

Answers to Your Questions About Industry-Specific Editions of QuickBooks.

In short, the Industry-Specific Editions of QuickBooks make it easier for businesses in those industries to use QuickBooks. The Industry-Specific Editions are enhancements to the existing QuickBooks products to streamline activities for certain industries. The result?

Routine tasks are more efficient, new employee training is simplified, work-arounds are eliminated, and time is saved.

Why were Industry-Specific Editions of QuickBooks Developed?

QuickBooks is committed to providing solutions to small businesses and accounting professionals that are powerful, easy to use, and right for their business. In the past three years, we've taken large steps to make the "Right For My Business" strategy come to life by launching industry-specific versions of QuickBooks.

A significant number of QuickBooks customers are in industries that have unique work tasks and nomenclature that make using QuickBooks slightly awkward. For example, nonprofits work with donors not customers, contractors need job costing not just fiscal year P&L reporting, professional service firms need flexibility in time and materials billing. To make QuickBooks easier for these customers to use, 5 industry-specific versions of QuickBooks Premier were developed. These industries (Contractor, Nonprofit, Retail, Manufacturing & Wholesale, and Professional Services) each represented over 10% of the QuickBooks customer base.

With the industry-specific QuickBooks Premier versions, customers have less of a need to create work-arounds and build their own shortcuts to make the software work for them. Plus, they save time on routine tasks. The industry-specific QuickBooks Premier versions have additional pre-built reports, customized terminology, and navigators specialized for each industry that make the tools of Premier easier to use. The level of functionality is different for each, as each industry has different needs.

These products are still new in the market. We plan to evolve and further develop the industry-specific versions by continuing to:

- 1 Make them more familiar and easier to use with built-in industry-specific reports, terminology, and customized help & tips
- 2 Add specific features and reports, e.g. the job costing tools and features in the Contractor Edition
- 3 Combine services with the software to create unique, integrated solutions that are customized for the specific industries.

Who are the Industry-Specific Premier Editions Right For?

The industry-specific editions are ideally suited for your clients who need a combination of the comprehensive set of tools found in the Premier Edition coupled with the industry-specific functionality.

QuickBooks Pro or Basic may be more appropriate for some small businesses if they have simple or basic bookkeeping needs, even if an industry-specific version is available for them. For example, a nonprofit organization that is simply tracking expenses in QuickBooks might not benefit from the additional Premier and industry-specific features, whereas a Wholesaler who is tracking all of their inventory, payroll, and shipments in QuickBooks would find a lot of value in the QuickBooks Premier: Manufacturing and Wholesale Edition.

All 5 of the industry-specific products are based off the Premier Edition, and include all the standard Premier features in addition to the industry-specific functionality. One advantage to choosing an industry-specific edition is that the cost is the same as regular QuickBooks: Premier, but includes the added functionality.

While QuickBooks Pro has the tools to efficiently manage the day-to-day financial needs of any small business, Premier has additional tools for forward-looking analysis, planning, and growth to help achieve better results. Specialized tools also allow Premier users to meet complex inventory, accounting, and customer needs. And some tasks, such as creating a forecast or business plan, are easier and more automated in Premier.



The following are QuickBooks Premier-only features (also included in Industry-Specific Editions):

- Create a Forecast
- Expert Analysis Tool¹
- Create a Business Plan
- Password Protected Closing Date and Exception Report
- Set “Per Item” Price Levels
- Remote Access²
- Track Inventory Assemblies
- Quickly Generate Purchase Orders from Sales Orders or Estimates
- Sales Order Report

In addition to these Premier features, specific work tasks have been customized and augmented for the industry-versions:

Premier Edition	More Robust Functionality
Contractor	Job Costing
Manufacturing & Wholesale	Inventory
Nonprofit	Donor tracking
Professional Services	Time Tracking and Invoicing
Retail	Sales tracking (Should be thought of as a complement to QuickBooks Point-of-Sale solution)

Top Features and Benefits by Industry-Specific Edition

QuickBooks: Premier is available in special versions customized to meet the unique needs of Accountants, Contractors, Manufacturers & Wholesalers, Nonprofit Organizations, Professional Services Firms and Retail Businesses. The industry-specific versions have all the features in QuickBooks Basic, Pro, and Premier plus additional features that are designed to work the way these businesses work including:

- Industry Menus and Navigators for easy access to industry-specific features
- Specialized Reports designed for specific industries
- Industry-specific Sample Company Files to aid in setting up QuickBooks
- Chart of accounts to help your clients get up and running quickly
- Forms, Letters and Worksheets specific to the industry
- QuickBooks Help and Tips from experts in the industry

¹ Recommend use by 12/31/05, based on time sensitive industry comparison. Recommendation may not take into account all critical factors of specific businesses.

