Acumatica
The Cloud ERP

Net at Work®

Why Construction Companies Are Switching to Better Tools

For construction businesses, QuickBooks can be a good starting point. But as your projects grow, QuickBooks may not keep up. You might run into issues like having to do too much manual work, being stuck with systems that don't talk to each other, and not knowing what's happening on job sites in real time. These problems can slow you down, increase risks, and make it harder to stay ahead of the competition.

To grow your business, you need tools that **simplify your work, connect your teams, and help you stay on top of job costs and progress.** A system built for construction can save time, boost productivity, mitigate risk, and set you up for future growth.

This guide will help you:

1. Recognize the signs that show QuickBooks is not enough for your construction business.
2. Learn how to achieve better results by solving everyday problems.
3. Discover why Acumatica is the smarter choice for a growing construction company.

"The Association of Professional Builders highlights that many construction companies struggle to understand their financial picture. With Acumatica, we have a strong grasp on our financials—our margins, conversion rates, and more. The data is straightforward to access, making it easier to make informed decisions."

– DAVID BENNING, CEO, IOC CONSTRUCTION

"Acumatica is uniquely positioned today to provide construction companies that are growing, like IOC [Construction, with] a system that will grow with them for the next twenty-plus years."

– RANDY COLLINS, SR. PRINCIPAL, STRATEGIES GROUP

Is QuickBooks Holding Back Your Construction Business?

Many construction businesses we work with have faced common challenges that led them to graduate from QuickBooks to Acumatica. Review the list of issues below—and if these sound familiar, it may be time for a change.

QuickBooks cannot grow with me.

- ☐ QuickBooks does not have the features I need, especially construction features.
- ☐ My data storage is reaching its maximum capacity.
- ☐ Using multiple software solutions alongside QuickBooks is becoming costly and risky.
- ☐ I am using workarounds to make QuickBooks do things it was not built to do.
- ☐ I need support for different languages, currencies, or businesses.
- ☐ I cannot effectively track costs, manage subcontractor agreements, or stay on budget, which is leading to overspending and project delays.
- ☐ It is hard to manage retainage for subcontractors, and I am risking payment errors or missed deadlines.
- ☐ I have trouble predicting costs and aligning budgets with actuals, which leads to poor financial planning.
- ☐ It is difficult to manage service requests, work orders, and customer support, which affects efficiency and customer satisfaction.

I am lacking useful insights.

- ☐ Lack of regular job site updates disrupts timely and effective decision-making.
- ☐ I struggle to track work-in-progress (WIP) and budgets, leading to missed deadlines and overspending.
- ☐ I am not sure if my data and reports are up-to-date or accurate.
- ☐ There are only a few QuickBooks administrators who can run reports, causing delays and incomplete information.
- ☐ I have no centralized source for reports, so data has to be collected from multiple systems.
- ☐ Reports are too basic and not specific to construction.
- ☐ There are no personalized visual dashboards.
- ☐ Field data is not current because it is only entered into QuickBooks on a weekly or daily basis.
- ☐ I struggle to get accurate project estimates because past quotes are either in spreadsheets or QuickBooks, making them hard to find and access.

I am struggling to manage projects.

- ☐ It is challenging to manage project changes and keep accurate records.
- ☐ I need a system to bill clients for work done and receive payments over the project's duration.
- ☐ I cannot track project submittals or approvals, leading to delays and misaligned project expectations.
- ☐ It is hard to organize and access project documents, so information gets lost and processes are inefficient.

I am relying on manual processes.

- ☐ There are too many mistakes in reports and data.
- ☐ Limited access to QuickBooks causes delays and slows down operations.
- ☐ Product updates are applied manually, requiring time, effort, and cost.
- ☐ Providing clear project updates takes too much work, making client communication difficult.

Security is a concern for me.

- ☐ More connections between systems make things more complicated and increase security risks.
- ☐ Network connections are weak, and it costs a lot to keep old systems working.
- ☐ Product updates are frequently skipped because they are labor-intensive, but skipping them leads to potential security risks.

Staying compliant is difficult.

- ☐ It is hard to keep track of lien waivers and releases, which can lead to payment problems and legal issues.
- ☐ I have trouble tracking subcontractor insurance and certificates, causing missed deadlines and compliance issues.
- ☐ I'm missing important updates about compliance, which can result in fines, project stops, or a bad reputation.
- ☐ I spend too much time manually creating compliance documents, increasing the risk of errors and slowing things down.

My data is separated in different systems.

