

# Comparison Report

Between

**Landmark KEYPrime Advanced**

And

**Sage 50 Professional 2012**



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# KEYPrime Advanced comparison with Sage 50 Professional 2012.



## Introduction

This report has been prepared by Landmark Systems Ltd to assist our staff, users and professional contacts to quickly ascertain which of these 2 competing programs is the most suitable choice to meet the needs of a business considering computerisation.

KEYPrime Advanced is the new flagship accounts software package from Landmark Systems Ltd and its direct market place competitor is the established Sage 50 Professional 2012 software.

KEYPrime Advanced builds upon the success of the widely sold and popular KEY32 software range which was aimed originally at the agricultural sector but expanded into many other business areas. The core philosophy of listening to user feedback, and where possible, integrating this into annual updates continues into the KEYPrime range of programs. Sage is a general package intended to cater for all types of business. The Chart of Accounts can be set up specifically according to legal entity manually or by utilising an Excel import tool. Landmark's team tailor the package to the users' specific requirements.



KEYPrime Advanced will seamlessly link into KEYPrime Property, a software range which facilitates the timely issue of rent demands, in accordance with lease terms, and the practical management of the properties on a day to day basis.

We hope you find this report informative and useful in your comparison of these two accounting systems. A more detailed review follows the summary.

KEYPrime is in continuous development and newer features will be added with future releases from which all existing users will benefit. The list below refers to the key areas only and there are many additional system functions and reports not referred to below.

Landmark Systems Ltd – March 2012

### COLOUR CODING USED

-  Represents a feature that we feel is better in KEYPrime Advanced than Sage 50 Professional 2012
-  Represents a feature that we feel is better in Sage 50 Professional 2012 than KEYPrime Advanced

If the box is left blank there are pro's and con's in each system.



## SUMMARY COMPARISON OF THE TWO SOFTWARE PACKAGES

### KEYPrime Advanced

### Sage 50 Professional 2012

#### SCREEN LAYOUTS AND MENUS

Screens can be highly tailored for each ledger and data entry screens, to help speed up data entry and extract information from the system.

Facility to tailor ledger and data entry screens but there is a smaller choice of fields, and you cannot move columns around to suit the user.

#### Installation

Requires Lamdmark assistance to install when being installed onto a network.

Capable of being installed by a computer literate user onto a network.

#### Security

Comprehensive data protection and restrictions and user definable roles.

Comprehensive restrictions available with similar functionality.

#### Back-Up

Simple to use, multi-company backups and ease of transfer to support desk.

Single company backups only.

#### SETTING UP

##### Nominal Ledger

Flexible year start dates, short periods, import of user defined structure, no complicated management reporting set up required.

Twelve month years only, and short or long periods not handled well. Help required with design of business specific management reporting.

##### Enterprises – the separate reportable divisions of a business

Easy to obtain, clear and comprehensive reporting on a cash or invoice basis.

Pre-written reports are less useful in obtaining the information required for actuals and budgets and are only on an invoice basis.

##### Analysis Codes – the specific items that require financial and quantity reporting

Easy to use facility to provide comprehensive reporting on project costings or individual item costs with flexible set up and range of uses.

'Projects' provide powerful job costing facilities, with budgeting for jobs. Reporting includes Committed Costs, and can be enhanced using Report Designer.

## KEYPrime Advanced

## Sage 50 Professional 2012

### Items – templates for speeding up and providing consistency in data entry

Consistent set up and application of use throughout all ledgers with easy to use flexibility without the need to use in a stock context.

Items are called Products, and can be Stock or Non Stock as required. Used in Quotes, Sales and Purchase Order Processing and Invoicing.

### VAT Ledger

Easy to use with all VAT functionality including Partial Exemption and reporting in one area.

VAT screen brings functionality together including direct on-line filing. Flat rate scheme available and full EC VAT reporting.

### Customers and Suppliers

Facility to have a single code for a trader that is used for sales and purchase transactions.

