

GrowCFO

Tech Innovation Report

Beyond Xero and Quickbooks:

Scaling Your Finance Systems for Growth
and Faster Close



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Executive Summary

Small businesses often start with user-friendly accounting tools like Xero or QuickBooks to manage their finances. These platforms are affordable and effective in the early stages, but as a company grows, its financial needs become more complex. In fact, **More than half of growing businesses outgrow their accounting software by the time they reach 50 employees**. CFOs of scale-ups frequently encounter “cracks” in these entry-level systems – from disconnected add-ons and clunky reporting to excessive manual workarounds.

This white paper explores what to do when your organization has outgrown Xero or QuickBooks, why this happens, and how to navigate the next phase. We'll discuss ways to extend the life of the Xero/QuickBooks ecosystem, impartial insights on mid-market alternatives (AccountsIQ, Aqilla, Sage Intacct, Oracle NetSuite, Microsoft Dynamics 365), and examine in depth the quest for a faster financial close. Throughout, we'll draw on insights from the GrowCFO community – including surveys, blogs, and podcasts – to provide a comprehensive roadmap for finance leaders facing this pivotal transition.

Remember that a faster close isn't achieved just through technology. Automation and AI are not a magic bullet. Fast close is also about people and processes, and that's why it's challenging to achieve. This innovation report examines the best approach to tackling the challenge in an AI-driven world.



What's the problem



The Growing Pains: Why Companies Outgrow Xero and Quickbooks

Xero and QuickBooks are effective for startups due to their ease of use, but as businesses grow, they often outgrow these entry-level systems for several reasons:

These issues typically arise when a company transitions from a small business to a scale-up or middle-market organization, often around the 20–50 employee mark. At this stage, businesses start evaluating new solutions as their existing systems hinder operational efficiency and strategic growth. Future sections will discuss options for extending the current system's life or migrating to a more capable platform.

Limited Scalability and Multi-Entity Challenges: These systems are designed for single-entity use, making it cumbersome to manage multiple locations or entities. Manual consolidation of financials is time-consuming and prone to errors, especially for global operations requiring multi-currency and local compliance support.

Proliferation of Manual Workarounds: As complexity increases, finance teams often rely on spreadsheets and add-ons to compensate for software limitations. This reliance leads to inefficiencies, errors, and difficulties in managing data, indicating that the software is no longer fully meeting their needs.

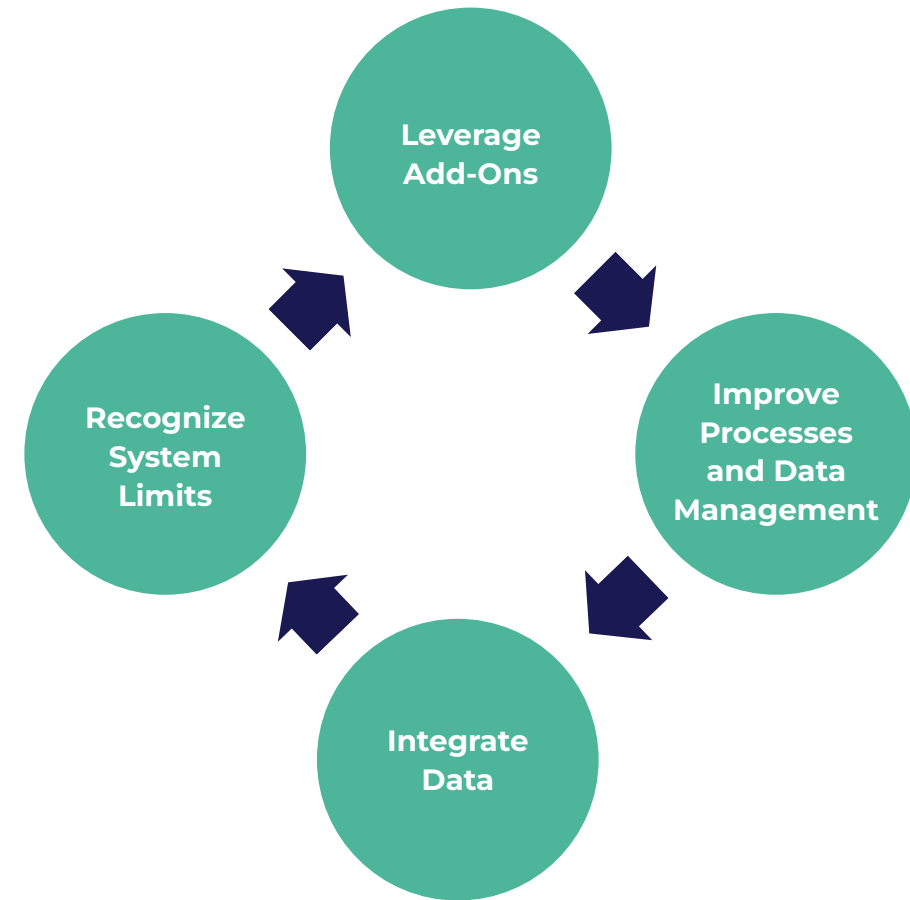
Inadequate Reporting and Visibility: Basic accounting tools provide limited reporting capabilities, which become insufficient as businesses demand richer insights for decision-making. The lack of timely, consolidated reports hampers executives' visibility into financial performance.

Volume, Performance, and Process Complexity: Rapid growth results in increased transaction volumes, which can slow down performance or exceed system limits. Basic tools struggle with advanced workflows and automation needs, hindering operational efficiency.

Compliance, Controls, and Audit Needs: Growing companies face stricter regulatory requirements that entry-level software cannot adequately support. They require stronger controls, audit trails, and compliance features that basic systems lack.

Maximizing Your Current Setup: Extending the Life of Xero/QuickBooks

CFOs often consider whether to maximize the use of Xero or QuickBooks before transitioning to a new system. Both platforms offer rich ecosystems of integrations and add-ons that can address growing pains and delay migration. Here are key strategies to extend the lifespan of your current finance system:



In summary, by strategically augmenting Xero or QuickBooks with additional tools and improving processes, CFOs can effectively manage growth until a more robust mid-market accounting or ERP solution is needed.

Leverage the Add-On Ecosystem

- **Leverage the Add-On Ecosystem:** Both Xero and QuickBooks have marketplaces of third-party apps that fill functionality gaps. These range from inventory management and expense processing to advanced analytics and consolidation tools. **Xero integrations can significantly extend functionality, improving efficiency and “maximizing your investment in Xero”.** For example, companies needing better reporting might plug in a tool like Spotlight or Fathom to get consolidated financial dashboards across entities. If purchase order approvals are a pain point, apps like ApprovalMax can introduce workflow on top of Xero. Using such add-ons, a growing finance team can automate manual tasks (e.g. automatic bank recs, AP invoice capture) and gain more sophisticated capabilities without leaving Xero. **Many cloud CFOs stitch together best-of-breed solutions via Xero's open API** – effectively creating a mini-ERP composed of specialized apps around the Xero core. This can **delay the need for a new system by handling pressing needs like multi-entity reporting or detailed cash forecasting through external tools.**

Improve Processes and Data Discipline

- Sometimes the lifespan of your software can be extended by internal improvements. Tightening up month-end processes, for instance, can make closing on Xero faster even if the system isn't ideal. Establish a **standardized closing checklist with clearly defined steps, responsibilities, and due dates.**
- Teams that rigorously follow checklists and maintain organized financial records in Xero (and related spreadsheets) will mitigate errors and delays. Additionally, ensure that all auxiliary data (like invoices in other systems, or inventory counts) are integrated or uploaded in a timely manner to avoid last-minute scrambles. **Good data hygiene and organization – “like a library” for your finance files – helps make the close smoother even on simple systems.**
- Regularly review Xero's audit logs and use features like tracking categories to simulate dimensions; this can provide more insightful reporting and control without a new system. In short, maximize what you do have: often there is untapped functionality or simple process tweaks in Xero/QB that can ease growing pains (for example, using the multi-currency module properly, or implementing user permissions to strengthen controls).

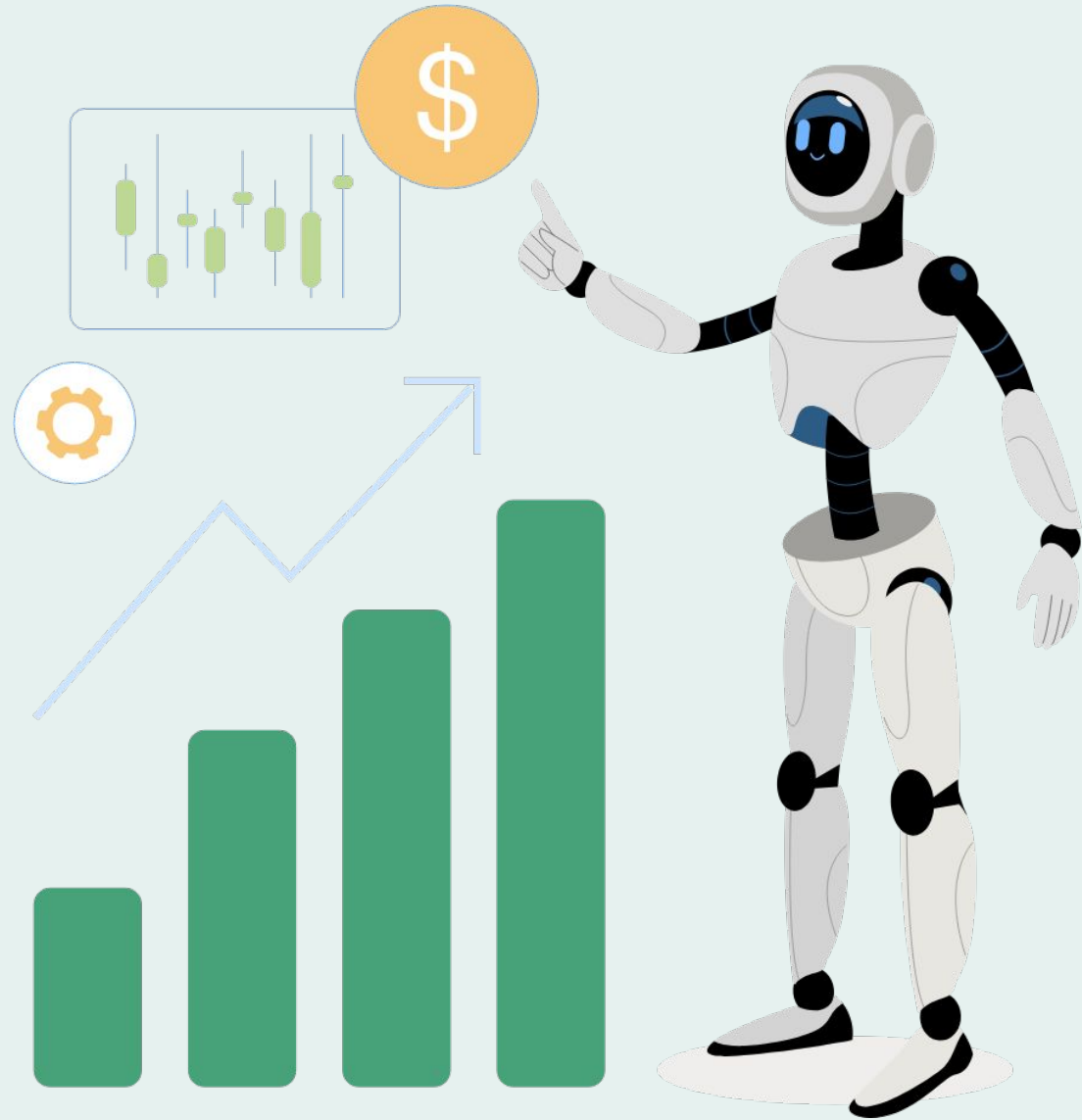
Integrate and Consolidate Data Proactively