- ☐ Collecting data and reports from different QuickBooks accounts across different teams takes a lot of time and can lead to mistakes.
- ☐ It is challenging to share data within the company and with contractors, and this often results in multiple, conflicting versions of the same spreadsheet.
- ☐ Data being in separate systems makes it hard to see things in real time.
- ☐ I have trouble logging into QuickBooks remotely.

I cannot get support when I need it.

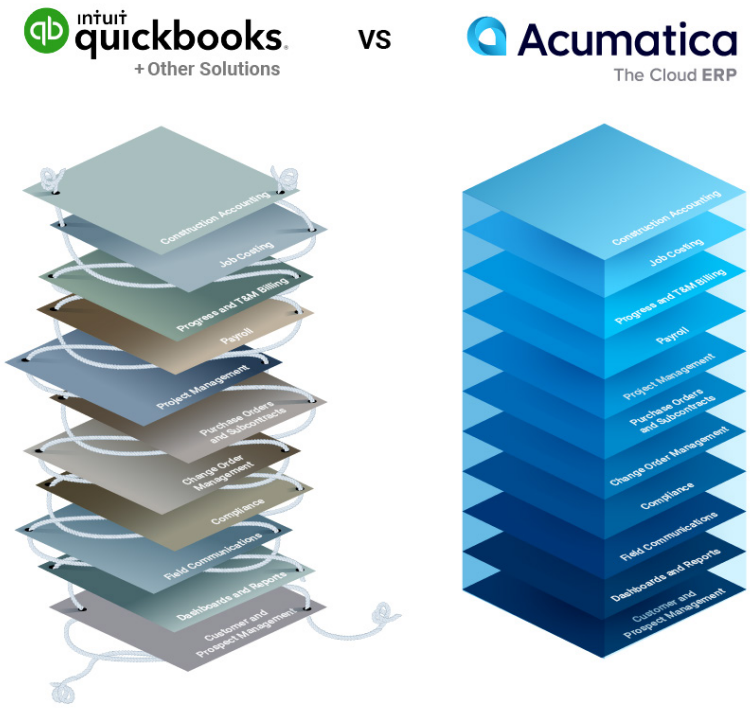
- ☐ There are long wait times to get help from QuickBooks.
- ☐ The support staff does not know their product very well.
- ☐ It's hard to find answers on the QuickBooks support website.
- ☐ I prefer getting help from someone local.

"Before Acumatica, we probably had six different systems between pictures, CRM, insurance, budgeting, QuickBooks, all the different aspects of running a business. And it was all in different spots. So, six different licenses, six different ways of doing things. It was a nightmare. It really was."

– BRAD HEISE, CEO, PHOENIX RENOVATION & RESTORATION

Why Leading Construction Companies Are Moving on from QuickBooks

The above challenges can be solved by consolidating your accounting and other disparate systems with Acumatica. Moving to an all-in-one system simplifies your work, saves time, and boosts your company's efficiency.



Acumatica brings everything together, making it easier to work as a team, quickly access the data you need, and meet construction compliance requirements to stay ahead of the competition.

"Before Acumatica, we had four separate instances of QuickBooks for each of the companies. The way that we tried to unify those four sets of books was through Salesforce, which is not really what Salesforce is for. From an accounting perspective, not having those instances talk to each other was chaos."

– JOEL SISTO, CFO, IOC CONSTRUCTION

Below is a side-by-side comparison of key features. We will dive deeper into each function to help you explore how Acumatica best fits your construction business.

quickbooks	vs	Acumatica The Cloud ERP
Basic Accounting: Accounts Payable, Accounts Receivable, General Ledger Job Costing Fragmented Company Databases	Accounting	**Advanced Accounting:** Accounts Payable, Accounts Receivable, General Ledger Job Costing, Project Billing Multi-company, Intercompany Accounting Change Orders and Audit Trail
External Integrations Only	Project Management	Construction Project Management Purchase Orders and Subcontract Management (Commitments) Joint Check Management, Retainage Change Management, Service Management, Document Management Budget Forecast Submittals Approval and Tracking
Basic Payroll and Add-on for Contractor Payments	Payroll	Construction Certified Payroll Support for: Multiple Unions, Locales, Classes, Benefit Packages, and Complex Wages Certified wages and executive compensation
External Integrations or Manual Workarounds Only	Compliance	Lien Waiver and Release Management Insurance and Certificate Tracking Compliance Status Alerts Automated Compliance Document Generation
Basic Reporting	Reporting	Construction Reporting: AIA, Bonding, Substantiated Billing Daily Field Report, WIP Report, Monthly Progress Report
General Mobile Device Access (QuickBooks Online Only)	Mobile App	Real-Time Monitoring Across Job Sites: Field Reporting, Job Progress Tracking Invoice Approvals, Project-based Photo Log
Limited Custom Workflows, Approvers Restricted to Paid Users No RFIs QuickBooks Online Advanced Only: Email and Mobile Notifications	Process Management	User-defined Workflows, Custom Approval Workflows Requests for Information (RFIs) Construction-Events-Triggered Notifications: Email, Mobile, and SMS Text
External Integrations Only	Built-in Customer Management	Prospect Tracking and Contact Management Customer Activities Management: Quotes, Orders, Invoices, Payments, Support Cases, and Service Calls Self-Service Customer Portal
External Integrations Only and Basic GL Integration	Built-in and Native Integrations	Advanced Project Management: Procore and JobPlanner Estimation Tool: Stack Equipment and Resource Management: Assignar and Arcoro CFMA Benchmarker Connectors and More on Our Marketplace
Not Open API/Swagger Compliant Data Accessible in Read-only Format for 12 Months after Cancellation. (QuickBooks Online Only) Limited User Access	API, Data, and User Access	Easy Connections with Other Software Own and Access Your Data, Now and Always–in Full, Usable Formats Unlimited-user Access
Some Training is Free; Most Requires a Subscription	Training	Online Training That Is Free and Comprehensive

