

Comparative Software Analysis for IT Resellers

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Reseller Inventory Management

	IT Reseller	Generic solutions... comparison results based on all products delivered "out of the box" with no additional costly programming.									
		Entry Level		SMB		Mid-Market			High-End		
	IQ reseller	QuickBooks	Peachtree	BusinessWorks	QuickBooks Enterprise	Sage MAS 90,200	Sage MAS 500	Accpac	Solomon	MS Dynamics NAV (Navision)	MS Dynamics GP (Great Plains)
IT reseller serialized inventory. 100% control over each serialized item for notes, recording attributes, condition, location and actual cost instead of average cost for net profit margin based commission reporting.	YES	NO	NO	NO	NO	YES	YES	YES	YES	YES	YES
Condition code field. One item query shows quantities segregated by condition code. Documents and inventory exports show condition. Warehouse will know the condition each asset should arrive in the receive screen. If a NEW product comes in NOB, that can be noted and a report can be emailed back to the supplier for settlement purposes.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Attribute menu field templates. Visible and reportable for each asset i.e. Laptop has 1.2 Ghz, 512MB, CD Rom, 1.44 Floppy.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Part removal. Remove part from asset with audit trail in 10 seconds	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Move cost from "parent" asset to removed "child" asset. Eg. \$1000 Cisco Chassis power supply is removed, transfer \$200 to power supply in seconds	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Substitutes, Alias's, and Upgrade substitutes in one click. Substitute technology is part of the inventory engine. Effective substitute item information is available to sales within seconds showing sub quantity, cost, by condition code. Query one part and see the full range of parts you could supply.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
One way substitutes for upgrades. When a higher level substitute can be used in place of a "lower level substitute but not vice versa the "one way" option lets you know you can ship this "up level" revision board in place of a "lower level".		NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Auto cross populate subs. Intelligent logic automatically cross populate subs to all the other subs in that group. Some systems let you associate a sub to a part number but if you have more than one sub you must re-enter that association in each of the other part numbers you associated with it.		NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Notes for each item. Eg. Cracked face plate, dented, noisy; no need to walk back or call the warehouse.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Flexible Bill of Materials (BOM) part templates. Flexible BOM templates let you add or subtract parts and features on-the-fly during breakdown and buildup.	YES	NO	NO	NO	YES	NO	YES	YES	YES	YES	YES
Breakdown automation based on parts templates. Quickly break a machine or assembly into parts and have a pre-set percentage cost distribution from the parent item to the parts. Amounts distributed can be changed on-the-fly during the breakdown to correspond with market values.	YES	NO	NO	NO	NO	NO	YES	NO	NO	NO	NO
Where used tab. Displays what machines contain requested part and how many you have.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Character string search. Find any item without knowing complete item number.	YES	NO	NO	NO	NO	YES	YES	NO	NO	YES	NO

Reseller Sales and Purchasing

[illegible]

Drop Ship purchase packet. Eliminate vendor mistakes, purchase packet email includes FedEx, UPS, DHL, USPS waybill, blind or double blind packing list and purchase order. Create from a Sale in 15 seconds when you do not have the item in stock.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Company credit card purchase order manager. Eliminate time and hassle finding out which of multiple company credit cards has available funds to use for a purchase. Selector lets you know immediately and displays card info on Purchase Order.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO

Reseller Accounting Features "out of the box"

