

Find the
best **NetSuite**
alternative for
your company



NetSuite, acquired by Oracle in 2016, is a powerful enterprise resource planning platform. But with all of that functionality comes more of what you might not want — complexity and cost.

If you're looking for a NetSuite alternative for your medium-sized, multi-entity business, here's how to find the best one.

Why consider NetSuite alternatives?

Maybe you're weighing the benefits of NetSuite vs. a different, but similarly functional, cloud ERP system – or even an on-premise choice such as that offered by SAP Business One. Or maybe you're trying to decide between NetSuite vs. less feature-heavy financial management systems. There are a few key reasons why a NetSuite alternative might be the better option for your business.



Cost

The cost of ERP software can add up quickly, and there isn't always a "sticker price" that can be easily accessed on a provider's website. NetSuite, for example, requires you to contact the company for pricing details, so it's difficult to casually price NetSuite vs. other software.

According to the tech review site Software Connect, NetSuite ERP software generally has a 10-user minimum, which means you can expect to pay at least \$1,000 per month for a starting package, plus implementation charges. Multiple reviewers on Software Connect cited price as a primary reason their company ultimately chose a different solution, with total implementation costs of \$60,000 or even \$100,000.

The good news is, there are solutions out there like Gravity Software, which maintains cost-effectiveness by providing a set of core functions that would benefit



any multi-entity business and offering add-on modules for more specialized tasks. That way, you can select the capabilities you need – without paying for ones you'll never use.



Complexity and usability

While some tech site reviews commend NetSuite vs. other cloud ERP software for its user-friendliness, others lament a poor and outdated user interface. Software Connect warns of a tedious setup and an implementation that may require technical expertise in the form of a value-added reseller (VAR).

Many NetSuite alternatives, particularly entry-level accounting solutions such as FreshBooks and Xero, are designed with simplicity in mind. FreshBooks in particular touts itself as an easy-to-use accounting solution and even includes a testimonial on its website from a self-described "non-numbers" person.



Customization and flexibility

Most accounting solutions and ERP systems offer plenty of customization opportunities, either through software configuration – more common at the enterprise level and usually handled by a consultant or reseller – or integration with provider-developed modules or third-party applications.

NetSuite ERP software, for one, offers hundreds of third-party add-ons. But customizations and add-ons aren't free. One NetSuite reviewer shared on Software Connect that the number of add-ons needed to make NetSuite work for their business rendered the software cost-prohibitive. They can also take time and work to integrate with your solution, and too many can bog down your system.

Third-party add-ons are best thought of as a final puzzle piece in a solution that already has the core functionalities your business needs. Choosing a solution with a strong roster of available modules or native applications, as these are built by the provider and will integrate seamlessly with your software, can also be beneficial. Examples of NetSuite alternatives that do this well include Acumatica Cloud ERP and solutions built in the Microsoft ecosystem, such as Microsoft Dynamics 365 Business Central and Gravity Software.



Scalability

Your accounting solution should serve you for the next 5-10 years, even if your business grows. Data storage capacity and ease of adding users are key considerations here.

With cloud ERP software like NetSuite vs. an on-premise solution such as that offered by SAP Business One, you can increase your data storage capacity without a major server overhaul. The bad news, however, is that NetSuite's pricing is based on a service-tier model in which the more cloud storage you need, the more you pay, and neglecting to upgrade your storage capacity could **slow down your service**.

With a NetSuite alternative that's built in the Microsoft ecosystem, such as Gravity Software and Microsoft Dynamics 365 Business Central, cloud hosting is part of the subscription fee. And adding users is easy in Gravity, even before your contract runs out.



Top NetSuite alternatives

If NetSuite isn't the right accounting solution for your business, there are plenty of alternatives on the market. Here are a few.

NetSuite vs. Gravity Software

Gravity Software was created in 2013 specifically to bridge a gap in the accounting software market. Multi-entity accounting isn't an afterthought in Gravity Software; it's central to every facet of the software's design from its revenue management systems to its reporting features. Gravity Software is an ideal accounting solution for small to medium sized businesses such as holding companies, healthcare, professional services firms and distribution companies, family offices and more.



