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**These are 10 common frustrations we hear often from users of “one-size-fits-all” accounting systems:**

1. Inability to easily create multi-departmental P&L statements and Balance Sheets; and related limits on the number of cash/bank accounts.
2. Directly related to issue #1: For clients using job costing, the lack of complete integration between GL accounts and Project/Job Costs (symptoms of this issue are installations using GL numbers for their project/job numbers).
3. Weak internal detailed transaction-level audit trails for ALL types of accounting transactions (AP, AR, Payroll, Journal Entries, Inventory Adjustments ...) that affect the Trial Balance and Financial Statements.
4. Lack of timely analysis of project/job costs due to lack of a Purchase Order commitment capability; and/or, inability to pull cost reports together based on labor costs incurred on a real-time basis (rather than having to wait to run or post a Payroll).
5. Lack of key reports and related analysis for A.I.A. billing and Certified Payroll report ... and for more sophisticated users, proper %-complete/profitability projections & analysis; including over/under billing reports.
6. Limited (or no) ability to set bill rates for labor and material expenses that will be billed to customer via a Time & Billing (or Time & Materials) invoicing process.
7. Limits on the number of records for customers, vendors (suppliers), and/or employees.
8. Inability to easily add new reports and/or modify existing reports.
9. Lack of an “open” non-proprietary database so that accounting transactions might be linked or integrated with other company-unique programs or reports.
10. Technical support that is either not current with new capabilities; and/or is not provided directly by the manufacturer (software vendor’s own employees).