Instant activity reporting, drill down to Orders and Customers Invoices, real-time call logging, ability to issue user definable letters and diary follow up facility.

### Fixed Assets

Comprehensive ledger with automatic depreciation backed up with easy to read reports.

Ledger is not linked to nominal allowing differences to easily arise.

### Stocks

Full stock system is available but operation and reporting not as comprehensive as Sage.

Stock system can be fully integrated from purchase and sales orders and includes shortfall and short cut stock re-order facility.

### Opening Balances

Ease of entry by non-accountants, does not require knowledge of double entry to successfully complete.

Opening balance screen assists in posting trader balances and trial balance, but good book keeping knowledge essential to be able to complete.

## FINANCIAL REPORTING

Multi-year, no date range restrictions, budgets, invoice and cash flow based reports with drill down to underlying transactions, instantly produced from a simple menu driven screen coupled with ability to memorise frequently accessed reports.

Single and prior year reporting in standard reports with little flexibility, but can use Report Designer for up to 5 prior year's reports (for experienced users). Can list Favourite reports for easy access.

## KEYPrime Advanced

## Sage 50 Professional 2012

### BUDGETS

Unlimited number of easy to produce cashflow and/or profit & loss budgets at nominal, enterprise or analysis code level.

Sage has profit & loss budgets only, at nominal and departmental (detailed or summary) level. 'Projects' allows budgets by cost code.

### FOREIGN CURRENCY

Greater degree of control and better ledger reporting available throughout the program.

Foreign currency end of period Bank account revaluation available. Trader accounts are restricted to one currency only.

### DATA ENTRY

A more user friendly methodology to speed up data entry with many functions available to further enhance speed of processing. Easy error correction with full log of changes made.

Batch posting of transactions is available, with Memorise and Recall for easy entry. Many functions available in KEYPrime not present in Sage.

### SALES ORDER PROCESSING

Customisable screens and colour coding creates a powerful tool to allow users to track and report the status of each order. Immediate update of sales order as it changes to an invoice.

Quotations, recurring orders and quick short fall ordering are useful as is the comprehensive stock ledger. Screen displays are not as customisable, but reports are helpful e.g. Picking Lists. Useful Customer Price Lists.

### PURCHASE ORDER PROCESSING

Smooth flow from order to invoice with user definable screen layouts to highlight and report on required information.

Draft stage for order available and orders can be linked to projects for committed costings. Useful Supplier Price Lists. Less main screen information.

### SALES INVOICING

Fully flexible wording on sales invoicing with easy to use editing on a printable sales invoice.

Product invoices allow only limited description. Easy to create but cannot revise a sales invoice after updating to Customer Ledger.

## DETAILED COMPARISON OF THE TWO SOFTWARE PACKAGES

### KEYPrime Advanced

### Sage 50 Professional 2012

#### SCREEN LAYOUTS AND MENUS

	Each ledger and data entry screen can be easily user-tailored (using drag and drop) to show as much or as little information as the user needs.	Screen layouts and data entry screens are customisable in a similar way, but there is no drag and drop facility.
	Every screen has a quick sort and filter to display only the information needed and home in on relevant data.	Columns can be sorted and there is a similar Quick Search and filter searches.

#### INSTALLATION, SECURITY AND BACK UP

##### Installation

	Only requires Landmark assistance when being installed onto a network, but this is part of the care package when purchasing the software.	Network version capable of being installed by a computer literate user, with free Sage Cover phone support when first purchased.
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##### Security

	User name and password protection for data. Comprehensive access rights can be tailored for individual users and creation of typical roles e.g. sales ledger clerk to speed up future user access control.	Password to data sets with versatile setting of Access Rights to modules and the functionality within the modules.
	Comprehensive on screen manual.	Comprehensive on screen manual and also screen sensitive help.
	No video tutorials available.	Video tutorials for some areas of program.

##### Back-Up

	Back-up of all companies in single backup file.	Back-ups created for individual companies.
	Multiple Companies and multiple years can be opened at the same time.	Only single company set of data open at any time.
	Easy to use data transfer to Landmark for detailed assistance/help.	No direct transfer facility.