Key features of Gravity Software

Gravity marries the key features of entry-level accounting software with capabilities you'd normally only expect in cloud ERP software. Gravity Software's most significant key feature is the ability to account separately for every entity within your organization, even as all of your organization's financial data is stored in a single database. This means:

- **Information can be shared across entities with the click of a few buttons rather than logging out of and into separate databases and entering the same data again and again.**
- **Intercompany transactions are a breeze, with due to/due from entries that balance automatically.**
- **You can prepare consolidated reports without painstakingly copying data from each entity's database and pasting it into a separate spreadsheet or program.**

Gravity Software offers core functions such as inventory management, multi-currency accounting and automated bank book reconciliation. For those seeking enhanced capabilities, option modules like AP Automation, Requisition Management and Fixed Asset Management can be added. Whether you're looking to streamline your operations or boost overall efficiency, Gravity Software can help.

Some of Gravity Software's key benefits include:

- **Cost-effectiveness** — Gravity Software delivers ERP-level functionality at a significantly lower price point by leveraging the robust capabilities of the Microsoft Power Platform, on which it is natively built.
- **Superior customer support** — Gravity Software consistently earns praise on tech review sites like G2 for its prompt and personalized customer service. Clients often receive direct responses from Gravity within 24 hours, unlike with larger accounting software providers, where support often involves navigating call centers or relying on user forums.

NetSuite vs. Entry-level Accounting Solutions

There are several accounting solutions in today's marketplace that could be considered entry-level, as they're often geared toward small businesses or single-entity companies. They share similar core financial management functionalities, such as invoicing, expense tracking, revenue management and some degree of reporting capabilities. Some even offer more advanced functions such as project management and operational features like inventory management. Their pricing structure is typically a service-tier model, and they are generally cloud accounting software solutions. But each solution has qualities that set it apart from the others.

QuickBooks Online

QuickBooks is one of the most popular accounting solutions on the market today. Its positive aspects include its affordability and the availability of numerous third-party integrations. The company's large user and community support system means users are likely to find an answer to any questions they might have, although some reviewers on tech sites report that the official QuickBooks support leaves much to be desired.

Xero

One factor that sets Xero apart from similarly positioned financial management solutions is its extensive app marketplace. It's also known for its user-friendly interface and robust multi-currency software that can process transactions in more than 160 currencies.

Zoho Books

Zoho Books is part of the Zoho suite of products, meaning it integrates seamlessly with other Zoho products, such as Zoho Billing and Zoho Commerce, as well as other commonly used applications. It's known for its cost-effectiveness, as there are several pricing tiers to fit a company's budget and needs.

FreshBooks

FreshBooks is designed for business owners with or without employees and also carries some advanced features such as time tracking tools and recurring billing. FreshBooks Payroll is available for businesses with human resources to manage. Its biggest selling point, as evidenced by the advertising on the company's website, is its ease of use. Multiple users on the software review site G2 also list customer support as one of the solution's positive features.

If you're a single-entity business, any of these might prove to be a viable NetSuite alternative. If your business is poised for growth, however, it's important to keep in mind that with entry-level accounting solutions, users need to create a separate database for each entity within their organization. This means you'll spend a lot of time repeatedly copying and pasting data from one database to another. It isn't just extra work and wasted time; it also increases your chances of making costly, time-consuming errors.

NetSuite vs. Sage Intacct

Like NetSuite, Sage Intacct is a full-fledged enterprise resource planning system that offers comprehensive financial management, human resources management, supply chain management and inventory management. It boasts advanced reporting and business intelligence capabilities, including AI-powered predictive business analytics. It's scalable and boasts strong integration capabilities.

But, G2 lists user-unfriendliness and learning curve among Sage Intacct's "cons," and Software Connect warns that "businesses with a budget of less than \$5 million might find the software costly."



Customer testimonials & case studies

Here is a sampling of clients whose businesses were transformed when they switched to Gravity Software:



360 Destination Group

The destination management company was suffering from inefficiency and duplication of data entry. They were already using Microsoft Dynamics 365 CRM for their customer relationship management, so utilizing Gravity Software for the back-end financials made perfect sense. Since switching from QuickBooks Desktop, they've eliminated much of the duplicate data entry that was bogging the team down along, and intercompany transactions are no longer a hassle.



Sunray Companies

By enlisting a partner to help customize the 47-entity organization's Gravity Software instance, accounts payable administrator Stephanie Welborn was able to cut the time spent on intercompany transactions from multiple days down to about 30 minutes.



