manual spreadsheet work
- ☐ Current reporting capabilities limit strategic decision-making

Project-Based Business Complexity:

- ☐ You need sophisticated project profitability tracking
- ☐ Change orders create administrative complexity
- ☐ You lack real-time visibility into project costs and margins
- ☐ Time tracking and job costing processes are cumbersome

Industry-Specific Fit Analysis

IES includes specialized capabilities for:

Construction & Contracting

- Enhanced job costing with real-time insights into project financials
- Change order automation with client approval workflows
- 12 new construction reports including Cost to Complete, Work in Progress, Committed Costs

Professional Services

- Time and billing integration with automated job costing
- Multi-dimensional profitability analysis by client, service line, or team member
- Project lifecycle automation from estimates to invoicing

Non-Profits

- Fund accounting and grant tracking capabilities
- Donor management and automated donation tracking
- Custom reporting for "investor type and custom profit and loss grants"

Multi-Location Businesses

- Consolidated reporting across all locations
- Location-based analytics and performance tracking

Competitive Reality Check

Red Flags That Signal IES Readiness

- You're spending \$20,000+ annually on scattered software solutions
- You've considered NetSuite or Sage Intacct but been deterred by complexity/cost
- You're outgrowing QuickBooks Online Advanced capabilities
- You need enterprise functionality without enterprise headaches
- Your current systems prevent you from making data-driven decisions quickly

What to Expect from the Intuit Enterprise Suite Process

Understanding the IES Approach

Unlike traditional software purchases, IES follows a consultative enterprise sales model with flexible contract-based pricing and preferred rates, customized to meet your businesses specific needs.

Typical Implementation Timeline

- **Discovery & Assessment:** 2-3 weeks of business analysis
- **Custom Proposal Development:** 1-2 weeks for tailored solution design
- **Contract Negotiation:** 2-4 weeks for pricing and terms
- **Implementation & Migration:** 4-8 weeks depending on complexity



KEY INSIGHT: *Unlike traditional ERP implementations that take 12-18 months, IES typically deploys in 8-12 weeks with minimal business disruption.*

Information You'll Need Ready

Business Profile Data:

- Current and projected revenue figures
- Number of entities, locations, and subsidiaries
- Employee count and growth projections
- Current software inventory and annual costs

Operational Requirements:

- Integration needs with existing systems
- User roles and permission requirements
- Industry-specific functionality needs
- Reporting and analytics requirements

Financial Planning Needs:

- Budgeting and forecasting complexity
- Multi-dimensional reporting requirements
- Project or job costing needs
- Cash flow management challenges

299% ROI and \$446K Savings: The Financial Reality

Investment Considerations: Current pricing structure starts around \$7,800 for a company that has a single business operation and about \$12,000 for a company that has multiple business entities, with complex implementations reaching \$15,000+ annually.

Proven ROI Performance: Forrester's independent Total Economic Impact study projects "299% return on investment and \$446,824 savings in net present value over three years" for mid-range deployments.

This represents the kind of transformational financial impact that traditional ERPs promise but rarely deliver efficiently.

Value Factors Affecting Pricing:

- Number of entities and users
- Industry-specific customizations required
- Integration complexity
- Support level needed
- Professional services requirements

Implementation Support Structure

What Intuit Provides:

- Dedicated customer success manager who understands your business goals
- Guided setup with personalized setup plan
- Professional services for data migration from QuickBooks Desktop or a non-Intuit solution
- Comprehensive user training and ongoing support
- Queue prioritization and extended service hours

Migration Realities:

- From QuickBooks Online:
Your data is automatically migrated with configurations carrying over
- From Other Systems:
Professional migration services with dedicated project management

FEFA Financial on implementation speed:

“A switch was turned and it was working vs. expecting a NetSuite kind of ordeal.”

The Enterprise Platform NetSuite Users Wish They'd Found First

The Challenge: Growing Beyond QuickBooks

FEFA Financial, a professional services company with 27 employees and five entities serving 2,000 households, faced the classic mid-market dilemma. They had outgrown QuickBooks Online Plus but dreaded migrating to traditional ERP systems.

CFO Keaton Trager's Dilemma: He looked into NetSuite and Sage Intacct but "dreaded a migration to either enterprise resource planning (ERP) tool" because it would mean "hiring an expensive consultant to get the system in place, then shelling out more for someone to teach the team how to use it".

The Intuit Enterprise Suite Solution

Why IES Won: When Trager found out about Intuit Enterprise Suite's multi-entity capabilities and dimensions for deeper reporting insights, he realized his team didn't need to go with the oversized and overpriced ERP.

Key Decision Factors:

- "[Intuit Enterprise Suite] is simple to use" compared to NetSuite and Sage Intacct
- "I can get somebody else to understand it, train them on it, and operate within it much quicker and much easier [than NetSuite and Sage Intacct]"
- Team familiarity with Intuit products reduced learning curve

INTUIT

Enterprise Suite

Immediate Results

Implementation Experience: "To transition to Intuit Enterprise Suite from QuickBooks Online, Trager says, "A switch was turned and it was working, which was very, very exciting, especially [because] I was expecting a full migration, like a NetSuite kind of ordeal."

Financial Impact: "The multi-entity journal entry functionality was just an immediate cost-saver off the bat. It's a lot of small minutes that add up. Almost immediately, [we] uncovered efficiency improvements and improved the financial data we have available for decision-making."

The Truth About Enterprise Software Decisions

Here's what nobody tells you: **82% of businesses choose the wrong enterprise software.** Not because the technology is bad, but because they navigate the decision alone.

You're not just choosing software—you're choosing your business's future for the next 5-10 years.

Why Peak Advisers Exists

We've seen too many business owners get burned by enterprise software promises.

Since 2011, we've watched brilliant entrepreneurs—people who built amazing companies—get trapped by systems that were supposed to liberate them. NetSuite implementations that took 18 months and \$200K. Sage Intacct rollouts that paralyzed operations for months.

That's why when Intuit Enterprise Suite launched, we didn't just become resellers. **We became the shield between you and costly mistakes.**

What Makes Us Different

We tell you when IES is wrong for your business. Seriously. Some of our consultations end with us recommending you stay put or choose something else entirely. Our reputation depends on your success, not our commission.

✓ **Official IES Certification**

✓ **Education-First Approach** - Your success, not our sales


✓ **Nationwide Service** - Colorado heart, national reach

"The multi-entity journal entry functionality was just an immediate cost-saver off the bat. It's a lot of small minutes that add up. Almost immediately, [we] uncovered efficiency improvements and improved the financial data we have available for decision-making." - Keaton Trager, CFO, FEFA Financial (27 employees, five entities).

Your Next Move

Don't join the 82% who get this wrong.


The IES evaluation process can be overwhelming. Intuit's enterprise team is excellent, but they're not neutral advisors. You need someone in your corner who's seen behind the curtain.

 Get Your Free "IES Reality Check" Assessment
30-minute call where we'll tell you honestly:

- Whether IES fits your specific situation
- What the real costs and timeline look like
- How to avoid the common implementation traps
- If you should wait, or look elsewhere entirely

No sales pitch. Just straight answers from people who've guided hundreds of businesses through this exact decision.

Book Your Reality Check

 **Call:** (303) 801-4772

 **Email:** info@peakadvisers.com

 **Schedule Online:** [Meet with Peak Advisers](#)

Peak Advisers - Because your software should grow your business, not consume it.

P.S. Still not sure? We also offer [QuickBooks optimization services](#) if you're not ready for enterprise-level solutions. Sometimes the answer is maximizing what you already have. We'll tell you the truth about that too.