AlphaLogix
the logical choice

Sage Intacct vs NetSuite

Both Sage Intacct and NetSuite are market leading and highly regarded cloud-based Enterprise Resource Planning (ERP) systems, each with its own strengths and weaknesses. The right choice for your business will depend on specific needs, such as scalability, functionality, ease of use, and budget. Here's an overview comparison below based on these key points:

Intacct was acquired by the Sage Group PLC in 2017 and the product was rebranded as Sage Intacct. The software was one of the first Cloud-based accounting solutions when it was launched by the Intacct Corporation in 1999, Sage Intacct is sold on a SaaS subscription model.

NetSuite was founded in 1998 with headquarters in Austin, Texas. Net-Suite is an enterprise software company providing an ERP suite of products including accounts, CRM and project management.

Contact us on 0330 043 0140 or email sales@alphalogix.co.uk to organise a free consultation call, web meeting, on site meeting or demonstration and discuss the differences between Sage Intacct and NetSuite.

1. Target Market and Core Users

» **Sage Intacct**

  ◇ Ideal for growing small to medium-sized businesses (SMB's over £2M t/o) with a heavy focus on financial reporting and automation. Sage Intacct is also an ideal fit for growing medium sized companies and large organisations with multi locations and multiple entities.

  ◇ Common industries include all business industry sectors and is also widely used in professional services, non-profits, software companies, and healthcare.

» **NetSuite**

  ◇ Targeted at small businesses to large enterprises, NetSuite offers a comprehensive suite of ERP tools across finance, CRM, e-commerce, supply chain management.

2. Core Functionality

» **Sage Intacct**

  ◇ Excellent financial management capabilities, especially around multi-entity accounting, financial consolidation, and reporting.

  ◇ Features strong general ledger, accounts payable, accounts receivable, and cash management.

  ◇ Focuses on back-office financials and is known for high-quality financial reporting and analytics, **extra functionality** is available by choosing from a wide range of additional Sage Intacct software modules which enables Sage Intacct to be a sophisticated cloud-based ERP solution.

» **NetSuite**

  ◇ A comprehensive ERP suite that covers finance, CRM, e-commerce, and supply chain management, among other functionalities.

  ◇ Known for business intelligence, enterprise resource planning, and the ability to scale across multiple departments.

3. Ease of Use

» **Sage Intacct**

◇ Generally considered more user-friendly for financial professionals due to its financial-focused tools. The interface is intuitive and it has easy to use drill down dashboards to analyse financial transactions in more detail.

» **NetSuite**

◇ While it provides a wide range of features, NetSuite's user interface can be more complex and has a steeper learning curve due to its broad functionality across different business processes.

4. Scalability

» **Sage Intacct**

◇ Ideal for SMB's, mid-market businesses and larger organisations that need robust financial management system that can scale up as their business changes or grows. Additional software modules enable the software to be used in all aspects of your business operations.

» **NetSuite**

More suitable for companies that require a fully integrated suite from the start of the implementation covering all aspects of business management.

5. Integration Capabilities

» **Sage Intacct**

◇ Strong integration with third-party applications, especially financial and accounting-related tools. It can integrate with CRM, HR systems, and other business Sage solutions through APIs and third-party connectors.

» **NetSuite**

◇ Offers comprehensive integration capabilities, as it is an all-in-one suite. It also integrates well with third-party applications.

6. Licence and Implementation Costs

» **Sage Intacct**

◇ Known for being more affordable for companies focusing primarily on accounting and financial management, with pricing typically based on the number of users and modules. It can be more budget-friendly for SMB's and mid-market companies compared to NetSuite.