## SETTING UP

### Nominal Ledger

	Year start is not restricted to month start dates so can have 6 <sup>th</sup> April - 5 <sup>th</sup> April or any other year start date needed.	Only month start dates can be accommodated.
	Year Ends can be performed to any date and not restricted to fixed 12 month periods.	Annual accounting close only, making short or long periods of account difficult to deal with.
	Excel import of a user-definable spreadsheet based nominal code structure with a template provided for guidance means the nominal codes can be quickly tailored to match the business' exact requirements.	Range of nominal Charts of Account according to whether the business is a sole trader/partnership/limited company or charity. These then need to be tailored to meet specific business requirements.
	Landmark can import a nominal structure from an Excel spreadsheet.	Can import nominal codes. Rebuild facility enables a new business to be created with same nominal, departments, traders and stock etc., but no data.
	Nominals can have default group, units, vat, (stock type if applicable) and extended description.	Nominals have no editable defaults attached, except where Charity structure is used.

### Enterprises – the separate reportable divisions of a business

	Enterprises have user definable codes to add meaning. Enterprise or department report superior in ease of use and flexibility.	Departments have numeric codes with names, but reports show only the number and are less comprehensive.
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### Analysis Codes – the specific items that require financial and quantity reporting

	Easy to use facility to provide comprehensive reporting on project costings or individual item costs with flexible set up and range of uses.	Job costing facilities with the ability to set up budgets for jobs. Reporting of Actuals to Budgets and code type analysis including Committed Costs and WIP. Ability to record transactions specific to jobs and outside the Nominal Ledger.
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### Items – templates for speeding up and providing consistency in data entry

	Consistent set up and application of use throughout all ledgers with easy to use flexibility without the need to use in a stock context.	Items are called Products. Can be used for stock or non-stock items. Used in Quotes and Sales and Purchase Order Processing and Invoicing.
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## KEYPrime Advanced

## Sage 50 Professional 2012

### VAT Ledger

Easy to use with all VAT functionality, including partial exemption and reporting in one area. No on-line filing and limited EC reporting.

VAT screen brings functionality together, but VAT adjustment journals may be needed to effectively control the VAT. On-line filing available. UK Flat Rate Scheme is catered for and full EC reporting including Intrastat forms.

Old VAT Returns can be recompiled and viewed in detail easily.

Old VAT Returns open from a reconciled file which can be viewed from the VAT screen.

### Customers and Suppliers

Facility to have a single code for a trader that is used for sales and purchases.

Instant activity reporting, real-time call logging, ability to issue user definable letters and statements and diary follow up facility. Customers and Suppliers cannot share a single code.

### Fixed Assets

Fixed Assets are fully controlled and easy to use, providing automatic and dynamic depreciation provision. Profit or Loss on sale calculated and clear reporting available. Clear comprehensive reports are available.

Not a well used ledger in Sage, and is operated independently from the nominal ledger which can create differences. Profit and Loss on sales requires journals. Month End routine posts automatic depreciation journal.

### Stocks

Full stock system is available but operation and reporting not as comprehensive as Sage. Any changes in stock automatically update nominal stock codes.

Stock system can be fully integrated from purchase and sales orders. Stock Activity gives history of quantities, prices, bill of materials etc. But there is no link with nominal stock codes so a month end journal is required for management reports.

### Opening Balances

Designed for ease of entry by non-accountants and does not require knowledge of double entry to successfully complete and Landmark is available for guidance.

Opening balance screen assists in posting trader balances and trial balance and bank opening figures, but good bookkeeping knowledge essential to complete.

### FINANCIAL REPORTING

Reports are accessed through a simple menu type selection screen offering a variety of informative report layouts. These can be with budgets or prior period.

Reports are limited by comparison to KEYPrime, but Report Designer is a powerful facility (for experienced users).

