



## CUSTOMER SUCCESS

### KMD Healthcare Solutions prescribes Peachtree by Sage Complete Accounting for better accountability

If you run a healthcare practice and you need help with the accounting needs of your business, you might want to contact Felicia Jordan of KMD Healthcare Solutions—a practice management and accounting services company for healthcare offices. As a degreed accountant with several years of business experience, Jordan always aspired to start her own accounting business. And after relocating to Texas to start an accounting career and work in healthcare for the first time, she saw a tremendous business opportunity to provide practice management and accounting help to healthcare professionals. “In my experiences, I could see these physicians struggling with the accounting side of business such as balancing the books, getting insurance claims paid, closing monthly and yearly financials, and complying with the proper tax requirements. “I really enjoy getting the financials turned around for these practices,” says Felicia Jordan, owner of KMD Healthcare Solutions. When Jordan isn’t focused on her customer’s books, she balances her own with the aid of Peachtree by Sage Complete Accounting.

#### QuickBooks Functionality Doesn’t Hold up for KMD

In addition to her considerable accounting experience, Jordan has been exposed to many accounting software programs. Her experience includes Peachtree, QuickBooks, and many other robust packages designed for mid-sized businesses. When choosing a software package to start KMD Healthcare Solutions, Jordan knew of two clear choices based on her experience, plus budget factors for a small business—and she chose Peachtree over QuickBooks to run her company.

“I started working with QuickBooks first because I already had it, says Jordan. But when my company began to evolve, I noticed that certain processes and controls lacked the ability to effectively perform certain accounting functions. Having an accounting background, I know there are certain things you must record. With QuickBooks, it wasn’t clear how to record those items. QuickBooks seems geared more toward non-accountants and novice users, so it’s not as functional and useful in its design to me.”

“While QuickBooks may be perceived as easy to use, it doesn’t have the capabilities I need for my business. When it comes to accounting, quick and easy might mean making some sacrifices to tracking your business information. That’s not the way I keep books. I want to be able to think



#### Customer:

**KMD Healthcare Solutions Group**

#### Industry:

Practice Management and Accounting Services for Healthcare Offices

#### Location:

Arlington, Texas

#### Number of Locations: 1

#### Number of Employees: 1

#### System:

**Peachtree by Sage Complete Accounting**

#### CHALLENGE

Startup healthcare back office service needed to find a small business accounting system that could produce and record more accountable business transactions than QuickBooks®.

#### SOLUTION

Previous business experience with Peachtree by Sage impressed owner to switch from QuickBooks because of the low cost and depth of accounting functionality.

#### RESULTS

Peachtree by Sage provides insightful tools that save time, money, and most importantly provide more accurate financials for KMD and its clients.

through my processes, journal entries, and transactions to see that the software is doing what I expect it to be doing. That's why I bought Peachtree to replace QuickBooks."

### Save Time and Money

After converting her data from QuickBooks to Peachtree and getting it up and running, Jordan is very satisfied with the software and looks forward to exploring more of what Peachtree can do. When she gets time, she uses the Help system to explore. "When I'm unsure what something means, the Help feature in Peachtree provides the guidance I need. It's very well written and intuitive. I also occasionally use the Peachtree online knowledgebase to find additional information."

The benefits of using Peachtree were noticeable to Jordan right away. For example, the ability to automatically calculate late charges or finance charges for each of her clients' customers provides a win-win scenario for KMD Healthcare Solutions. Jordan immediately valued this feature as a boost to her business. "Otherwise, I would have to manually calculate the finance charges based on past due invoices for each customer. This saves a lot of hours for me. And if I had to calculate all those by hand, I would have to bill my clients for the time. Therefore, it helps keep my fees more competitive and saves my clients money," says Jordan.

### Create a Healthy Bottom-Line

Jordan points to the electronic invoicing feature as one of her favorite time-savers. "After I create invoices for my clients' customers, I can e-mail it directly to them. It's so quick and easy—I love it!" Jordan laughs and continues. "I was thinking to myself, 'This is so awesome.' Before it had to be saved to my computer and added as an attachment to an e-mail. Now I don't even have to leave the system. It saves me time as well as hard drive space because I no longer have to save the invoices as attachments."

In comparison to QuickBooks, Jordan didn't hold back. She cited the fixed assets management and depreciation application in Peachtree as another reason for switching. While QuickBooks will state the assets, there's no ability to depreciate the assets from what is being used. This means you can overstate your assets, have a less accurate financial picture, and possibly pay more in taxes than

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you should. "I want to know what the numbers mean and—with Peachtree—I do. It's more accurate and it suits true accounting issues," clarifies Jordan.

She also appreciates the Time Entry feature in Peachtree because there are more options to apply on jobs that are based on recording time, such as CPA work, consulting, and others. "You can time it, record it, and invoice it—all in one stroke—based on the time that was recorded and the way you've predefined the costs per hour in the system. That's a really neat feature for my business. Peachtree allows me to apply more options, variables, phases, the closing out of cost codes, and more. QuickBooks just had a stopwatch to record time," Jordan recalls.

Overall, Peachtree has been a nice addition to KMD Healthcare Solutions and the perfect replacement for QuickBooks because it is more appropriate, accurate, and insightful. "Peachtree allows me to see what I owe and what my bottom line is. I am able to keep a closer eye on my business," declares Jordan.

If you'd like to learn more about Peachtree by Sage Complete Accounting, please visit [www.peachtree.com](http://www.peachtree.com) or call 877-495-9904 to speak with a new product specialist today.

## ABOUT SAGE SOFTWARE

Sage Software supports the needs, challenges, and dreams of more than 2.7 million small and mid-sized business customers in North America through easy-to-use, scalable, and customizable software and services. Our products help manage a complete range of business functions including: accounting, operations, customer relationship management, human resources, time tracking, merchant services and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries.

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