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Xero vs. Sage 200

Both Sage 200 and Xero are both market leaders in the finance and accounting software market. Sage 200 is mainly used by SMB's and medium sized businesses, whilst Xero is predominately used by sole traders, the self-employed and smaller businesses.

When you compare Sage 200 with Xero there are differences between the two systems, and each product appeals to different types of industry sectors and business sizes. Xero offers basic accounting features whilst Sage 200 has more advanced features and is more tailorable and is a popular choice for companies who have outgrown

Xero or want a system that can be configured around complex accounting requirements.

Sage 200 can be deployed in the cloud or on-premise whilst Xero is deployed in the cloud, both Sage 200 and Xero have different distinct features which can make one more suitable than the other depending on the size and nature of the organisation.

Contact us on 0330 043 0140 or email sales@alphalogix.co.uk to organise a free consultation, on site meeting, online meeting or demonstration to discuss the differences between Xero and Sage 200.

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1. Target Market and Core Users

» **Xero:**

◇ Aimed at smaller businesses, sole traders or the self-employed who require a cloud-based only accounting solution.

◇ Ideal for businesses that need basic accounting features.

◇ It is often used by smaller companies with simpler accounting needs.

» **Sage 200:**

◇ Designed for growing SMB's and medium sized enterprises who require either a cloud-based finance and accounting solution or on-premise.

◇ Best suited for growing businesses with complex accounting needs and those that require multi-entity, multi-location, multi-warehouse, and multi-currency.

◇ Ideal for companies with more sophisticated financial and reporting needs.

◇ Sage 200 can be applied and tailored to your specific business industry sector.

◇ Ideal for companies that have outgrown basic accounting software solutions like Xero and require a more flexible and customisable finance solution.

2. Deployment Model

» **Xero:**

◇ Xero is a cloud-based system.

» **Sage 200:**

◇ Available both as an on-premise solution and a cloud-based offering.

◇ The cloud version provides additional benefits like remote access and automatic updates.

◇ Available in two different versions, Sage 200 Standard only works in the Cloud and Sage 200 Professional can be deployed as either on-premise or hosted in the Cloud.

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3. Features Overview

» **Xero:**

- ◇ **User-friendly Interface:** Offers a simple and intuitive interface, making it accessible for non-accountants.

- ◇ **Basic Accounting Features:** Includes features like invoicing, expense tracking, bank reconciliation, payroll (in select countries), and financial reporting.

- ◇ **Project Tracking:** Allows users to track projects and monitor their financial performance.

- ◇ **Stock:** Basic inventory tracking and management for small businesses.

- ◇ **Cloud Collaboration:** Users can collaborate with accountants and teams in real time, making it easier to manage finances remotely.

- ◇ **Third-party Integrations:** Offers a variety of integrations with apps like PayPal, Stripe, and Shopify.

» **Sage 200:**

- ◇ **Advanced Core Financial Management:** Includes modules for general ledger, accounts payable/receivable, and bank reconciliation, three tier nominal ledger

- ◇ **Additional modules** available such as project accounting, bill of materials, business intelligence, manufacturing and supply chain management.

- ◇ **Project Accounting:** Useful for project-based businesses.

- ◇ **Inventory Management:** Strong capabilities for managing stock, supply chain, and warehouses.

- ◇ **Advanced Reporting:** Includes custom reports and dashboards.

- ◇ **Multi-currency:** Supports businesses operating internationally.

- ◇ Multi-entity, multi-location and easy to manage and consolidate multiple companies.

- ◇ **Integration:** Works with various add-ons for areas like CRM, payroll, and more.

- ◇ **Comprehensive workflow automation:** Helps improve productivity and automate manual tasks.

- ◇ **Cloud and On-premises:** Sage 200 provides both cloud-based and on-premise deployment options.

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4. Financial Reporting & Analytics

» **Xero:**

◊ Provides a range of basic financial reports, including balance sheets, profit and loss statements, and cash flow.

◊ Limited compared to Sage 200 in terms of advanced customisation and depth of financial analysis.