» **NetSuite**

◇ Generally, more expensive because it offers a wider range of features and services across different departments (finance, CRM, e-commerce, etc.). NetSuite's pricing is typically based on the number of users, the modules selected, and the level of customisation.
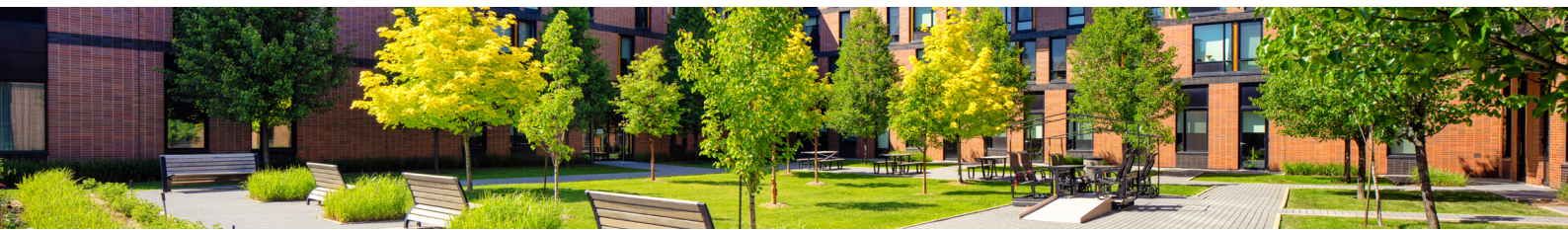
7. Customisation and Flexibility

» **Sage Intacct**

◇ Highly customisable within the realm of financial processes. It's very flexible in terms of financial reporting, multi-entity management, and workflow automation.

◇ Highly tailorable through its API and integration capabilities.

◇ Sage Intacct can be tailored for your business industry sector and unique requirements.

» **NetSuite**

◇ Offers good flexibility across your business functions—from finance to CRM, supply chain, etc. NetSuite provides customisation options, allowing businesses to tailor the system to their requirements.

8. Customer Support

» **Sage Intacct**

◇ Offers robust support and strong customer service through its channel of certified Sage Intacct business partners. The benefit of being supported by a Sage Intacct partner means that they understand your system better than a general help desk support number provided by other software vendors.

» **NetSuite**

◇ NetSuite's support can be more expensive depending on the level of service. Training and customer support options are available, but customers often report that the complexity of the platform may require significant learning and time for troubleshooting.

9. Industry Focus

» **Sage Intacct**

◇ Particularly favoured by all industries with complex financial management needs, such as professional services, non-profits, financial services, and healthcare. It's designed to handle complex multi-entity financials.

◇ Sage Intacct offers a wide range of Industry specific templates and the system is tailorable for your unique industry specific and business requirements.

» **NetSuite**

◇ Offers broad industry support, including manufacturing, retail, wholesale distribution. NetSuite is favoured by companies looking for a full-scale ERP solution that covers a wide range of functions across different sectors.

10. Deployment

» **Sage Intacct**

◇ Fully cloud-based SaaS solution with frequent updates and no need for on-premises infrastructure.

» **NetSuite**

◇ Also, a fully cloud-based solution with frequent updates.

11. Reports and Analytics

» **Sage Intacct**

◇ Known for advanced financial reporting and dashboards, Sage Intacct excels in providing real-time financial visibility and automated reports.

» **NetSuite**

◇ Provides real-time dashboards and reporting across all areas of business. Its reporting capabilities are robust but tend to be broader.

Why Choose AlphaLogix as your Sage Business Partner?

AlphaLogix was founded in 1995 and today we are a leading tier 1 strategic Sage Business partner in the UK. Our Sage consultants have successfully implemented hundreds of Sage sites across the UK and we understand the need for a well-planned and smooth implementation process.

All of our Sage Intacct consultants are certified by Sage and we pride ourselves in providing outstanding customer service and help desk support, with quick resolutions for your technical queries.

AlphaLogix have a dedicated Sage Intacct support team who have been supporting Sage products for over 25 years.

We have offices, consultants and customers throughout the UK.

Contact us on 0330 043 0140 or email us at sales@alphalogix.co.uk to discuss Sage Intacct and the differences with NetSuite or to organise a free consultation call, consultation meeting or a personalised demonstration for your business industry.

Note – **Both Sage and NetSuite regularly update their software with new features so please contact us for the latest features for Sage Intacct.**