- One major pain with outgrowing software is fragmented data – different functions using different tools that don't talk to each other. To extend an entry-level system, invest in integration where possible. This might mean using an integration platform (like Zapier or others) to automatically feed data from your CRM, billing system, or e-commerce platform into Xero, rather than relying on manual exports.
- By **connecting your systems, you reduce duplicate data entry and get closer to real-time visibility.** If you have multiple Xero or QuickBooks files for different entities, consider third-party consolidators or reporting overlays that pull all data together regularly. Several cloud reporting tools can combine financials from multiple Xero organizations to produce a single view (thus handling consolidation without a full ERP). While not as seamless as having it all in one system, these solutions (often cloud-based themselves) can save a ton of Excel labor and reduce errors.
- **The key is to eliminate “rekeying data and chasing down information” across disconnected apps,** which is a common problem when stretching small business software. The more you automate data flows into and out of Xero/QB, the longer you can operate effectively on it.

Acknowledge the Limits

- Despite the above, it's important to know when these stop-gap measures are approaching their ceiling. Keep an eye on critical warning signs: performance issues (file or transaction limits), team burnout from workarounds, or inability to deliver timely, accurate reports to management. For example, if consolidating 5 entities in Excel is consuming two weeks every month, or if lack of automation means finance staff are routinely doing nights and weekends, it may be time to move on.
- In a GrowCFO Show podcast discussion, finance leaders noted that once **“you are doing more outside your system than inside it, it's a red flag” that your system is holding you back.** There is a cost to deferring the inevitable upgrade – technical debt accumulates in the form of complex spreadsheets and patchwork apps. So, use these extensions wisely and strategically. They should serve to support growth, not mask an unsustainable status quo.

How Can Technology Help?



3 Apps That Extend the Life of Xero and Quickbooks

For most scaleups, the pressure to “go ERP” stems less from Xero or QuickBooks hitting transaction limits and more from rising demands around reporting, consolidation and the financial close. A new generation of specialist tools now **wrap and extend** Xero/QuickBooks to create a “virtual mid-market ERP”, supporting multi-entity structures, investor-grade reporting and faster close targets for several more years. For CFOs, this offers a pragmatic path: add modular capabilities around Xero/QuickBooks, keep ERP optionality for later, and capture many ERP-class benefits at lower cost, lower risk and with faster time to value.

ZapBI – Data & Analytics Layer

ZapBI (often deployed with Power BI and Excel) tackles the “we can’t get the reporting we need” argument for ERP.

What it adds - A curated data warehouse that combines Xero/QuickBooks with other systems (CRM, billing, operational tools). A **pre-built financial data model** optimised for management and board reporting. Consistent, governed data feeding dashboards in Power BI and reports in Excel.

Why it matters - Group and multi-entity reporting can be delivered from ZapBI instead of an ERP consolidation engine. Finance teams move away from fragile export-and-spreadsheet processes to a single source of truth. It creates a modern data foundation that can later support AI-driven forecasting, anomaly detection and scenario analysis.

Net effect: you keep Xero/QuickBooks as the transaction engine, while ZapBI provides the **enterprise-grade analytics layer** you would normally expect from a mid-market ERP stack.

Mayday – Accounting Automation Layer

Mayday focuses on the **complex accounting mechanics** that standard Xero/QuickBooks workflows struggle with as organisations become more sophisticated.

What it adds - Automation for **intercompany balances and recharges** across multiple entities. Tools for **prepayments, deferred revenue and other accrual/deferral schedules**, posting journals back into Xero/QuickBooks. Month-end workflows that identify missing or inconsistent entries and propose corrected postings.

Why it matters - The fiddly, high-risk areas that often drive ERP conversations – intercompany, eliminations, complex journals – can be managed in Mayday instead. Teams spend less time in spreadsheets reverse-engineering schedules and more time reviewing outcomes. Controls improve because logic is codified in a system rather than hidden in individual spreadsheets.

Net effect: Mayday upgrades Xero/QuickBooks with **mid-market accounting capabilities**, removing a key trigger for ERP migration: “we’re too complex for a small-business GL.”

Numeric – Close Orchestration & Control Layer

Numeric addresses the **operational side of the close**, where many scaleups hit the limits of Xero/QuickBooks plus email and Excel trackers.

What it adds - A centralised **close checklist** with owners, deadlines and status across all entities. Embedded reconciliations, sub-ledgers and schedules (e.g. prepaids, fixed assets, deferred revenue) linked directly to the GL. Exception management and variance analysis, increasingly assisted by AI suggestions and anomaly flags.

Why it matters - CFOs gain real-time visibility of where the close is stuck and why, which is difficult to achieve with Xero/QuickBooks alone. The audit trail around reconciliations, approvals and policy adherence becomes much stronger. Numeric brings capabilities normally associated with specialist close and reconciliation tools used alongside ERP.

Net effect: Numeric turns a Xero/QuickBooks environment into a **more controlled, auditable and predictable close process**, without changing the ledger.

Overview of Mid-Market Accounting Solutions

When incremental tweaks are no longer enough, it's time to consider upgrading your core finance system. Fortunately, today's market offers a range of cloud-based accounting and ERP solutions tailored for scaleups and mid-market companies. These solutions **bridge the gap between entry-level tools like Xero and enterprise behemoths like SAP**, providing more sophistication without the massive complexity (or cost) of a top-tier ERP. In this section, we'll introduce several reputable alternatives – **AccountsIQ, Aqilla, Sage Intacct, Oracle NetSuite, and Microsoft Dynamics 365** – and what they bring to the table. While each product has its strengths, an impartial view is maintained: the goal is to find the *best fit* for your organization's needs. Key benefits of moving to a mid-market system generally include:

Integrated Functionality

Rather than relying on a patchwork of add-ons, mid-market ERP solutions offer **built-in modules for core processes**. Accounting is at the center, but you can often manage invoicing, purchasing, approvals, inventory, project accounting, and more in one system. This **eliminates silos and double-work by having a single source of truth for finance data**. Integration also extends outward – these systems tend to connect more easily with CRM, HR, and other business apps via APIs or pre-built connectors, creating a more unified tech ecosystem.



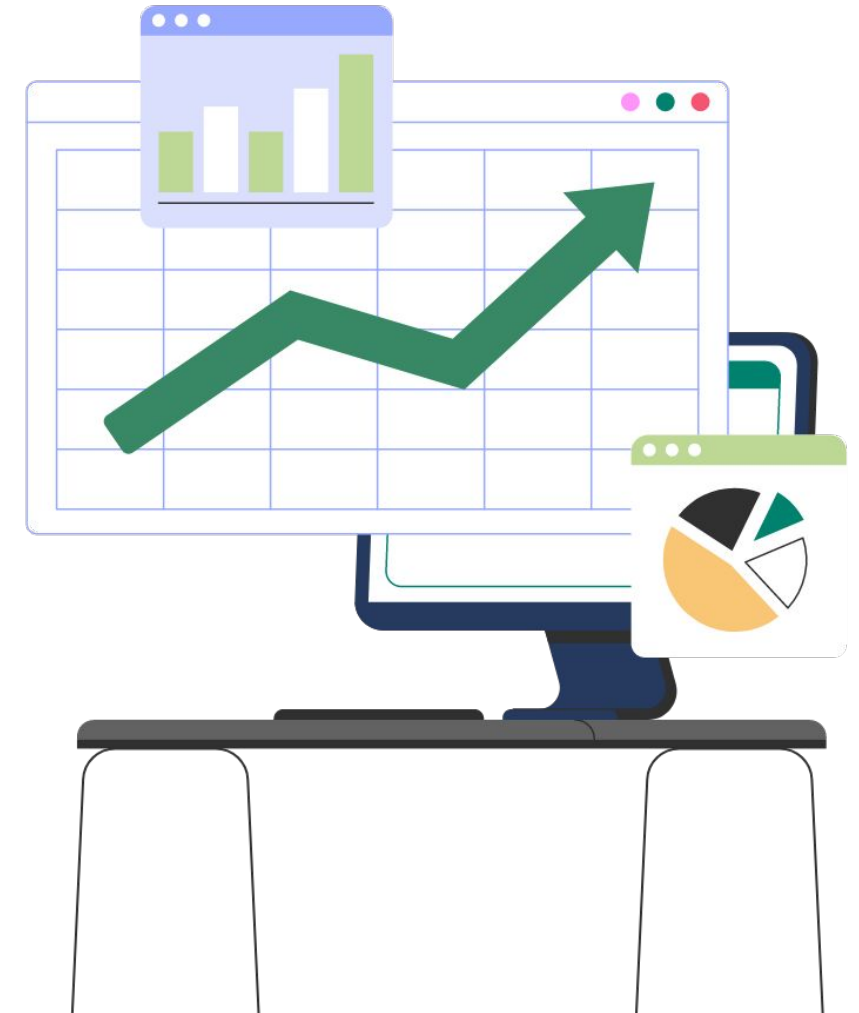
Advanced Reporting & Analytics

- A hallmark of mid-market finance systems is **powerful reporting, dashboarding, and multi-dimensional analysis**. For example, Sage Intacct and others allow user-defined reporting dimensions (e.g. department, location, project) far beyond the single “tracking category” in Xero.
- **Custom dashboards, real-time consolidated financials, and even AI-driven insights are available, giving CFOs a comprehensive view of performance.** This level of insight enables better decision-making and satisfies investors or boards who demand sophisticated financial reporting. The systems often include tools for budgeting, forecasting, and analytics that reduce the need for external spreadsheets.



