



Contact: Anya Ciecierski
860-485-0910, ext. 3102
200 Birge Park Road
Harwinton, CT 06791-1909
anyac@calszone.com
<http://www.calszone.com>

For Immediate Release:

Accounting Software Buyers Guide Includes 30 Questions Every CFO Should Ask To Compare the Real Cost of a Complete Accounting Software Implementation Project.

Harwinton, Connecticut --- May 28, 2009 – CAL Business Solutions announces the release of a new white paper aimed at educating accounting software buyers on ways to save money and avoid hidden costs when buying new ERP/accounting software. Companies will find sixteen buying tips and thirty cost-saving questions to ask a valued added reseller (VAR) in the free white paper [“30 Questions Every CFO Must Ask About The Cost of Accounting Software”](#).

When companies are ready to [upgrade from QuickBooks](#) or another entry level accounting software to a midmarket system the first question is “**How much will cost?**” Unlike other purchases, it’s not as easy as finding a price tag on the bottom of the box. There are many variables that all factor into the total project price and software is only a small fraction of that cost.

The 28-page white paper, from CAL Business Solutions, Inc., a [Connecticut Microsoft Dynamics GP partner](#), takes the guesswork out of determining the real cost of a complete ERP/accounting software project. While the paper uses Microsoft Dynamics GP (Great Plains) as the example, the principles apply to almost any midmarket accounting software system.

The paper is divided into 3 sections: Software, Service and Hardware. Plus 3 bonus sections including: What to Do Before the Quote, How to Pick the Right Software Partner and Why Do ERP Projects Go Over Budget. Plus a Project Cost Worksheet for calculating expenses during the quote and proposal stage.

“Many companies focus on just the cost of the accounting software licenses and forget about the additional costs of installing and implementing the software. Plus the price of hardware, integration to others systems, converting your data, training your employees and ongoing support costs.” Says George Mackiewicz, owner of CAL Business Solutions. “We know people crave honesty and facts and we want to give them information up front to help avoid sticker shock later.”

The information in the white paper is presented in plain English without having to decipher acronyms and software jargon. It can be used as a first step to educate software buyers before the software selection process or to make sure you are negotiating the best deal when ready to sign a contract.

The white paper can be downloaded at www.calszone.com/30questions.

[About CAL Business Solutions, Inc.](#)

Established in 1982, CAL Business Solutions is a Microsoft Gold Certified Partner with expertise in Microsoft Dynamics GP (Great Plains) financial management software for small and mid-market companies. The professional team includes 18 employees who support [Microsoft Dynamics GP \(Great Plains\) Version 8.0 through Version 10.0](#) for over 200 customers. CAL offers [Microsoft Dynamics GP training](#) at its training center on the CAL campus in Connecticut (CT). The firm also publishes “[Dynamics GP Tips and Tricks](#),” an educational bi-monthly e-newsletter for Great Plains users.

Connect with CAL Business Solutions at [LinkedIn](#) or visit their [blog](#) for additional insights into accounting software.

###