Financial accountability for each rep. General ledger driven transaction accounting allows you to report the net profit each rep contributed to each transaction. Accounts for serialized product cost, splits with other reps bank wire fees, tech charges, freight other expenses and inventory writedowns to market value. Reportable by rep based on each transaction's collected accounts receivable.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Margin (profit) split between reps. Split profit between reps based on the "value" they added to the transaction. This method allows company management to know who is really adding "net profit" to the transaction and who might be riding the "coat tails of low cost purchases"	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Auto freight markup. IQ resellerShip allows you to set a percentage markup on each shipment executed on <i>your</i> account. It will add markup to the true freight cost and add the line to the invoice. If shipment is billed on the customers or third party account it will not add freight line. Invoices can be reviewed, adjusted if necessary printed or e-mailed. Time is saved and embarrassing incorrect customer invoices are minimized.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Inventory writedown capability. Make reps accountable for "bad" buys, "cherry picking" or overvalued inventory due to market conditions. The write down amounts if desired, can be posted directly to the inventory adjustment account of the rep responsible for purchasing the slow moving inventory. Upon execution of the write-down, the rep will see an entry on their profit margin commission report showing the loss, lowering commissionable margin.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Credit hold based on amount and or aging AR limit. Preserve and conserve cash limits your AR exposure on any one account. Can be set as a hard limit, or a soft warning.	YES	NO	NO	NO	NO	NO	NO	YES	YES	YES	YES
Suspend option. Prevents sales to any customer for any reason.	YES	NO	NO	NO	NO	NO	YES	YES	YES	YES	YES
RMA function. Documents returns for credit, and repair; return for replacement auto-creates a Sales order to allocate inventory and schedule for shipment. Closed RMA's create AR credit invoice with a comment tying it to the RMA number and original Sales order. RMA workflow maintains organization in the warehouse and communication with front office accounting by clearly showing what items are received, processed and waiting for credit to be applied.	YES	NO	NO	NO	NO	YES	YES	NO	YES	YES	YES
Create AP invoice from AR credit invoice. To issue refund check other accounting systems require you to create an AP payable, hand entering comments in the payable	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
User access and security controlled at the specific activity level. 340 points of individual user controlled access with program level, group and individual profiles.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Auto invoice creation. Upon processing shipment invoice can be created and include freight cost and markup.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Complete IT reseller invoices. Invoice displays full shipment information, serial, condition code, warranty, line item comments, and transaction comments without cut and paste.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Early invoice. Great for international sales where you want to receive payment via wire before you ship. The Early (proforma) Invoice can be generated immediately after sale is created before product ships and e-mailed to customer.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Apply cash receipts to open sales. Other accounting systems force you to create an invoice to apply receipts causing problems when you have not shipped the product.	YES	NO	NO	NO	NO	NO	YES	YES	YES	NO	NO

Search inventory by manufacturer serial number and intuitive internal serial number. Items automatically get a unique internal serial number that equals the Purchase Order and line item. Perfect for printer parts or other parts where there is no manufacturer serial number to record and you still want to track part for warranty returns. Barcode asset label may be printed and left on the each part for inventory audit and warranty tracking purposes.	YES	NO	NO	NO	NO	NO	NO	YES	YES	NO	NO
Record serial numbers before, during or after receiving. In many systems that are serialized it may take three or four clicks to attach each serial number to a particular product. After receiving many lock you out or make it even harder. IQ reseller's list screens allow you to scan in serial numbers for any purchase in split second scans... at anytime. Even after invoicing.	YES	NO	NO	NO	NO	NO	NO	NO	YES	NO	NO
Attribute recording capability. Record attributes on items with viewable and reportable fields for sales. Saves hours of data entry into comments or spreadsheets that are non-reportable. Great for PCs and laptops Eg. 2.4GHz P4, 1GB, CDRW, WiFi, 17" LCD. Up to twenty attribute fields and save unlimited attribute templates. Attributes work well for any machine that you want more information on but do not want to track each feature part number.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Unlimited warehouses and locations for individual items. Create virtual warehouses for consignment inventory with specific locations within your warehouse. Each inventory item number may be stored in multiple locations and warehouses. Relocating groups of parts is a simple three click process.	YES	NO	NO	NO	NO	YES	YES	YES	YES	YES	YES
Receiving flexibility for extra and short items. Purchases don't always come in as ordered. Easily add line items to the purchase, record serial numbers, print barcode asset tags and locate. Sales or accounting can move amounts around to better distribute values on the purchase. If items are short, purchase remains open until received or removed.	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO

Ecommerce and CRM Integrations

Easy integration points with your existing eStore. Connect your inventory and item database to your online presence. Our exclusive Maxlist technology expands your listings to include all substitutes for the parts you own. Using our API orders from your eStore flow into your IQ reseller enterprise system without re-entry for inventory allocation and invoicing. Have a store but no orders?	YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Integration with BrokerBin SEO, search engine optimized E-Commerce. Out-of-the-box integration with BrokerBin Web Services SEO, "Search Engine Optimized" E-Commerce solution. Help your customers find you for the parts they need! Maxlist data feed expands your inventory to include substitutes for the parts you own.	YES	YES	NO	NO	YES	NO	NO	NO	NO	NO	NO
CNET ChannelOnline E-commerce integration. IQ reseller is fully integrated with CNET ChannelOnline, the sales force automation tool and E-Commerce store for IT resellers offering over 350,000 consumer electronics products new from distribution.	YES	NO	NO	NO	NO	NO	NO	NO	NO	YES	YES
ACT! CRM integration. Complete integration with the worlds most popular CRM software. A Complete View of Customer Interactions in one place. Synchronized Customer and Vendor Transactions with ACT! Eliminate Re-entry of Contacts and Organizations. History Tab Updates with Date, Time, Transaction event, and PDF. Opportunity is created when an IQ reseller quote is created.	YES \$1000 add on	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES \$300 user Add on