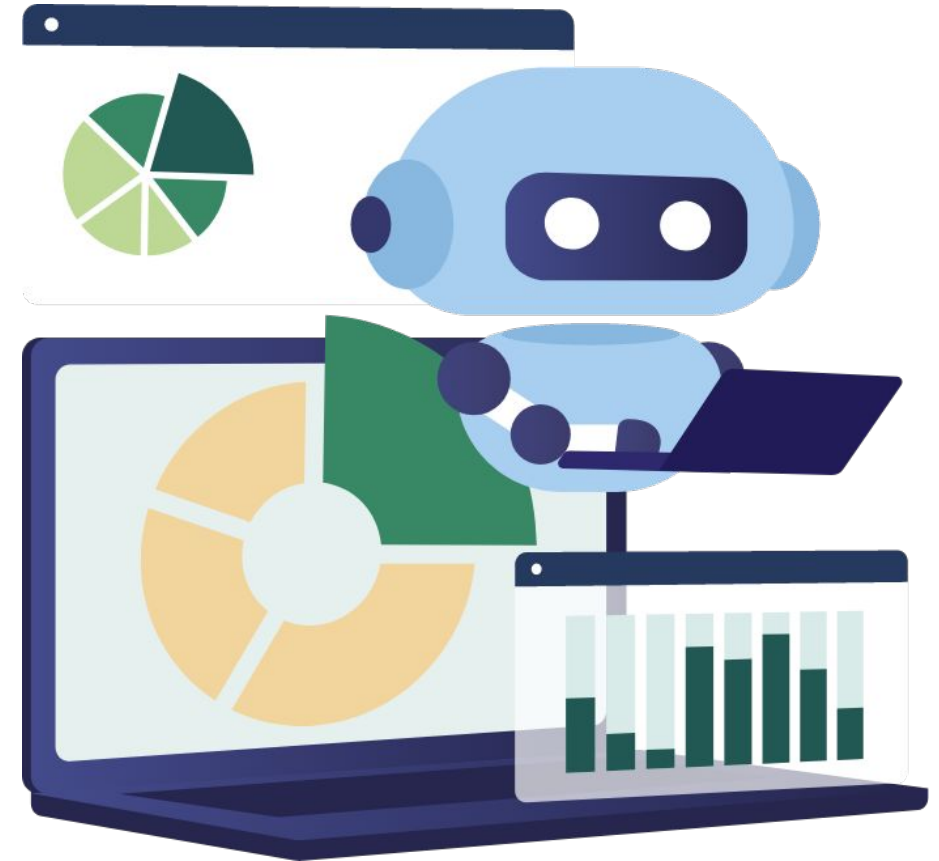
Scalability and Performance

- Mid-market solutions are designed to **grow with your business**. They can handle thousands of transactions, multiple entities, and international operations without breaking. For instance, **Sage Intacct and NetSuite support multi-entity consolidations, multi-currency ledgers, and global accounting standards out-of-the-box**.
- Users aren't constrained by file-size limits or user caps common in entry-level tools. As your company adds new subsidiaries or expands into new markets, these systems can accommodate that complexity (often by simply configuring a new entity in the software).
- Performance is also a focus – cloud architecture means the vendor manages scaling the infrastructure, so month-end crunch time won't bog down the system as it might with desktop-based accounting software.



Automation of Processes

- A big advantage of upgrading is the chance to automate previously manual tasks. Mid-market systems typically offer **automated workflows for approvals, automated journal entries for recurring transactions, rules-based revenue recognition, bank reconciliation automation, and more**. They often integrate with or include close management tools (e.g., task lists, reconciliation modules) that streamline the period-end process. By automating routine accounting work, these solutions **free up the finance team's time and reduce the risk of human error**.
- The payoff is not just efficiency but also happier team members (less late-night spreadsheet drudgery) and faster closes, which we will discuss in depth later.



Enhanced Controls and Compliance

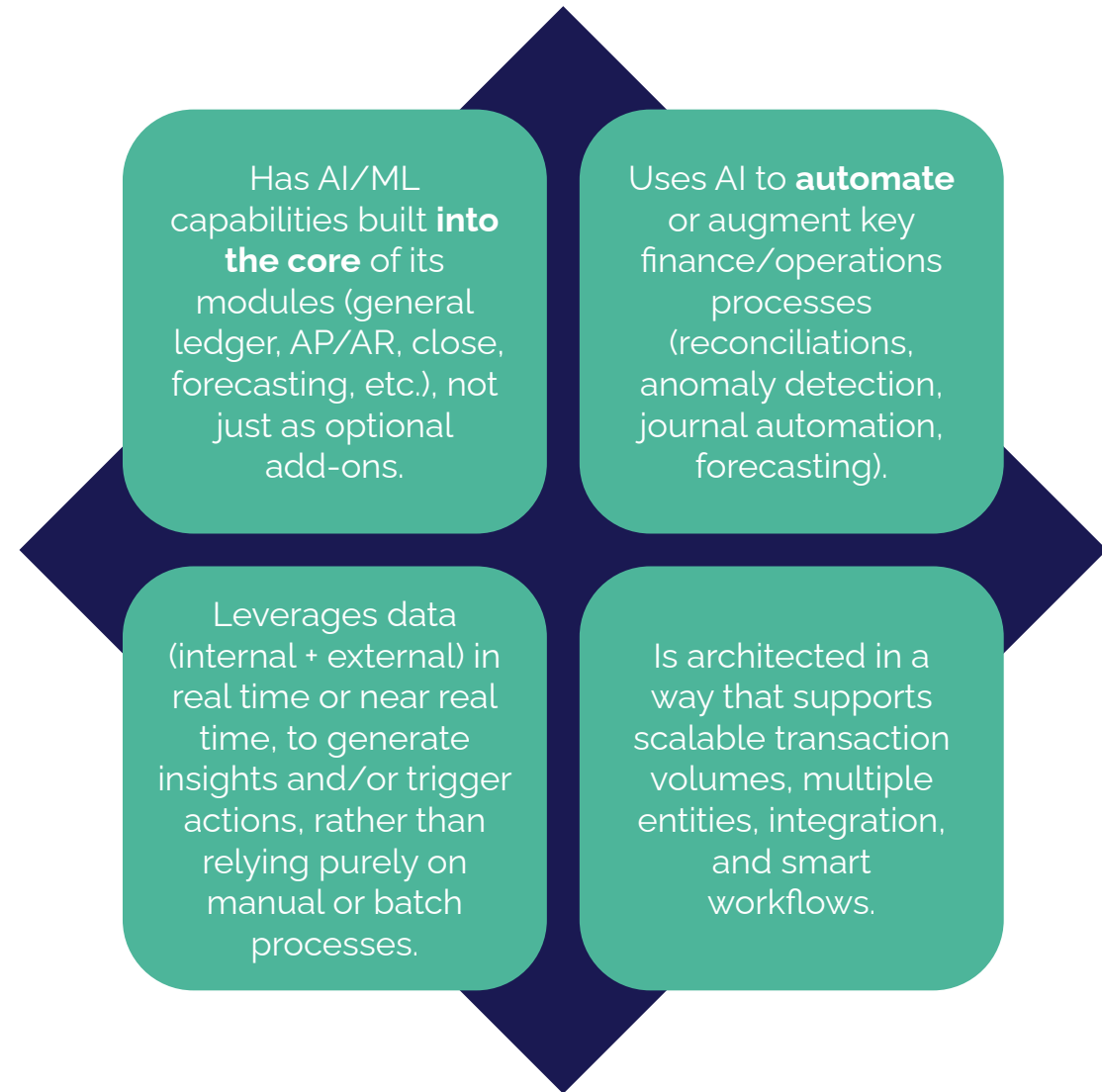
- Finally, moving up to a mid-market system greatly improves the control environment. These systems feature **robust audit trails, user permissions at granular levels, and compliance with frameworks like SOX, GAAP/IFRS, and tax regulations.** For example, Sage Intacct provides a strong audit trail for all transactions – crucial for transparency and regulatory compliance.
- Multi-entity systems ensure each subsidiary's books can be separated and then rolled up, preserving accountability. Additionally, many mid-market solutions have built-in compliance checks (like VAT/GST handling for multiple jurisdictions, or checks to prevent unauthorized changes). This imbues confidence that as you grow, your financial reporting will remain accurate and defensible under scrutiny.
- It's often said that implementing a mid-market ERP is like "maturing" your finance function – processes become more standardized and controlled, which is exactly what investors and auditors like to see in a growth-stage company.



Emerging Technology: AI Native ERP

New ERPs are emerging that have been architected on AI technology.

An AI-native ERP is compelling because it can help address many of the pain points (slow close, fragmented systems, heavy manual work) *and* provide a longer runway for growth by shifting from “recording history” to “driving insight.”