» **Sage 200:**

◊ Strong reporting tools, with a wide range pre-built reports and dashboards.

◊ Offers powerful analytics features through integration with Sage Business Intelligence and other reporting add-ons.

◊ Highly flexible and detailed customised reports and dashboards can be created.

◊ Intuitive and visual dashboards and analytics.

5. Scalability

» **Xero:**

◊ While it is scalable for small businesses, it may not have the advanced capabilities needed for larger enterprises or complex organisational structures like Sage 200 does.

» **Sage 200:**

◊ Highly scalable, making it a good choice for growing businesses. Sage 200 can support increasing transaction volumes, users, and geographical expansion.

◊ It's easy to scale with additional modules or add-ons.

◊ Sage 200 is a good choice for businesses with multiple entities, multiple locations, multiple companies and for group accounting consolidation.

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6. User Interface and Usability

» **Xero:**

⬦ User-friendly with a simple, clean interface that is easy to navigate.

⬦ Great for businesses that don't have a dedicated finance team and need a solution that can be quickly adopted.

» **Sage 200:**

⬦ Known for having a user-friendly interface with modern dashboards and customisable views.

⬦ Intuitive user interface that is easy for businesses and users to navigate.

⬦ It has a learning curve, especially for businesses transitioning from simpler accounting software or requiring additional Sage 200 modules such as project accounting or manufacturing.

7. Pricing and Costs

» **Xero:**

⬦ Offers tiered pricing based on the features required.

⬦ Typically, has more affordable plans suitable for small businesses, with three main pricing tiers (Early, Growing, and Established).

⬦ Generally, Xero is more cost-effective for small businesses when compared to Sage 200.

» **Sage 200:**

⬦ Pricing is generally based on the number of users, with modular pricing for different features and capabilities.

⬦ Sage 200 offers an entry level version to choose from which is quick to deploy and implement.

⬦ Subscription pricing.

⬦ As an advanced finance management solution, it may be higher in cost when compared to Xero, but its ability to be tailored makes it a good investment for growing businesses.

8. Industry Focus

» **Xero:**

◇ Used across small business-es in the majority of industry sectors.

◇ Lacks the flexibility to be cus-tomised in depth to fit com-plex requirements.

» **Sage 200:**

◇ Used in a wide range of busi-ness sectors who require the flexibility to tailor the software for their business require-ments and industry sector.

◇ Popular across all industry sectors including, Profes-sional Services, Construction, Creative, Distribution, E-com-merce, Finance, Agriculture, Healthcare, Hospitality, Legal, Food and Drink, Manufactur-ing, Non-profit, Property, Re-tail, Transport, Wholesale and others.

◇ Easy transition for users of other Sage accounting solu-tions such as Sage 50.

◇ Known for having a us-er-friendly interface with modern dashboards and cus-tomisable views.

9. Integration Capabilities

» **Xero:**

◇ Offers integration with various applications, but typically geared towards smaller-scale integrations.

» **Sage 200:**

◇ Strong integration capabilities with other Sage products, such as Sage CRM, Sage payroll, HR, and manufacturing solutions.

◇ It also integrates with third-party applications, including seamless integration with Microsoft Office 365 and various payment gateways.

◇ Choose from a wide range of third-party applications from Sage's marketplace.

10. Support and Community

» **Xero:**

◇ Provides online support with a large community forum and a knowledge base.

◇ Offers support primarily through chat or email and has a wide user community sharing tips and experiences.

» **Sage 200:**

◇ Offers comprehensive direct technical support from Sage 200 accredited business partners, including online resources, user forums, phone support, and training options.

◇ Being a widely used product, it has a large user base and a choice of partners providing implementation, support services and help desk support.

Choosing between Xero and Sage 200 depends largely on the size, complexity, and future growth of your business.

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 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 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 the differences between Xero and Sage 200 or to organise a free consultation call, onsite meeting and personalised demonstration for your business.

London | South East | South West | Wales | Midlands | North West | North East | N Ireland | Scotland

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