Comparing QuickBooks and Acumatica:

Key Features

Tired of tedious, repeated tasks? Let's go over the key features our QuickBooks Graduates love, so you can see how they saved time, brought in more cash, and got more done.

Construction Accounting

QuickBooks can work well for basic accounting, but things get more complicated as your construction business grows. Acumatica handles the basics, like tracking income, expenses, and job costs, while offering advanced tools for project billing, managing multiple companies, handling change orders, and maintaining a detailed audit trail. With these features, you gain better control over your finances and drive greater profitability.

Basic Accounting:	Accounting	Advanced Accounting:
Accounts Payable, Accounts Receivable, General Ledger		Accounts Payable, Accounts Receivable, General Ledger
Job Costing		Job Costing, Project Billing
Fragmented Company Databases		Multi-company, Intercompany Accounting
		Change Orders and Audit Trail

"I've told my staff ever since the start that it's almost always more clicks to do it in Acumatica, and the reason is because it's a real database that's actually tracking the data the proper way. One example in QuickBooks, you could enter in a customer billing to book the revenue, and then, if you didn't want to have it in, you could just delete it. So yesterday, the P&L said this amount, and today, it says less. That doesn't make any sense. With Acumatica, it's going to make you reverse it because that is what a real database would do."

– ANDREW PISTORIUS, CFO,
MID-STATE COMPANIES

Project Management

Managing construction projects can get complicated, but Acumatica makes it easy by putting everything you need in one place. Unlike QuickBooks, which requires extra apps and integrations, Acumatica has built-in tools for purchase orders, subcontractor management, joint check management, retainage, change management, and more. This means all your project details are connected and updated in real time, so nothing falls through the cracks.

You can monitor progress with tools like photo logs, project issues, and submittals to keep everything on track. Daily field reports help you stay organized by recording what is happening on the job site, and mobile timecards let workers update hours from anywhere. Acumatica also streamlines drop-shipping materials to job sites, automatically applying costs to the right project to save time and avoid mistakes.

With features like budget forecasting, submittal tracking, and change order management, Acumatica helps you avoid extra costs and keep projects profitable. You will have better control over tasks, costs, and markups, so your projects stay in budget, stay on schedule, and run smoothly.

External Integrations Only	Project Management	Construction Project Management Purchase Orders and Subcontract Management (Commitments) Joint Check Management, Retainage Change Management, Service Management, Document Management Budget Forecast Submittals Approval and Tracking

Construction Payroll

Construction payroll can get complicated, especially with union wages, certified deductions, and different rules for every job site. QuickBooks only includes basic payroll and requires add-ons for contractor payments, which means extra steps and more room for error. Acumatica Payroll makes managing payroll easier by supporting all these details in one system, reducing manual work, and ensuring your team gets paid accurately.

With Acumatica, you can set up pay defaults for multiple projects at once, saving time while staying compliant with local laws. It also supports complex payroll needs, like managing prevailing wages, certified payroll deductions, and union rates, making it easy to track and pay workers across different job sites, cities, and states.

Unlike basic systems, Acumatica Payroll connects seamlessly with other construction tools, helping you speed up payroll tasks, avoid mistakes, and focus on keeping your projects on track and profitable.