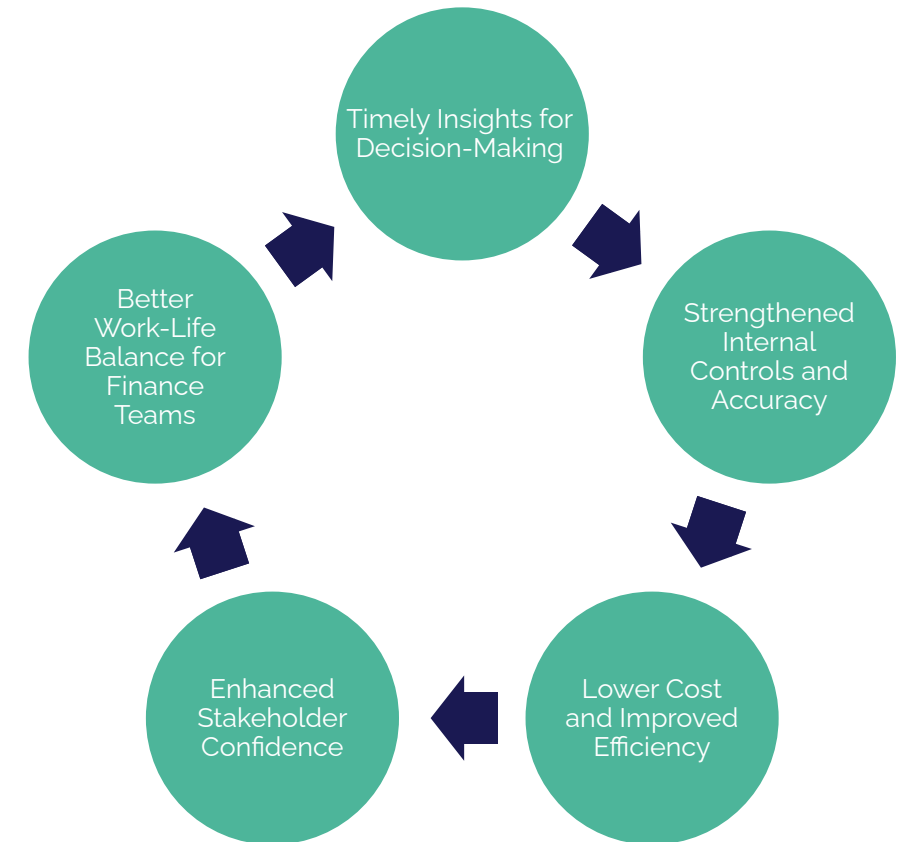
The Need For Speed



The Need for Speed: Why Faster Financial Close Matters

Closing the books – the process of finalizing monthly, quarterly, or annual financial statements – is one of the most critical functions in finance. Yet many growing companies find that their close is too slow and burdensome, often taking weeks instead of days. If that sounds familiar, you're not alone: **an overwhelming 92% of finance staff surveyed (across America and Europe) said they were not satisfied with the quality of their month-end close process.** So why is a faster close so important, especially to a CFO?

In summary, **a faster close delivers value on multiple fronts: business agility, accuracy and control, cost efficiency, stakeholder trust, and team well-being.** No wonder it's often cited as a priority in finance transformation initiatives. According to Ventana Research, as a benchmark, **"a month-end close should take 3–6 business days"** for a well-optimized organization, though many companies (especially those still on basic systems or heavy spreadsheets) take far longer. Let's next examine why many companies struggle to close faster and then outline key steps – both process-wise and system-wise – that CFOs can take to break through the bottlenecks.



Timely Insights for Decision-Making

In today's volatile business environment, waiting several weeks after month-end to get financial results can mean flying blind. Executives need real-time or rapidly available financial data to make informed decisions on strategy, investments, and resource allocation. A slow close delays these critical insights. If the books for March aren't finalized until late April, the management team has lost valuable time to react to any emerging issues or opportunities. Faster close = faster feedback loop. GrowCFO's research on finance AI even notes that modern automation enables "real-time insights" and faster close cycles, giving finance leaders a competitive edge. In short, speed translates to agility – companies that close in, say, 5 days can start analyzing trends and making decisions on day 6, whereas those that close in 15 days are always playing catch-up.

Strengthened Internal Controls and Accuracy

It may sound counterintuitive, but a faster close often goes hand-in-hand with a **better controlled close**. When processes are streamlined and automated, there are fewer manual touches where errors or misstatements can creep in. **A quicker close reduces the chance for late adjustments and errors, thus ensuring more accurate and trustworthy financials.** Strong internal controls (required for frameworks like Sarbanes-Oxley compliance) benefit from a disciplined close process – issues are identified and resolved promptly. Conversely, a long, drawn-out close can indicate process bottlenecks or firefighting, which often corresponds with control breakdowns. It's telling that in one industry survey only **28% of CFOs said they fully trust the accuracy of their reported numbers, due to flaws in their close process.** World-class organizations have demonstrated that by investing in automation and best practices, they **simultaneously achieve a 5-day close and high confidence in the numbers** – the two goals reinforce each other.

Lower Cost and Improved Efficiency

There is a real cost (in labor hours, opportunity cost, even hard close expenses) to a slow close. If the finance team spends half the month closing, that's half the month not spent on analysis, business partnering, or other strategic work. Streamlining close activities – through better processes or systems – directly improves efficiency. **Automating reconciliations, journal entries, and data integrations can cut down financial reporting costs and staff overtime.** A leaner close means fewer late nights for the team (reducing burnout) and potentially less need for temporary help or consultants to get through year-end. One study cited by CFOs suggests that companies that invest in technology for close see it "pay for itself in months" due to time saved and errors avoided. Thus, faster close isn't just about speed for speed's sake – it has a tangible ROI in freeing up team capacity and reducing the friction (and cost) of producing financial statements.

Enhanced Stakeholder Confidence

If your company is venture-backed or publicly listed (or aspires to be), the timeliness of financial reporting becomes a visible metric. Public companies that can announce earnings faster are often perceived as having their act together, whereas delays raise red flags. **Being able to close and report quickly reinforces investor and board trust.** It signals that the finance function is well-managed and that the numbers are reliable. On the flip side, a history of late reporting or extended auditor adjustments can erode credibility. For private companies too, banks and investors appreciate receiving financials sooner – it shows professionalism. Moreover, a fast close allows early communication of results internally, so there are no surprises. As KPMG's finance experts put it, faster close = improved financial accuracy, operational efficiency, and strategic agility, all of which boost confidence among stakeholders.

Better Work-Life Balance for Finance Teams

Finally, it's worth highlighting the human aspect. **A protracted close process often forces finance staff into gruelling overtime, contributing to burnout and attrition.** Month-end should not be a "death march," yet in many companies it is exactly that – a marathon of late nights, especially when systems are manual. Accelerating the close through process improvement and tools can drastically improve the work-life balance of your finance team. This not only is good for morale, but also helps retain top talent. In the war for financial talent, companies that leverage automation and efficient practices offer a more appealing work environment than those that rely on heroics each month-end. CFOs increasingly recognize that a sustainable close cycle is part of being an "employer of choice" in finance. As one industry article noted, a streamlined close improves employee retention by avoiding those burnout cycles.

Why the Close Drags: Common Obstacles to Fast Closing

If faster close is so beneficial, why do so many companies still take 2, 3, even 4+ weeks to wrap up each period? Several common challenges tend to hold back the close, particularly in organizations that have outgrown their basic accounting systems.

Understanding these obstacles helps clarify which levers to pull to speed up the close. In the next section, we outline concrete steps – both process improvements and system enhancements – that can dramatically improve close speed. The good news is that many of these steps are within reach for finance teams, especially as they consider upgrading to more capable systems that inherently support a faster close.



Common Obstacles to Fast Closing

Over reliance on Manual Processes and Excel

This is the number one culprit. **Heavy Excel reliance for reconciliations, consolidations, and calculations creates delays and invites human error**. Many companies lack a centralized reconciliation tool, so accountants use spreadsheets to tie out accounts – a laborious task when done across dozens or hundreds of accounts. Likewise, if data from subsystems (revenue, payroll, inventory) isn't integrated, finance staff spend time dumping data to Excel and adjusting it. **Lack of automation means finance teams perform a lot of redundant manual journal entries and adjustments**, which slows things down. As business grows, these Excel workbooks become unwieldy ("almost needing a PhD in Excel", as one finance professional joked) and the risk of broken formulas or version mishaps rises. In short, manual = slow. Best-in-class closers have attacked this by introducing automation tools for reconciliation and close checklist management, significantly cutting the Excel umbilical cord.

Disconnected Systems and Data Silos

Many scaling companies operate with a mix of disconnected software, such as QuickBooks, billing systems, CRMs, and Excel models. This lack of integration leads to challenges in data collection and reconciliation at month-end, causing delays in financial closing. For example, consolidating financials from multiple accounting systems can become a cumbersome project, and discrepancies between sales records and the general ledger can further slow the process. A survey indicated that 64% of respondents with multiple entities rely on Excel for consolidations, which prolongs the closing period. Siloed data can also lead to unexpected transactions surfacing late in the process. Many companies facing these issues eventually migrate to a unified ERP system, like NetSuite, which offers real-time data and eliminates integration challenges. In the meantime, using integration middleware or scheduling regular data imports can help alleviate silo problems.

Inefficient Reconciliation and Journal Entry Processes

Reconciliations, including bank and intercompany reconciliations, are essential for closing financial periods, but the methods used significantly impact efficiency. Without automation for intercompany transactions, accountants can spend days resolving balances. Late adjustments, such as last-minute expense accruals, can also delay the closing process. High transaction volumes without automated matching lead to tedious line-by-line reconciliations, with a survey indicating that nearly two-thirds of finance departments still rely on spreadsheets for this task, which is inefficient and unreliable at scale. These inefficiencies can result in prolonged cleanup periods post-close. Modern close management solutions or built-in ERP features, such as automated accrual reversals and rules-based reconciliation, can greatly reduce the time spent on these tasks.

Lack of Standardized Close Schedule and Responsibilities

Some organizations have a very ad-hoc close – different people do things in a different order each month, and there's no single owner of the timeline. **Without a clear, standardized closing checklist and assigned responsibilities, it's easy to miss steps or duplicate work**. For example, if no one is explicitly tasked to confirm that all accrual entries are in by Day 3, that step might slide. Or teams might work in serial (waiting for one person to finish before the next begins) when they could parallelize tasks. The absence of a centralized close calendar can result in confusion ("Has inventory been finalized yet? Who's checking FX revaluation?"). Companies that struggle here often find that implementing a rigorous close management approach (with due dates, sign-offs, and real-time tracking of close tasks) yields quick wins. Essentially, **treat the close like a project each month – with project management discipline – to avoid unnecessary delays**. Many cloud ERP systems now include basic workflow or checklist functionality, or companies use separate close management software to coordinate this..