² Powered by WebEx(tm) Internet access required. One 12-month single-user subscription of Remote Access Service included at no charge, valid for customers who purchase and install QuickBooks: Premier Edition 2005 software before December 31, 2005. Twelve months of service begins at the time of installation of Premier Edition software. After 12 months, Premier Edition users can subscribe to the service for a fee. Fees apply for additional subscriptions. Terms subject to change.

Premier: Contractor Edition 2005 includes:

- Job Cost tracking
 - Reports including:
 - New Cost to Complete reports
 - 4 New Job costs by Vendor and Job reports
 - Expenses not Assigned to Jobs report
 - Only type job details once. Automatically create invoices and purchase orders from accepted bids
- Charge different hourly rates for different employees with new billing rate levels
- Create invoices formatted as letters
- 9 contractor specific reports

Job Costing Center

Job Profitability

Last 12 months

Customer/Job	Profit	Revenue & Costs
Chancey, Jason/Kitchen Remodel	\$10,750.00	Revenue = 28000.00 Costs = 18250.00
Wessinger, Gary/Deck	\$3,364.98	
Bowden, Brenda/Bath	\$2,014.92	

3 Least Profitable Jobs

Customer/Job	Profit	Revenue & Costs
Hanby, Shane/New Kitchen	\$1,390.00	
Olivei, Tom/Deck	\$425.23	
Tedford, Dan/Remodel	\$8,207.18	

Legend: Revenue (Green), Costs (Red), Profitable for all Jobs (Blue)

Job Costing Highlights

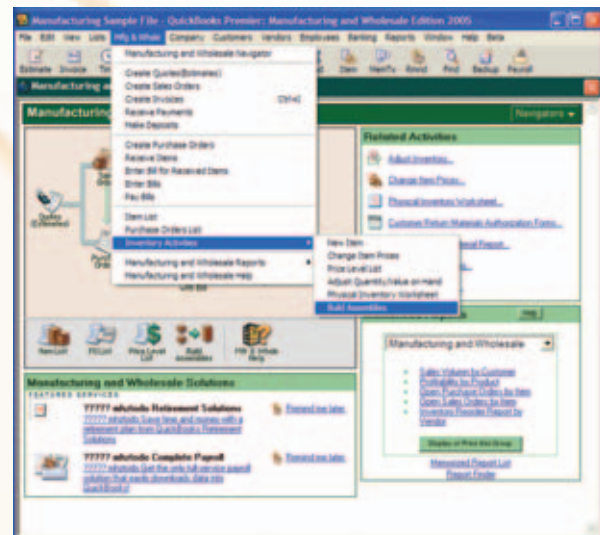
You are **under budget** for all jobs by a total of **\$6,000.00**.

You have **\$752.00** in **expenses not assigned** to any jobs. Did you forget to assign some expenses to jobs?

You have **\$2,723.34** in **outstanding bills** due to vendors.

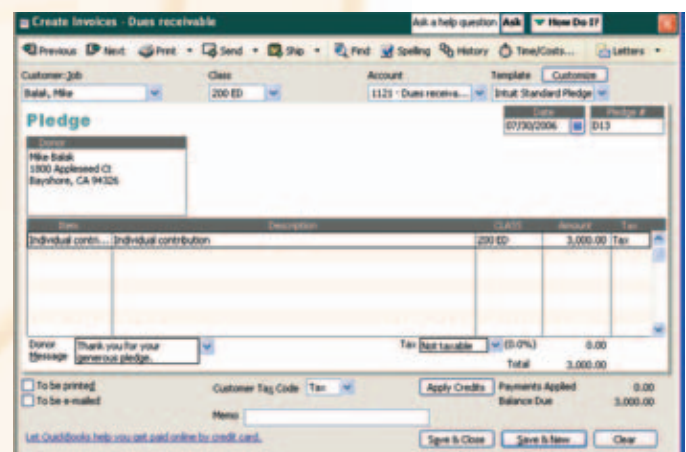
Premier: Manufacturing & Wholesale Edition 2005 includes:

- Inventory and Pricing Tracking
 - Track inventory items and assemblies. Set up to 100 different per-item price levels
 - Define prices for different types of customers, such as high-volume, retail, or preferred customers
- Easily create sales and work orders
- Process FedEx and UPS shipments and create shipping labels right in QuickBooks to save time and help reduce errors¹
- 10 Manufacturing and Wholesale-specific reports including:
 - Inventory Reorder Report by Vendor
 - Open Purchase Orders by Item
 - Open Sales Orders by Customer



Premier: Nonprofit Edition 2005 includes:

- Pledges, Donations, and Thank-You Forms
 - Enter donations as they come in, and instantly dispatch personalized follow-up letters. No retyping is required.
 - Customize letter templates
- Create and print letters and envelopes with Microsoft® Word using QuickBooks data²
- File IRS Form 990 using the Statement of Functional Expenses
- 9 Nonprofit-specific Reports including:
 - Donors and Grants Report
 - Budget by Programs Report
 - Statement of Financial Income and Expenses



Premier: Professional Services Edition 2005

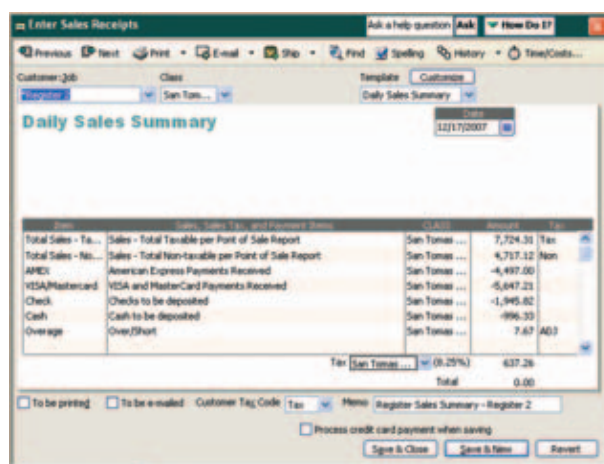
includes:

- Time Tracking and Invoicing
 - Transfer information from timesheets to invoices – eliminate double data entry
 - Flexible billing rates allow users to set rates by employees
 - Alerts during the invoicing process notify if there are outstanding billable time and expenses
- Easily transfer QuickBooks data to Microsoft Word to print invoices, letters and envelopes²
- 16 Professional Services-specific reports including:
 - 5 New Project Costing Reports
 - Unbilled expenses by Project
 - Billed vs. Proposal by Project



Premier: Retail Edition 2005 includes:

- Sales and Expense Tracking
 - Enter and track daily sales more easily with the Sales Summary form
 - Reconcile end-of-day sales totals to payments received
 - Calculate sales tax liability automatically
- Process FedEx and UPS shipments and create shipping labels right in QuickBooks to save time and help reduce errors¹
- 10 Retail-specific Reports including:
 - Customer Payments by Payment Item
 - Profit & Loss Monthly Comparison
 - Sales Tax Liability



For complete details on each of these industry-specific products...

- 1) consult the QuickBooks 2005 Product Family White Paper included in your ProAdvisor Resources Binder
- 2) use the QuickBooks 2005 All-in-One Trial for Accountants (included in your ProAdvisor Member Resources CD Wallet) to install and try full working copies of any or all of the industry-specific solutions.



¹ No fee for using QuickBooks Shipping Manager, but FedEx and UPS will charge shipping fees for packages shipped from within QuickBooks. Registration and agreement to terms and conditions required.

² Word or Excel integration requires the following editions of Microsoft Word or Excel 2000, 2002 or 2003; applications sold separately.

Terms, conditions, pricing, features and service options subject to change without notice.

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