## KEYPrime Advanced

## Sage 50 Professional 2012

	The date range is not restricted to the current financial period and can be for any date range.	Restricted to current financial year reporting for vast majority of reports.
	Report layouts for main financial reports are pre-determined by nominal structure so no additional report writing is required.	Separate process to construct financial reports which is inflexible if the nominal codes are not in correct sequence, but gives Profit (loss) after Taxation.
	P & L Multi-year reporting for as many years as you have data on the system.	Standard report is for prior year P & L only, but can use Report Designer for up to 5 prior years (for experienced users only).
	Cashflow reporting is a crucial management tool and this is included as standard.	No Cashflow reporting unless additional module is purchased and then a lot of user input is required.
	P & L, Cashflow and enterprise reports can be at a Summary (overview) format or in detail.	Standard only reporting available unless another Chart of Accounts layout is written to give greater detail.
	Prime has a simple to use Custom Report function which uses 'drag and drop' to create the required reports but with a limited amount of formatting options available.	Detailed Report Designer available so the user can edit or create whatever report is desired, but requires detailed knowledge to create.
	New nominal codes are automatically included within any standard financial reports.	Report layouts may need adjusting for newly created nominal (system gives a warning). User intervention required to ensure report accuracy.
	Drill down and edit available on financial reports.	Drill down to underlying report transactions only available in some Management Analysis reports. No edit facility.

## BUDGETS

	Unlimited number of cashflow and/or profit & loss budgets at nominal, enterprise or analysis code level.	Sage has profit & loss budgets at nominal and departmental (detailed or summary) level. Projects allows budgets by cost code.
	Simple to use Excel export and import to make preparation of budget as easy as possible with a variety of export formats available to suit the budget being prepared. This feature can also be used for 'what if' planning.	Less functionality on Sage, but can export nominal code and budget data to Excel and prepare budget and prior year data and then import to Sage.

**KEYPrime Advanced****Sage 50 Professional 2012**

Budgets can be pre-populated with previous year's actual or budget data.

This can be done at year end in Sage.

Budget data can include quantity information if required.

No equivalent facility in Sage.

**FOREIGN CURRENCY**

History of exchange rates used for each currency.

Easy to view foreign currency table but only displays currently used rate, there is no history reporting available.

A supplier can have a mix of sterling and foreign currency invoices posted to it.

Suppliers can only have a single currency invoice applied.

To pay a foreign currency purchase invoice the relevant currency bank account needs to be selected, so for example a Euro invoice cannot be paid from a sterling designated bank account.

To pay foreign currency purchase invoice the relevant currency bank account needs to be selected. So for example a Euro invoice cannot be paid from a sterling designated bank account.

Exchange rates can be entered as transactions are created on the system but do not update the historic table which adds flexibility to transaction posting.

Exchange rates can be entered as transactions are created on the system with an option to update the current single stored rate.

Prime's flexibility to have multiple currencies on a single trader entails re-running activity report for different currencies with no switching button as in Sage.

When reviewing a trader activity a useful button to swap between the home and foreign currency is available.

Trader activity reports can be run in the foreign or sterling currency, converting all currencies transactions into sterling equivalents or listing each currency transaction separately.

Trader activity reports can be run in either the foreign currency or in sterling.

Nominal transaction report shows the transaction in sterling with a note of the foreign currency it originated in.

Nominal transaction reports are all in sterling with no indication of foreign currency, this needs to be entered into description field.

Bank transaction reports for foreign currency accounts are shown either in the foreign currency or in sterling.

Bank transaction reports for foreign currency accounts are only shown in the foreign currency, but report in sterling by Nominal code.

Exchange rate valuations changes for net and vat are catered for.

Exchange rate calculations do not deal with any vat aspects.

No automatic end of period currency revaluation available.

Foreign currency bank period end revaluation wizard available with revaluation history.