Last-Minute Surprises and Adjustments

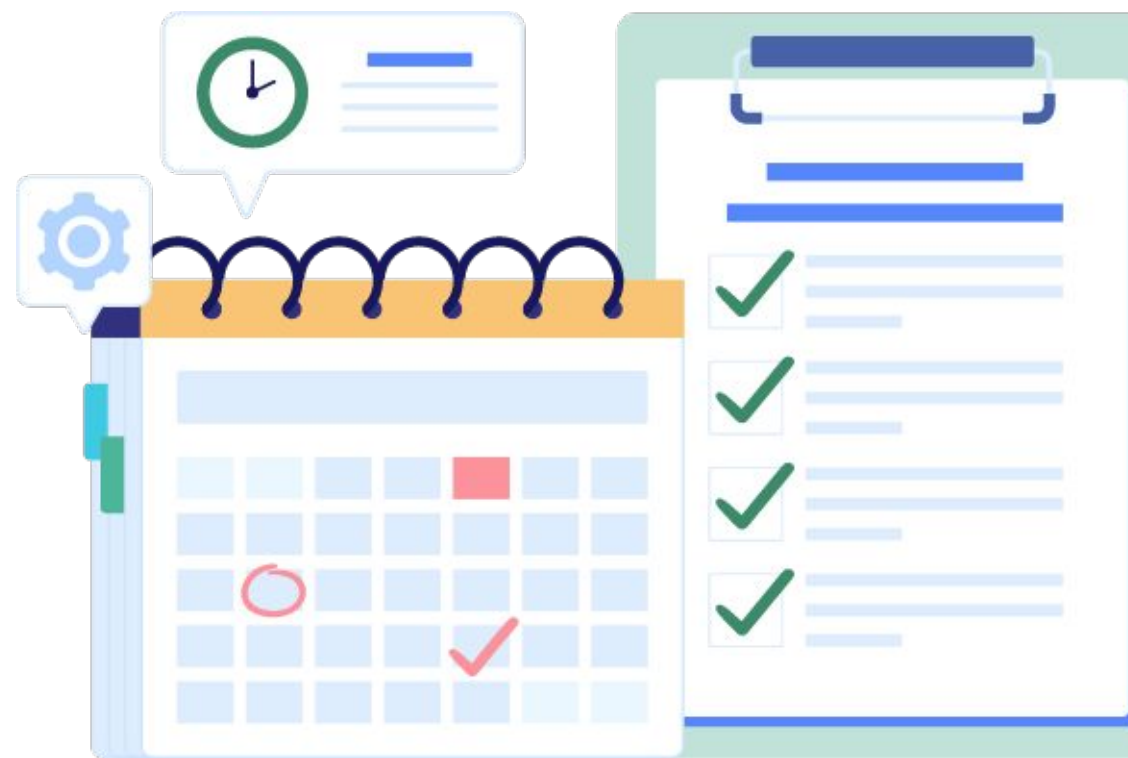
If the finance team is regularly encountering major surprises late in the close (e.g., discovering a revenue error that requires re-booking, or a control issue that surfaces during audit checks), it will inevitably prolong the close. **Weak internal controls can lead to material errors that necessitate late corrections, and inadequate review throughout the period means issues pile up for month-end**. Some companies effectively do a mini "pre-close" during the month to catch problems early, but those lacking such processes end up firefighting at month's end. Additionally, if review and approval of financials (by management or auditors) uncovers problems, that can add days or weeks. This often ties back to the earlier points: heavy manual processes and lack of real-time integration mean errors are more likely and less easily caught. It underscores that **companies struggling with slow closes typically lack automation and standardized workflows and controls**. Everything hits at once during close, overwhelming the team.

Actionable Insights and Recommendations for CFOs



Implement a Standardized Close Calendar and Checklist

Structure is everything when time is of the essence. Develop a detailed close calendar that identifies each task (by day or hour), who is responsible, and the deadline. **Ensure this checklist covers all steps – from subledger closures and accrual entries to review points – and that everyone follows it consistently.** Automate reminders for due dates if possible. By standardizing the close process, you reduce the chance of something slipping through the cracks or being done late. Many teams find it useful to hold a short daily stand-up meeting during close week to tick off completed items and address any roadblocks early. Over time, refine the checklist by doing after-action reviews: where did we get held up this month? Then adjust the process or timeline accordingly. A culture of discipline around the close schedule can by itself shave days off the cycle, because tasks get done in parallel and on time instead of ad-hoc and sequentially.



Tighten Up Organization and Documentation

A surprising time-waster during close is often just searching for information or supporting documents. Adopt a practice of organizing reconciliation files, workpapers, and source documents in a clear structure (e.g., a shared cloud drive with folders by month and category). **As one accounting advisor puts it, think of your files “as a library” – everything in its place for easy retrieval.** If an auditor or the CFO asks a question about a specific account, your team should be able to quickly pull up the backup. Digitize documents where possible; searching in a cloud repository is much faster than sifting through paper piles. Clear organization not only speeds up the close but also helps with audit readiness (no scrambling to compile documentation later). It's a simple step: invest a bit of time to set up a file taxonomy and naming convention, and require the team to save reconciliations and schedules in the designated location as they complete them.



Enhance Communication and Collaboration

During the intensity of close, communication breakdowns can cause major delays. Foster an environment of **clear and timely communication – both within the finance team and with other departments**. For instance, if the accounting team is waiting on information from Sales or Operations (like inventory counts or revenue accruals), communicate deadlines in advance and follow up proactively. Internally, use collaboration tools or even a simple status tracker to see the state of each close task (many teams use a whiteboard or a cloud checklist that's updated in real time).

Notes and handoffs shouldn't be buried in individual email inboxes – use shared notes or close management software so nothing gets lost. If something is holding up a task (e.g., a late data feed from a system), flag it to management early – sometimes escalation or temporary workarounds can be applied to keep close on track. Essentially, treat closing the books as a team sport: everyone should know the “game plan” and be aware of the status, so there are no silent bottlenecks.



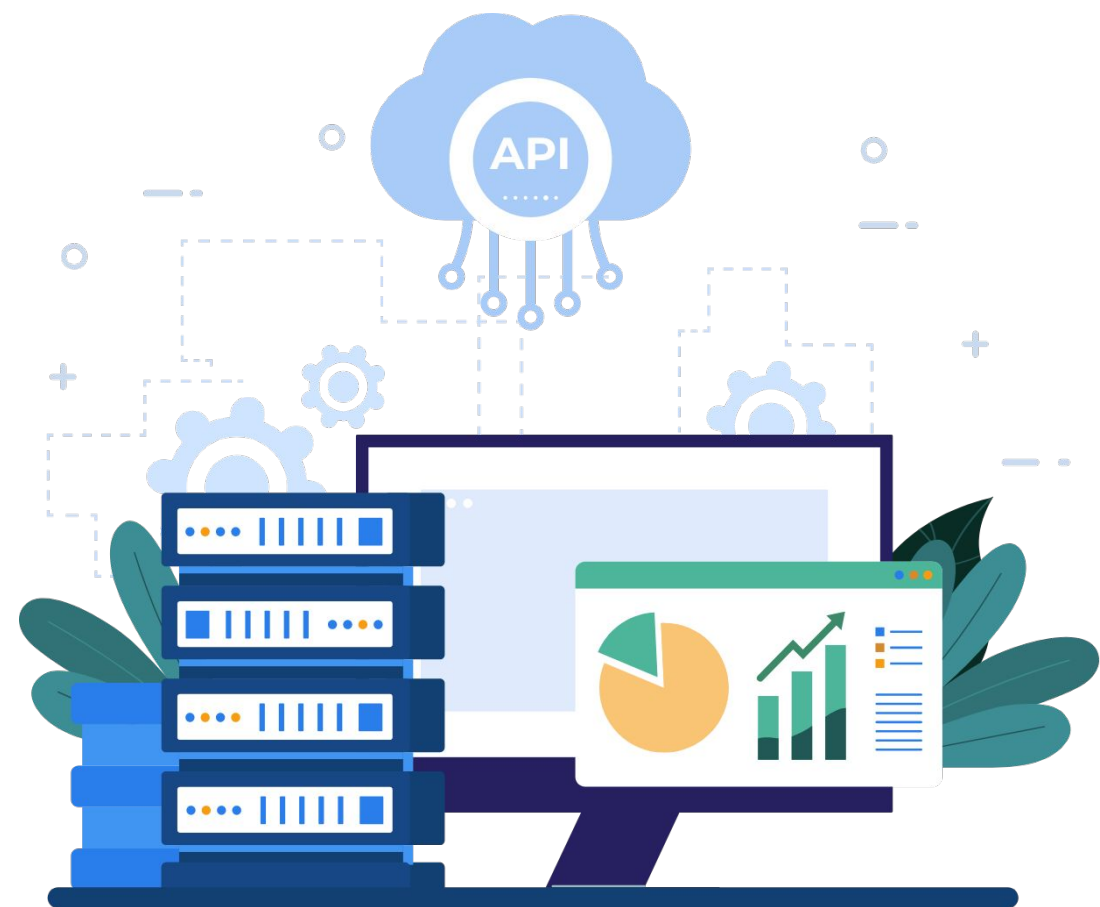
Automate Repetitive and Time-Consuming Tasks

This is where the right system makes a huge difference. Identify the parts of your close that are rote and explore automation. Common candidates include: bank and account reconciliations, intercompany eliminations, depreciation and amortization entries, and recurring journal entries (like prepaid amortization or accrual reversals). Modern accounting systems or specialized software can **automatically match transactions for reconciliations, generate recurring entries, and flag variances for review instead of having staff do it all manually**. For example, if you're still manually reconciling bank transactions, consider using your software's bank feed rules or an add-on that does auto-matching. If consolidating entities is a huge chore in Excel, a consolidation tool or module can consolidate and translate currencies in minutes. **Research shows that automation software in finance often pays for itself within months by saving close time**, and it also tends to improve accuracy. Additionally, consider workflow automation: rather than emailing spreadsheets around for approvals (e.g., expense sign-offs or adjustment approvals), use your system's workflow engine to route and approve entries digitally. This not only speeds up approvals but leaves an audit trail. In sum, make the computers do the busy work so your finance professionals can focus on analysis and review.