Basic Payroll and Add-on for Contractor Payments	Payroll	Construction Certified Payroll Support for: Multiple Unions, Locales, Classes, Benefit Packages, and Complex Wages Certified wages and executive compensation

Compliance

Managing important construction documents, like lien waivers, safety notices, OSHA requirements, insurance policies, AIA bills, and CFMA benchmarks, is the key to staying compliant. Acumatica provides an audit trail that ensures data is not deleted or altered, reducing errors and helping you stay in line with GAAP, IFRS, and tax management requirements.

While QuickBooks allows transactions to be deleted, which can cause disruptions, Acumatica keeps your records intact and reliable. You can easily track and manage these critical compliance documents while receiving automatic alerts for expiration dates and updates.

Acumatica also supports automated compliance document generation, prevailing wages, and labor rules for certified and union projects, helping you stay compliant without extra manual work.

External Integrations or Manual Workarounds Only	Compliance	Lien Waiver and Release Management Insurance and Certificate Tracking Compliance Status Alerts Automated Compliance Document Generation

Real-Time Reporting

Acumatica keeps all your data in one place, so you always have the most up-to-date information. Using QuickBooks with multiple systems can lead to outdated or inconsistent data that needs to be pulled together manually, causing delays, errors, and uncertainty.

With Acumatica, you get real-time reports right out of the box, along with tools to easily create and customize reports, like pivot tables, for more detailed insights. Role-based dashboards ensure the right people have access to the information they need, so teams can make better decisions faster.

Features like AIA documents help streamline communication between contractors, architects, and owners, keeping projects running smoothly. WIP reports, daily field reports, and monthly progress reports help you track progress without pulling data from different systems.

Basic Reporting	Reporting	Construction Reporting: AIA, Bonding, Substantiated Billing Daily Field Report, WIP Report, Monthly Progress Report

"When we were using QuickBooks, we had our own unique way of conforming to the GAAP reporting rules. It wasn't innately built into QuickBooks, so we definitely wanted a system that was able to report that better and easier."

– AASHA CUNNINGHAM,
DIRECTOR OF ACCOUNTING AND ADMINISTRATION,
PHOENIX RENOVATION & RESTORATION

"Construction is a messy, messy industry. It's complicated. There's a lot of moving parts. Acumatica has done a really good job of simplifying that data in a clear way for us to be able to make decisions off of it."

– DAVID BENNING, CEO,
IOC CONSTRUCTION

Mobile App and Remote Access

Boost productivity with 24/7 remote access to your data through the Acumatica cloud platform and native mobile app available on iOS and Android devices. You can easily monitor multiple job sites with mobile notifications, ensuring access to critical information from anywhere. Approve invoices, track job statuses, capture field reports, and review project-based photo logs directly from the job site with your mobile phone. The app also supports capturing expense receipts, time entries, and electronic signatures, all from a customizable mobile screen with shortcuts, widgets, and key information tailored to construction-specific needs.

Unlike QuickBooks, which lacks these detailed mobile capabilities, Acumatica provides the tools needed to manage time-consuming construction tasks efficiently from the field.

General Mobile Device Access (QuickBooks Online Only)	Mobile App	Real-Time Monitoring Across Job Sites: Field Reporting, Job Progress Tracking Invoice Approvals, Project-based Photo Log

Process Management

Basic accounting tools like QuickBooks make it hard to customize workflows. They limit approvers to paid users and only provide basic notifications in their online versions. With Acumatica, you can remove these limitations and help your teams work better with:

- **Custom Workflows:** Create workflows that fit your teams' needs. Get faster, smoother approvals without extra hurdles.
- **Requests for Information (RFIs):** Easily collect and track important project details, so everyone stays in sync.
- **Real-Time Notifications:** Get updates instantly through email, mobile, or text whenever something important happens.

These features make managing your projects easier—cutting down on extra work and keeping everything running smoothly.

Limited Custom Workflows, Approvers Restricted to Paid Users No RFIs QuickBooks Online Advanced Only: Email and Mobile Notifications	Process Management	User-defined Workflows, Custom Approval Workflows Requests for Information (RFIs) Construction-Events-Triggered Notifications: Email, Mobile, and SMS Text

"QuickBooks would keep track of just expenses and revenue and income, but there was no tracking as far as progress in the job or analytics of man hours or anything like that."

– ANDREW PISTORIUS, CFO,
MID-STATES COMPANIES

Built-in Customer Management

Keeping up with customers is easier when all your tools work together. Unlike QuickBooks, which relies on outside apps, Acumatica has built-in tools for managing customer relationships.

- **Prospect Tracking and Contact Management:** Keep track of leads and contacts in one place, so no opportunities slip through the cracks.
- **Customer Activities Management:** Manage quotes, orders, invoices, payments, support cases, and service calls in one system.
- **Self-service Customer Portal:** Give customers a straightforward way to access their information and request support when they need it.