**DATA ENTRY**

	<p>Separate Data Entry area from the supplier and customer ledgers providing quick access to previously posted transactions.</p>	<p>Basic Data Entry can be completed from supplier and customer ledger screens with easy access to previous activity.</p>
	<p>Each transaction is entered individually.</p>	<p>Batched transaction posting available with helpful F6 copy function to speed up data entry, and Memorise and Recall functionality.</p>
	<p>Greater level of detail available for data entry which can be automated by the use of ITEMS, including quantities, for enhanced reporting.</p>	<p>Entry of data is to Nominal code, Department and Project with no quantities.</p>
	<p>Comprehensive recurring transaction facility to speed up data entry for items such as standing orders. Daybook screens allow for copying transactions as well as Copy button from entry screens.</p>	<p>Comprehensive recurring transaction facility to speed up data entry for items such as standing orders. Memorise and Recall facility available in all main data entry screens.</p>
	<p>All transactions (except Journals) must have a trader designated which provides comprehensive supplier and customer reports.</p>	<p>Bank entries can be made without reference to a trader which loses reporting power.</p>
	<p>Data entry will warn if nominal used requires an enterprise, analysis code and/or quantity to promote quality data input.</p>	<p>No information requirements specified during data entry.</p>
	<p>A single transaction may have multiple lines including contras making the data entry screen a complete record of linked items.</p>	<p>Sage does not handle contras well. There is a separate screen for matching contras (does not apply if vat cash accounting).</p>
	<p>Any traders or ledger items that become unused as the business progresses can be hidden for active lists to keep only relevant visible.</p>	<p>No hide function available.</p>
	<p>Purchase Ledger payments and associated remittance advices can be automated using a 'What to Pay' function which lends itself to gaining prior approval before payments are made.</p>	<p>Similar purchase payment routine but not as informative screen layout and can only produce a report of overdue payments for approval before payments are made.</p>
	<p>Sales Ledger Receipts have a 'What to Receive' to speed up data entry.</p>	<p>No equivalent function.</p>

## KEYPrime Advanced

## Sage 50 Professional 2012

Sales Receipts part paying sales invoices take a little longer to process to enable cashflow report to be produced as accurately as possible.

Sales receipts part payments and payments on account are easy to process as there are no cashflow reporting requirements within Sage.

Correcting/deleting data is straightforward and accessed from Daybook screens from where the original entry was posted.

Correcting/deleting entries is accessed from the Corrections screen and is in a different format to how the original transaction was entered.

Journal entry screen is more detailed as it encompasses adjustments to quantities in addition to values and has helpful pre and post value indicators.

More straightforward journal entry screen as Sage does not cater for quantity information.

Bank reconciliation screen in a straightforward easy to use format but it does not show balances as items are matched. It is simple to recall and report on past reconciliations. Facility to drill down on bank reconciliations to edit items.

Comprehensive reconciliation screen which has the option of adding in missing entries whilst still in bank reconciliation screen (except transfers). Reconciled reports are easy to recall. In corrections can change items reconciled in error.

## SALES ORDER PROCESSING

Customisable grid screens (SOP & Goods Dispatched) add real power to the on screen reporting available. For example to see quantity ordered, despatched and short and ability to sort on screen and print or export to Excel.

Customisable screen layout (one screen) provides some extra reporting e.g. Order Due date. Screen displayed information is augmented by extensive reports including Picking Lists.

User defined colour scheme for instant identification of different stages an order has reached.

No equivalent feature available.

Creation of sales order is first stage of process.

Easy to use Quotation stage with stock reservation at very beginning of process before conversion into a sales order. Entry screen gives warning if there is insufficient stock.

Sales Orders are easy to part deliver and/or part invoice.

Processing sales orders for part deliveries and part invoicing is cumbersome to operate.

Prime has a sales order copy button but no recurring option.

Sales Orders can be set as recurring.

Raising the sales invoice from an order goes directly to the sales ledger.

Orders converted to sales invoices are held pending a further update procedure.

## KEYPrime Advanced

## Sage 50 Professional 2012

Stock recording and reporting is less detailed than Sage.

Good product and stock recording and reporting available for businesses with many stock lines with detailed product file available.

No re-order level details held within data.