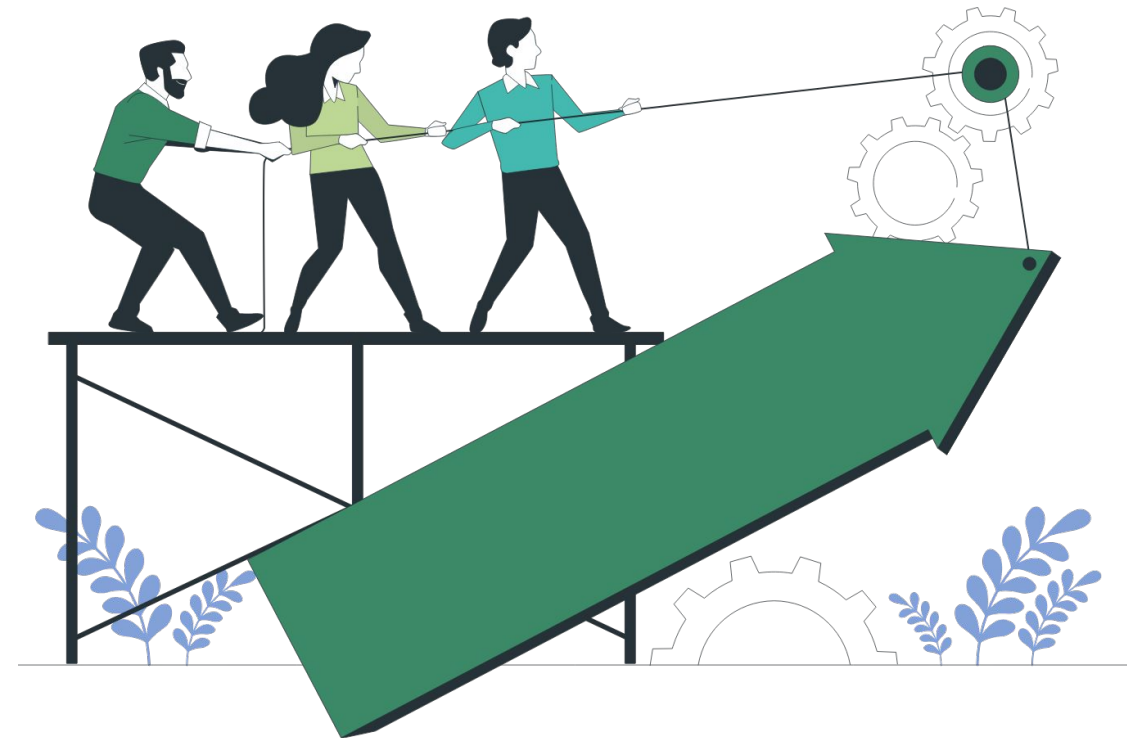
Integrate Systems for Seamless Data Flow

Earlier we noted that disconnected systems slow the close. The remedy is integration. If you move to a unified ERP, much of this is solved inherently (subledgers feed the GL automatically). But even without a full ERP, you can integrate key systems. For instance, ensure your payroll system feeds a journal to your GL for payroll costs without manual intervention. Connect your CRM or billing system with the accounting software to automatically record revenue transactions. Use APIs or integration middleware to reduce manual imports. The goal is to **avoid re-keying information or importing CSVs at month-end, which reduces errors and speeds up close**. When systems are integrated, data flows in real-time or on schedule, so by day 1 after month-end, you're not waiting on someone to upload a file – the transactions are already there. **Companies that achieved fast closes often cite integration as key: data automatically flowing among applications means the team isn't stuck gathering data and can get straight to analysis**. If a full integration isn't feasible in the short term, even partial measures help – for example, use an export from one system that's formatted to import directly into another with minimal tweaking.



Adopt a Continuous Improvement Mindset

Earlier we noted that disconnected systems slow the close. The remedy is integration. If you move to a unified ERP, much of this is solved inherently (subledgers feed the GL automatically). But even without a full ERP, you can integrate key systems. For instance, ensure your payroll system feeds a journal to your GL for payroll costs without manual intervention. Connect your CRM or billing system with the accounting software to automatically record revenue transactions. Use APIs or integration middleware to reduce manual imports. The goal is to **avoid re-keying information or importing CSVs at month-end, which reduces errors and speeds up close**. When systems are integrated, data flows in real-time or on schedule, so by day 1 after month-end, you're not waiting on someone to upload a file – the transactions are already there. **Companies that achieved fast closes often cite integration as key: data automatically flowing among applications means the team isn't stuck gathering data and can get straight to analysis**. If a full integration isn't feasible in the short term, even partial measures help – for example, use an export from one system that's formatted to import directly into another with minimal tweaking.



In Summary

By following these steps, organizations often see dramatic improvements. For instance, companies like Netflix and Apple have been cited as excelling at fast closes (5-6 days) by leveraging automation and real-time consolidation in modern ERPs . They standardize and automate to such a degree that closing is just another routine process. While a mid-market firm may not have the resources of Apple, the principles scale down: use the best tools you can, eliminate wasteful manual tasks, and run a tight ship process-wise. On the other hand, cautionary tales like pre-transformation GE, which used to take over 20 days to close due to highly manual, fragmented processes , show what happens if you don't address these issues – eventually the inefficiency becomes untenable and forces a transformation.

It's worth noting that upgrading from Xero/QuickBooks to a mid-market system often directly aids a faster close. Many of the aforementioned best practices (automation, integration, better controls) are inherent strengths of mid-market ERPs. For example, a company moving to Dynamics 365 or NetSuite can automate a lot of journal postings and get built-in consolidation, immediately removing days of manual work . Similarly, systems like Intacct provide close checklist dashboards and APIs to integrate data, supporting the practices above. Therefore, the decision to invest in a new system can be framed partly by the close efficiency gains – it's not just about more functionality, but also about closing the books cleaner and faster, which as we argued, delivers multi-faceted value.

Key Vendors and Platforms



Leading Mid-Market Accounting/ERP Solutions and Their Strengths



Solution	Description & Fit	Notable Strengths (Impartial)
AccountslQ	A "lightweight ERP" cloud platform that bridges the gap between basic accounting and full enterprise systems . Designed for SMEs and mid-market firms, especially those with group structures.	<i>Multi-entity consolidation:</i> Built for groups and multi-company accounting from the ground up (consolidation and group reporting are core features). <i>Integration:</i> Connects with many popular tools (AP, payments, etc.), extending the cloud ecosystem while keeping a unified ledger. <i>Scalability:</i> Aimed at companies graduating from Xero/QB who need more without the cost/complexity of an enterprise ERP. CFOs describe it as a good "bridge" solution that grows with you.
Aqilla	A cloud-based mid-market accounting/Postmodern ERP solution known for multi-currency and multi-user capabilities. Gartner even describes Aqilla as "postmodern ERP" and it's recommended when you've outgrown Xero/QuickBooks .	<i>Financial depth:</i> Offers sophisticated financial modules (AP, AR, GL) comparable to larger ERPs but in a leaner package. <i>Multi-currency & international:</i> Particularly strong at handling multi-currency reporting and consolidation for mid-size orgs, a common reason companies switch. <i>User-friendly cloud UI:</i> Modern interface accessible via web (Aqilla was born in the cloud), which can ease adoption for teams used to Xero's simplicity. Impartially, it's often praised for giving mid-sized companies enterprise-grade functionality without a huge IT footprint.
Sage Intacct	A cloud financial management suite (part of Sage) aimed at mid-market and upper mid-market companies. Designed with scalability, advanced reporting, and integration in mind for growing businesses .	<i>Advanced GL and reporting:</i> Intacct's multi-dimensional general ledger allows very granular reporting (multiple tag dimensions, etc.), far beyond entry-level software. <i>Compliance & auditability:</i> Known for strong audit trails and financial controls out-of-the-box, which is valuable for companies with regulatory requirements. <i>Ecosystem:</i> Intacct has a marketplace of add-ons and is known to integrate well with Salesforce and other systems, plus it's backed by Sage's support network. It's often selected by firms that have outgrown Sage 50, QuickBooks or Xero due to its robust scalability and depth in core accounting .
Oracle NetSuite	A full-suite cloud ERP (part of Oracle) and one of the most widely used next-step solutions for companies leaving QuickBooks. NetSuite is "built for that next stage – one system, real-time data, and room to grow" .	<i>All-in-one breadth:</i> Includes not just core finance but CRM, e-commerce, inventory, project management modules, etc. Many high-growth companies choose NetSuite to consolidate many functions into one platform. <i>Global capabilities:</i> Excellent for multi-entity, multi-currency, and international operations – supports multiple accounting standards, currencies, and has localized tax for many countries. <i>Unified data:</i> Unlike Xero which needs external add-ons, NetSuite provides a unified environment , reducing data silos. The strength of NetSuite is its maturity – it can handle complex processes (subscription billing, revenue recognition, etc.) natively, which provides a long runway for growing businesses.
Microsoft Dynamics 365 (Business Central)	Microsoft's cloud ERP solution for the mid-market (formerly Navision). Business Central is a modular system that covers financials, supply chain, projects and more, often adopted by businesses that have outgrown small systems and want a holistic solution with sophisticated reporting .	<i>Microsoft integration:</i> Seamlessly integrates with Office 365, Power BI, and the wider Dynamics 365 suite (CRM, etc.). Companies already in a Microsoft-centric IT landscape find this synergy valuable – e.g., exporting a live data stream to Excel or building Power BI dashboards is very straightforward. <i>ERP functionality:</i> Offers a breadth of ERP features – not just accounting, but also sales, purchasing, inventory, manufacturing modules if needed. It's a "holistic solution with deep ERP functionality and sophisticated reporting to streamline complex processes" . <i>Scalability & controls:</i> Can handle multi-company consolidations and has strong security/audit features (user access control, transaction log tracking) to support compliance. Many mid-size firms pick Business Central when they foresee evolving into a larger enterprise and want a solution that will scale in the long term, leveraging Microsoft's robust platform.

Embedded AI in Mid-Market ERP Platforms

Modern mid-market ERP solutions come with **embedded AI capabilities** that automate routine tasks, flag anomalies, and generate insights. Key examples include:



Oracle NetSuite: NetSuite has AI agents throughout its suite to simplify tasks and uncover insights . For instance, *NetSuite Bill Capture* uses AI-based OCR to automatically scan and input vendor invoices, eliminating manual AP data entry . Its *Financial Exception Management* continuously scans transactions to detect and flag anomalies, even recommending corrective actions for out-of-line entries . NetSuite also applies AI in forecasting and reporting – the *Intelligent Performance Management (IPM)* module monitors plans and forecasts for trends or biases, while *Narrative Reporting* uses AI to generate written explanations and visuals from financial data . A SuiteAnalytics “Assistant” even lets users create reports and charts via natural-language prompts and generative AI . These embedded tools help companies using NetSuite speed up workflows and gain deeper insights with minimal manual effort.