OneFire Holding Co.

By switching from QuickBooks Enterprise to Gravity Software, the screen time needed to complete this tribal holding company's accounting functions has been cut in half. The push of a button now produces a comprehensive report on all the organizations involved, and that happens by the fourth day of each month – without requiring users to pull together 17 different balance sheets for 17 different entities.



Brandon Capital

When the private equity firm switched from Xero to Gravity Software, they cut days off their report compilation time. They've also made use of Gravity's investment management software to automate many investment-related tasks, freeing up "accountants to be accountants," said CFO Amy Perkin, "not data entry people."

Here's what other users had to say:

“With all the time we're saving on bank reconciliation, month-end close, and other routine tasks, we can do more financial analysis, budgeting, and providing valuable feedback to the company on strategic direction.”

Tera Carpenter

VP of Finance & HR, Dr. Tavel Family Eye Care

“The multiple entities and reporting aspect of Gravity Software's financials with Microsoft Power BI allowed us to tap into key data and put various dashboards into visuals. You can do it all within Gravity!”

Shawna Bailey

Director of Accounting, 360 Destination Group

“Our team members become problem-solvers, and they can actually head off potential expenses down the line. Because we don't need to hire somebody else for data entry, they can focus more on high-end accounting, which helps to keep them engaged.”

Stephanie Welborn

Accounts Payable Administrator, Sunray Companies



Netsuite vs. Gravity Software: The difference is clear

With its cost and complexity, NetSuite might not be the right choice for your business. A NetSuite alternative like QuickBooks, however, might not offer sufficient functionality for a multi-entity company.

Fortunately, there's an alternative to the alternatives: Gravity Software, which offers robust multi-entity financial management capabilities, plenty of customization opportunities and the support of a dedicated team of knowledgeable professionals – all at an affordable price point without a bevy of hidden costs.

But it's important to explore Gravity Software for yourself to see whether it's the right solution for you. [Schedule a demo today](#), and let our team answer your questions and show you why Gravity Software is an ideal NetSuite alternative.

[SCHEDULE DEMO TODAY](#)

FAQs about switching to Gravity Software

from NetSuite or other alternatives

Our company is ready to switch to Gravity Software, but I'm not sure we're equipped to handle the implementation process on our own.

Can someone help us?

Yes! While Gravity is designed to be simpler to use and implement than ERP software like SAP Business One or NetSuite, a knowledgeable partner can still help you get the most out of Gravity Software. We work with a network of trusted partners who use a proven methodology to guide clients through the transition to Gravity Software, covering everything from project organization to data migration to user training.

What if we need additional training or help after we've gone live with Gravity Software?

Gravity Software offers multiple support avenues. If you just need a quick reminder on how to use a particular feature, you can access our new AI-powered Help feature for fast and easy answer. For more in-depth training, our network of trusted partners can provide remote sessions tailored to your needs. Additionally, for any other questions or to suggest new capabilities, you can always reach out to our team.

Can Gravity Software accommodate our company's unique way of doing things?

Gravity Software is designed to be a flexible solution for multi-entity companies across many industries, including family offices, healthcare, hospitality, investment firms and holding companies, renewable energy and more.



How does Gravity Software's pricing structure differ from that of an ERP system like NetSuite or SAP Business One?

To get an estimate for NetSuite, you'd need to call the company or schedule a demo. But Software Connect, and some of the reviewers on it, have said companies using NetSuite can expect to pay about \$1,000 per user, per month. That doesn't include implementation costs, which rise the more you customize the software.

Gravity Software's per-user cost is listed [right here](#) on our website so you can plan your finances accordingly.

BETTER. SMARTER. ACCOUNTING.

If you're looking for an alternative to NetSuite for your growing business, Gravity Software is the perfect fit. Built on the Microsoft Power Platform, our cloud-based software has all the features and flexibility you need to manage multi-company accounting within a single platform.

G2 has recognized Gravity Software as a high performer and a user-friendly solution for years. It has also been named among the top 15 accounting software vendors by BusinessSoftware.com and a top accounting solution provider by CFO Tech Outlook.

See why more than **3,200 companies** in over **33 countries** rely on Gravity Software.

SCHEDULE A FREE DEMO



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Say **GO!**
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