Very helpful 'stock shortfall' report with immediate link through to purchase order for relevant stock item.

### PURCHASE ORDER PROCESSING

Customisable grid screens (POP and Goods Received) add real power to the on screen reporting available. For example to see quantity ordered, received and short and ability to sort on screen and print or export to Excel.

Customisable screen layout (one screen) provides some extra reporting. Screen displayed information is augmented by reports.

Creation of purchase order is first stage of process.

Draft order stage is available prior to confirmation as a purchase order.

Smooth flow of methodology through from order to delivery to invoice.

Multiple stages to process the purchase order, part deliveries and part invoicing are cumbersome.

No reporting of committed costs by purchase order available on analysis code reporting.

Purchase orders can be linked to Projects to provide committed cost reports.

### SALES INVOICING

Any number and type of deductions can be included on printable sales invoice.

Only deposits can be deducted on a sales invoice.

Sales invoice layout can be tailored by the user.

Sales invoice layout can be tailored by the user.

Full editing and reprinting facilities using Daybook listing of sales invoices.

Once updated to the sales ledger, sales invoiced cannot be changed.

**KEYPrime Advanced****Sage 50 Professional 2012****OTHER MATTERS**

	Trader reports are neat and clear and available in summary of detail format both having a drill down facility to the underlying records which may then be edited.	Wide range of Trader reports by drill down facility only available in Aged reports. On screen drill down available only in customer activity. There is no edit facility.
	Prime has extensive Code Change facility enabling ledgers to be kept in a logical code order encompassing future changes. For example a trader may change name and its code may also need altering as a result.	Code change facility not available with Sage.
	Prime has no equivalent feature.	The Diary and To Do list is extensive and useful.
	Re-generating control account information is far easier in KEY and can be done for dates prior to year start.	Recreation of the prior year's control accounts can only be achieved through closing balance adjustment journals.
	Prime will report without restriction across financial year ends.	Other than Project Codes there is no facility to report across year ends.
	Import of Accountants data is limited to new transactions.	Comprehensive off-site processing by Accountants can be imported back into the live data.
	KEYPrime is supplied with standard layouts which are user-customisable. This covers sales invoice, sales and purchase orders, despatch notes and remittance advices.	Sage has similar customisable layouts in Report Designer.
	Easy to do Self Billing Invoices on behalf of Suppliers.	No Self Billing facility available in Sage.

## Support Notes

Annual support prices based upon Sage Cover Extra which includes annual version updates. KEYPrime cover provides at least an annual update as standard.

Sage purchase includes 30 days support.  
KEYPrime 12 months software support is included (assuming training purchased).

Sage version updates chargeable separately unless take out Sage Cover Extra.  
KEYPrime version updates provided free of charge within support price.

Sage Cover: Telephone support and remote assistance; email support; online resources; e-newsletter; solutions magazine; some discounts.

Sage Cover Extra: as for standard cover plus Sage Business Advice and latest version upgrade.

KEYPrime Support: Dedicated UK based telephone support helpdesk (with no automated call waiting system), covering processing and accounting matters; direct access to trainers; email support; internet based live support solution; annual newsletter; online resources; helpdesk has direct access to programmers for any complex issues.

Landmark also liaises direct with clients and their professional advisers (including accountants) from initial set-up through to year-end adjustments and business progression.

### KEYPrime User Quotes:

Sonia Roberts – Lonsdale Estate

*KEYPrime journal entries make month end and year end so much easier.*

Donna Stephens – Runcton Farm Shop

*I find the spreadsheet layout of the data entry screen really easy to view and check. It is much easier to check the data and iron out any discrepancies.*

Ros Emmerson – J.W. Grant

*Absolutely loving the program!*

Hugh Broom – Thomas Broom & Son

*It was delivered on time, on target and on budget. Flexibility is absolutely KEY!*

Richard Stanley – Stanley and Pickford

*I liked the program when I saw the demonstration last year and felt that it was time to join the innovators and move to the new generation of software.*