Microsoft Dynamics 365 Business Central: Microsoft has introduced *Copilot* AI features into Business Central to streamline everyday finance operations. For example, Copilot can **reconcile bank statements** faster by intelligently matching transactions and even proposing journal entries for those that don't automatically match – a huge aid for month-end bank reconciliations. It also assists in **accounts payable** by matching incoming electronic invoices to purchase orders, using rule-based logic plus AI to map entries and flag mismatches . Business Central's AI capabilities extend to forecasting and cash management: a built-in AI-driven extension analyzes past sales to **forecast future demand** (preventing stockouts in inventory management) , and a *late payment prediction* feature uses ML to predict which customer invoices are likely to be paid late so that finance teams can proactively adjust credit terms or collection efforts . The system can even generate a comprehensive **cash flow analysis** using AI to project the company's cash position, helping CFOs maintain liquidity and plan ahead. These examples show how, from cash forecasting to transaction matching, AI in Dynamics 365 Business Central automates tedious work and augments the finance team's decision-making.

sage Intacct

Sage Intacct: Sage Intacct has made AI core to its vision of a “continuous” finance operation. The platform’s **Intelligent General Ledger (GL)** concept leverages integration, automation, and AI to enable *continuous close* – essentially closing the books throughout the month rather than in one frantic period. In practice, this includes features like *GL Outlier Detection*, which uses ML to learn your normal transaction patterns and then flags any out-of-pattern journal entries for review. This **outlier detection** automatically catches errors or anomalies, improving data integrity and *accelerating the month-end close process*. On the AP side, Sage Intacct offers **AI-powered accounts payable automation**: uploaded invoices are processed by the *Sage Network AI*, which reads the invoice details, codes them to the correct accounts/dimensions, creates draft entries, matches them to POs, and even detects duplicate invoices. This can speed up invoice processing by up to 80% by eliminating manual data entry. Another innovative tool is *Sage Intelligent Time*, which uses AI to analyze calendars and emails and then suggests time entries for professionals – reducing the effort in creating timesheets. Sage has also introduced an AI assistant (dubbed **Sage “Copilot”**) that monitors key data and workflows to provide *insights and proactive alerts* to users. For example, it can prompt a user if a transaction looks anomalous or if a KPI is off trend, and even help with on-the-fly report generation and navigational help. Sage claims that, by leveraging AI and automation together, companies can **slash their financial close time by as much as 70%**. All these AI-driven capabilities in Intacct are aimed at freeing finance teams from manual work and ensuring more accurate, timely financial management.

AccountslQ

AccountslQ: AccountslQ (a cloud financial management software popular with scale-ups) is in the process of deeply embedding AI across its platform. The company recently secured a €60 million investment specifically *to infuse AI throughout its cloud accounting system*. Their goal is to deliver “practical, easy-to-adopt” AI tools that make finance teams more efficient and finance roles “less repetitive and indeed more interesting,” according to AccountslQ’s CEO. In current use, AccountslQ already touts *smart automation* features that eliminate manual data entry and speed up consolidations (e.g. one-click multi-entity consolidation). The product’s roadmap suggests expanding AI in areas like **forecasting, anomaly detection, and intelligent reporting**. In fact, AccountslQ notes that AI and machine learning are **already used to improve forecasting accuracy, detect anomalies, and automate routine tasks** in finance, and these tools will play an increasingly important role in decision-making for mid-market companies. For a company moving off QuickBooks, AccountslQ positions its AI-driven automation as a way to **save significant time** (they claim up to “one week per month” of finance team effort saved through automation) and to complete month-end closes in days, not weeks. While many of its AI capabilities are behind the scenes, AccountslQ’s strategy clearly indicates that mid-market finance teams will be able to rely on more built-in intelligence – from smarter transaction coding to automated insights – as the platform evolves.



Aqilla: Aqilla, another cloud mid-market finance system, has introduced what it calls **SmartAI** within its software. Aqilla's SmartAI combines AI, automation, and "fuzzy logic" to *learn a company's business processes and automate them*. In essence, the system observes how transactions and workflows occur and then can execute those processes automatically **without needing manual input**, handling exceptions using its learned rules. This yields two big benefits: a **reduction in errors** (because the AI follows consistent rules and catches anomalies) and **huge time savings**, allowing the finance team to focus on more pressing tasks rather than data processing. One practical example is *Aqilla SmartDocs*, a feature for intelligent document management: it provides a "superior way of processing purchase invoices," likely using OCR and AI to capture invoice data and route it for approval (similar to other systems' AP automation). Overall, Aqilla's use of AI is about **automating time-consuming tasks** (like coding transactions, reconciling data, or processing invoices) *accurately and efficiently*. For mid-market companies that implement Aqilla, these SmartAI features mean routine accounting tasks require less manual effort, and the risk of human error is minimized by the system's self-learning capabilities.

Note: Other mid-market platforms are also following suit. For example, Acumatica (another ERP for SMB/mid-market) has integrated AI for things like expense receipt recognition and forecast modeling, and **BlackLine** and **FloQast** (specialized financial close solutions often used alongside ERPs) use ML to automate reconciliations and identify irregularities. The trend is clear: vendors are racing to bake AI into their finance offerings, as mid-sized companies increasingly expect **built-in intelligence** rather than purely manual workflows.

- Each of the above options has its merits, and selection should be based on your organization's specific needs and growth trajectory. It's worth noting that in a **2022 GrowCFO Finance Systems survey, community members rated modern cloud solutions very highly in the mid-market segment**. Notably, **Aqilla and NetSuite performed best in user satisfaction and capabilities among mid-sized business respondents**, while other legacy-style systems (SAP Business One, older Microsoft Dynamics versions, etc.) were less favored. Interestingly, **Sage Intacct had no community reviews at that time, likely because it was newer to certain markets**, but it has since gained traction. The key takeaway is that many CFOs have successfully navigated the switch beyond Xero/QuickBooks using these cloud platforms, and they report improved functionality and satisfaction once the system is in place.
- **Insight:** *"When companies scale up with investor backing, there's an expectation of greater investment in finance systems and people to meet higher reporting standards and strategic demands."* This observation from GrowCFO's insights (as noted by AccountsIQ's CEO Darren Cran) highlights that upgrading your finance technology is not just an IT decision, but a strategic imperative as stakeholders seek more timely and accurate information. The move to a mid-market system should thus be viewed as **an investment in enabling faster growth and better decision-making**, rather than merely an operational expense.
- Before moving on, one word on **impartiality**: GrowCFO remains vendor-neutral – the aim is to equip CFOs with knowledge to choose wisely. Each solution above can be the "right" choice depending on context: e.g., AccountsIQ or Aqilla might fit a UK-based group of 3-5 entities, Sage Intacct might fit a SaaS company needing advanced revenue tracking, NetSuite might fit a globally expanding firm needing a full suite, and Dynamics 365 might fit an organization already committed to Microsoft's ecosystem. **Consider factors like your company size in 5 years, complexity of operations, budget, and IT resources**. Also tap into resources (peers, independent reviews, and communities like GrowCFO) to learn from others' experiences. In the final sections, we'll delve into one particular aspect that often drives the need for better systems: the *speed of the financial close* and how process improvements and system capabilities together can achieve a faster close.

Other viable contenders depending on geography or industry needs

FinancialForce (Now Certinia)

Best for: Professional services and project-based businesses

Why it's worth considering: Built natively on the Salesforce platform, making it ideal for firms already using Salesforce CRM. It offers strong project accounting, resource planning, and billing features.

Notable: Tightly integrated with Salesforce; focuses on service-based industries (consulting, SaaS, agencies).

Workday Financial Management

Best for: Larger mid-market or enterprise-scale organizations

Why it's worth considering: Very strong in HR/Finance integration. Designed for enterprise-level control, compliance, and global scalability.

Notable: Expensive and complex to implement, but offers a unified platform for finance, HR, and planning. Better suited to companies nearing 500+ employees or preparing for IPO.

Acumatica

Best for: Tech-savvy mid-sized companies, especially in distribution, manufacturing, or SaaS

Why it's worth considering: Cloud-native, modular, with open APIs for customization. Strong multi-entity and role-based access features.

Notable: Often compared with NetSuite but pitched as more affordable and flexible. Attractive licensing model (user-count agnostic).

Infor CloudSuite (especially Financials & Supply Management)

Best for: Manufacturing, distribution, healthcare, or asset-intensive sectors

Why it's worth considering: Strong industry-specific functionality. Used by mid-sized and enterprise-level organizations.

Notable: Infor also acquired SunSystems, which still serves finance teams looking for strong multi-currency, multi-ledger environments.

SAP Business ByDesign / SAP Business One

Best for: SAP-aligned firms or manufacturing-heavy operations

Why it's worth considering: Business ByDesign is cloud-based and suited for growing mid-market firms. Business One is more commonly used in SMEs but can stretch into the mid-market.

Notable: Often seen as complex, but supported by strong partner ecosystems. Not as modern or intuitive as some cloud-native competitors.

Deltek Costpoint / Vantagepoint

Best for: Government contractors, architecture/engineering/professional services

Why it's worth considering: Very strong project accounting, compliance (e.g., DCAA), and reporting tailored to regulated industries.

Notable: Used widely in sectors that need detailed time/cost tracking and regulatory compliance.

Twinfield (Wolters Kluwer)

Best for: European firms, especially those working with accounting partners

Why it's worth considering: Strong presence in the Netherlands and other EU countries. Multi-language, multi-currency.

Notable: Integrated into broader Wolters Kluwer suite (audit, tax). Less known in UK/US.

Priority Software

Best for: Mid-market businesses needing customizable ERP

Why it's worth considering: Offers full ERP at lower cost than some global competitors. Particularly strong in Israel, the UK, and select verticals like distribution.

Notable: Gaining traction in mid-market due to its flexibility and relatively low TCO.

Exact Online / Exact Globe

Best for: Continental Europe (especially the Netherlands, Belgium, and Germany)

Why it's worth considering: Multi-language, multi-country capability. Widely adopted in EU markets.

Notable: Some UK presence. May suit firms with EU HQs or subsidiaries.

Emerging AI-Native ERP Solutions

DualEntry: AI-native accounting/ERP built to replace legacy systems with minimal manual work. Features AI-driven OCR, auto-bank matching, AI report builder, and a vision to allow growth from mid-market to IPO. Founded recently and rapidly funded.

Rillet: Platform designed for multi-entity scaleups with complex revenue models (SaaS, subscription, e-commerce). Built for the “next stage” beyond QuickBooks. Strong automation of contract-to-cash, real-time insights, audit-ready data.

Campfire Software: Emerging solution focused on “high-velocity finance” and purpose-built for modern growing enterprises; emphasises AI in general ledger, multi-entity close and real-time automation.

Light: Claims to unify global financial operations (AP/AR, bookkeeping, multiple entities) in an automated platform, positioning as ledger automation for scale.

Nominal: Generative-AI powered finance platform automating journal entry creation, subledger capture, document ingestion — ideal for companies stuck in spreadsheets.

Aden: Multi-agent AI native ERP platform; flexible and modular, supports unified business systems, process automation, and intelligence.

ERP.ai: Platform for deploying and managing AI agents and workflows across finance and operations, allowing firms to build intelligent processes rather than just use manual workflows.

Stockline: AI-native ERP verticalized for food wholesale/distribution; promising example of niche AI-first ERP for scaleups in specific industries.