With everything in one system, you get a full view of customer interactions in real time. Respond faster, keep customers happy, and stay organized as your business grows.

External Integrations Only	Built-in Customer Management	Prospect Tracking and Contact Management Customer Activities Management: Quotes, Orders, Invoices, Payments, Support Cases, and Service Calls Self-Service Customer Portal

Built-in and Native Integrations

In construction, having the right tools working together is essential. Unlike QuickBooks, which relies on external integrations that handle only basic general ledger transactions, Acumatica easily connects with leading tools for project management, estimation, and resource tracking. These integrations, from Procore and Stack to Assignar and Arcoro, make it easier to manage projects, track resources, and create accurate estimates. With the CFMA Benchmarker Connector, you can compare your financial performance to peers' and gain insights to improve profitability.

By integrating more tools in one system, Acumatica saves time, keeps everything running smoothly, and helps you stay ahead in the construction industry.

External Integrations Only and Basic GL Integration	Built-in and Native Integrations	Advanced Project Management: Procore and JobPlanner Estimation Tool: Stack Equipment and Resource Management: Assignar and Arcoro CFMA Benchmarker Connectors and More on Our Marketplace

“After Acumatica, I felt like we had a centralized place for all of our information, and it made it effortlessly locatable.”

– JESSICA HILL-CREE, ERP PRODUCT MANAGER, IOC CONSTRUCTION

Open Platform, Easy Access, and Team Collaboration

Acumatica goes beyond basic accounting by connecting with powerful tools for project management, estimating, and equipment tracking. Its open cloud platform also works with hundreds of third-party apps, so you can keep using the tools you already trust while adding new ones to fit your business. This flexibility helps you build a system that works exactly the way your team needs.

With Acumatica, your data is yours. With QuickBooks Online, when you cancel your subscription, QuickBooks stores your data for 12 months, and that data is accessible to you in just a read-only format. Acumatica ensures you have complete access to your information in fully useable formats whenever you need it, and, if you choose to cancel your Acumatica subscription, we only store your data for 30 days. This gives you plenty of time to make sure you have retrieved all the information you need, in the format that works best for you, but it also means that we don’t unnecessarily hold your data on our servers. Because it’s yours.

Acumatica’s cloud-based system means everyone on your team—in the office or at a job site—can access the same information in real-time. Plus, Acumatica’s unlimited-user pricing charges for the resources you actually use, not the number of users. That means your entire crew can collaborate without extra licensing fees, keeping projects on time and your business growing.

Training and Support

Help your teams get the most out of Acumatica with free, on-demand training through Acumatica Open University. This easy-to-use platform offers courses and guides that your team members can access anytime, learning at their own pace without extra costs. You will also join the helpful Community of other Acumatica users, partners (our resellers), and customers to share tips and advice.

When you need extra help, we’ve got you covered. Our local partners, who understand the construction industry deeply, will support you at every stage—from choosing the right system to setting it up and training your teams. With extensive construction experience, our partners provide top-notch service and guidance.

And if a problem ever comes up, Acumatica’s support team is just a call or click away, 24/7. With expert help always available, you can keep your business running smoothly no matter what.

“I found it very easy to learn because of the amount of courses that you could take with Acumatica and the engaging Community that you could go to with questions. So, coming into it might’ve been daunting, but there was just so much, so many tools and so much information to be able to go to and self-teach, but also be taught by others. So, I didn’t find it too difficult at all.”

– JESSICA HILL-CREE, ERP PRODUCT MANAGER, IOC CONSTRUCTION

Summary

As your construction business grows, you may find that QuickBooks no longer fits the needs of your fast-moving projects and expanding operations. Manual processes, disconnected tools, and a lack of real-time updates can make it harder to manage costs and keep projects on schedule. It is time to move to a system built specifically for construction to stay competitive and support your growth.

This guide has highlighted the signs that indicate a basic accounting system, like QuickBooks, may no longer be enough for your business. It has also shared ways to overcome these challenges and showed how Acumatica provides the tools you need to succeed—from advanced project management and real-time updates to better-connected tools that keep your teams in sync.

Acumatica
The Cloud ERP

Acumatica Cloud ERP is a comprehensive business management solution that was born in the cloud and built for more connected, collaborative ways of working. Designed explicitly to enable small and mid-market companies to thrive in today’s digital economy, Acumatica’s flexible solution, customer-friendly business practices, and industry-specific functionality help growing businesses adapt to fast-moving markets and take control of their future.

For more information on Acumatica, visit www.acumatica.com or follow us on LinkedIn.

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