Key considerations for CFOs evaluating AI-native ERP

Maturity of AI features: Some vendors talk "AI-native" but may have fewer live deployments in the mid-market; check case studies, third-party reviews.

Data readiness & process maturity: AI works best when data is clean, processes are well-defined, and you have fewer legacy silos. Upgrading to an AI-native system requires a baseline of process discipline.

Change management & skills: Moving to an AI-infused system changes the role of the finance team (more insight, less manual). Budget for training, role re-definition.

Implementation speed vs risk: Some of these platforms promise rapid deployment (DualEntry claims "migrate in 24 hours" for legacy data) – but evaluate integration scope, customization needs, data migration risk.

Ecosystem & support: A vendor's partner network, add-on ecosystem, localization (tax/currency) still matters. Emerging AI-native vendors may have smaller ecosystems than established mid-market players.

Vendor roadmap and stability: Since many of these are newer, check their financial backing, roadmap, customer support model, and how they compare with more established systems in terms of long-term viability.

BEYOND QUICKBOOKS AND XERO: SCALING YOUR FINANCE SYSTEMS FOR GROWTH AND **FASTER CLOSE**

Outgrowing QuickBooks or Xero?

Move from manual work and limited visibility to automated accounting, faster close, and real-time insights with Sage Intacct

[Explore the QuickBooks Alternative →](#)

When You've Outgrown Entry-Level Tools:

- Manual consolidations and spreadsheets slow your close
- Limited visibility across entities and locations
- Disconnected systems, weak audit trails
- Inflexible reporting and compliance gaps

Built for Growth. Powered by Automation.

- AI-driven Close Automation for speed and accuracy
- Real-time dashboards with multi-dimensional insight
- **350+ integrations** connecting your tech stack
- **Cloud-native scalability** and built-in compliance

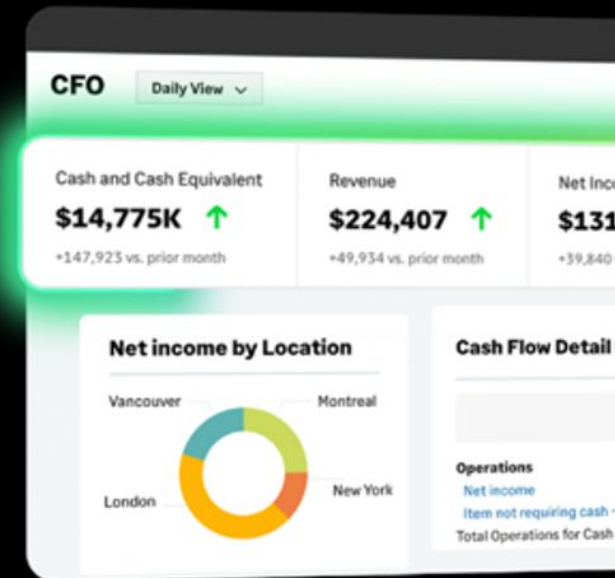
Finance Teams Perform Better with Sage Intacct

- Close books **up to 70% faster**
- **#1 in Customer Satisfaction** (G2, AICPA Preferred Provider)
- Trusted by **20,000+ growing organizations**

Ready to Move Beyond QuickBooks or Xero?

Scale confidently and close faster.

[See Why Companies Switch](#)



High-Performance
Finance Software

POWERED BY Ai

AICPA
preferred
provider

AccountsIQ - Simplify Group Accounting and Accelerate Financial Close

[AccountsIQ](#) delivers cloud accounting software built for mid-market and growing businesses. With flexibility and automation at its core, they help finance teams consolidate multi-entity accounts, simplify workflows, and achieve faster, smarter reporting.

Key Highlights:

25% less time on consolidated reporting

30–80% fewer chargeable implementation days

5x faster
implementation than
full-scale ERP systems

1/10
of the time for
multi-dimensional
reporting vs. Sage

**5–10
minutes**

VAT processing
(vs. hours or days)

1 week
saved monthly via
automation of expenses
and fixed assets

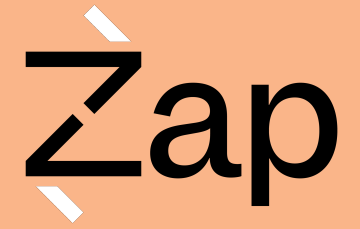
Core Benefits:

- Automation & Control: One-click consolidation and real-time transparency.
- Integration Ready: Open APIs for a unified ecosystem.
- Scalable Growth: Perfect for scaling beyond Xero, QuickBooks, or Sage.
- Actionable Insights: Advanced analytics for data-driven decisions.
- Collaboration Simplified: Role-based access and streamlined approvals.

AccountsIQ empowers finance teams to modernise their operations, accelerate month-end close, and focus on strategy — not spreadsheets.

Book a Demo

Zap - Data you can trust. Decisions made simple.



Finance teams today are overwhelmed by fragmented systems, spreadsheet chaos, and late-night reconciliations. Zap gives CFOs what they've been chasing for years: **a single, governed source of truth.**

CFOs are choosing Zap because it helps them:

- **Close 50% faster** with cross-ledger, cross-system reconciliation
- **Trust every number** with built-in governance, version control, and data lineage
- **Unlock flexible, AI-ready analytics & reporting** in Excel and Power BI

Zap is built for CFOs who...

- Need **audit-ready trust** and fast answers
- Live in **Excel**, but want control over their data
- Feel pressure to explain every number to execs, investors, or auditors
- Want recognition for clarity, calm, and control
- Need **historical AP/AR aging** to manage working capital during close



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"Zap Enabled Finance, HR, and Production Reporting Excellence"

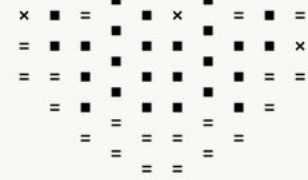
★★★★★ 5/5

Solutions for businesses running



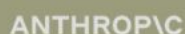
Dynamics 365





AI close automation built to **scale alongside your team**

Numeric is an AI close automation platform that unifies your close management, reporting, and cash for complex accounting teams. We help customers close faster and do more with lean teams, so they spend less time on busywork and more time driving strategic impact.



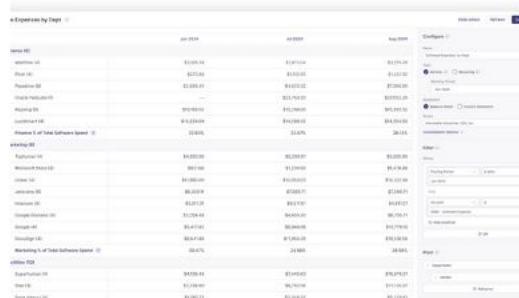






Excel-level flexibility, all in Numeric

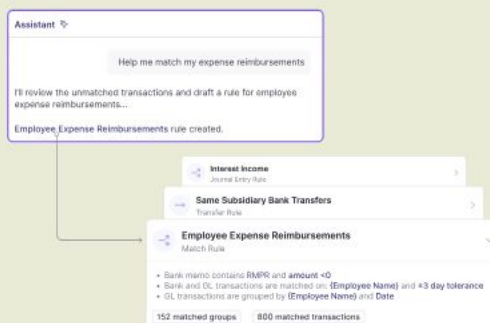
Numeric users can build powerful reports in seconds. Group OpEx accounts across departments, analyze spending trends, and calculate operating margins—all without touching NetSuite or Excel.



Expenses by Dept	Jan 2024	Feb 2024	Mar 2024
Admin	\$1,234.56	\$1,234.56	\$1,234.56
Finance	\$1,234.56	\$1,234.56	\$1,234.56
Marketing	\$1,234.56	\$1,234.56	\$1,234.56
Operations	\$1,234.56	\$1,234.56	\$1,234.56
R&D	\$1,234.56	\$1,234.56	\$1,234.56
Sales	\$1,234.56	\$1,234.56	\$1,234.56
Support	\$1,234.56	\$1,234.56	\$1,234.56
Training	\$1,234.56	\$1,234.56	\$1,234.56
Travel	\$1,234.56	\$1,234.56	\$1,234.56
Utilities	\$1,234.56	\$1,234.56	\$1,234.56
Other	\$1,234.56	\$1,234.56	\$1,234.56

Automated cash management in real-time

Save days on manual cash matching and journal entry drafting. Automate 90%+ of your bank recs, batch post journal entries with one click, and get real-time visibility into all of your cash positions.



Assistant

Help me match my expense reimbursements

I'll review the unmatched transactions and draft a rule for employee expense reimbursements...

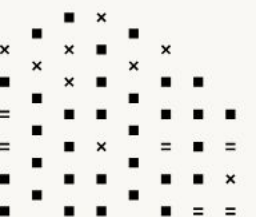
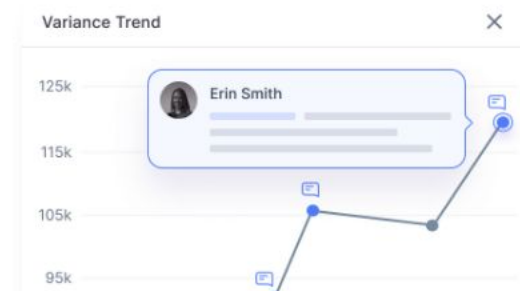
Employee Expense Reimbursements rule created.

- Interest Income
- Same Subsidiary Bank Transfers
- Employee Expense Reimbursements

152 matched groups 800 matched transactions

Lean team, outsized impact

Teams using Numeric do more with less, with an AI accounting assistant to auto-draft variance explanations, scan bank statements & pull balances, generate policies, and perform initial technical accounting research.



“ I think ultimately that implementing Numeric is **one of the best decisions I've made** as Controller over my 7 years at Brex.

Kevin Moore, Controller at Brex

Selecting the Right Solution



How to find the right solution for you

- Be clear on your requirements and what is important to you.
- Examine all the alternatives. Read reviews, ask for recommendations from fellow finance leaders.
- Software comparisons are available in a number of places.
 - The reviews on G2 are particularly useful:
 - <https://www.g2.com/categories/accounting>
- Make a short list:
 - Ask vendors on your shortlist questions that will determine whether they meet your needs.
 - Consider whether a demo from the vendor would be useful, and don't be afraid to ask the vendor to tailor the demo to show how their product specifically meets your key needs.

ERP & Fast Close Tech Showcase

Live demos from innovative ERP providers transforming finance systems for automation, integration, and a faster close.

Wednesday | 10 December 2025
3:00 PM GMT

FEATURING:

Sage

AccountsIQ

Zap

numeric

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Sources

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