QUICKBOOKS VS. BLUE LINK PHARMACEUTICAL ERP

Features	QuickBooks	Blue Link ERP
Accounting	• Ideal for small businesses looking for basic accounting features • Can track sales, expenses, and profits • Multi-currency • Limited to 25 users • Lack of audit trails and the ability to erase transactions entirely can severely compromise data integrity – which is problematic as you grow.	• Robust accounting functionality and posting integrity controls • Prevents a business's books from going out of balance and ensures a trail of entries and adjustments • Accounts Receivable/Payable, Bank Management, General Ledger, Multi-Company/Multi-Currency • Financial report writer
Inventory Control	• View quantities on hand • Real-time inventory valuation • Automatically calculate the cost of each product sold using first in, first out (FIFO)	• Live inventory information, including costing, quantities and reorder levels • Automatic reports that get generated and sent to the appropriate people when critical field data is missing • FIFO
Pedigree Reporting	✕	• Tracks historical information about a specific lot and the trading partners involved
Traceability (Lot Tracking)	• With QuickBooks Desktop Enterprise Advanced Inventory, you can track serial numbers or lot numbers • You can't track both	• Tracks both internal and external serial numbers and lot numbers • Aids in achieving FDA / ISO / CFIA compliance • Simplify product recalls and warnings • Auto-generate lot numbers if desired • Track as many or as few items as needed • Allows for accurate margin calculations when a single SKU is used for special one-time purchases

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Landed Costs	• Manual process or 3rd party integration required	• Automatically calculate landed costs — no more manual calculations • Accurately track true product costs • Maintain target margins — no surprises • Allocate landed costs proportionately — different percentages based on weight etc.
Track National Drug Codes (NDC#)	✖	• Association of NDC#, Family, Brand, Strength, Dosage, Drug Classification, Customer Limits and Ratio of each product • Printing of product-specific information on various documentation including printed labels and "Transaction Information"
Controlled Substance Ordering System (CSOS)	✖	• CSOS is built into Blue Link's Online Order Portal for distribution businesses in order to allow pharmacies and other customers to place orders online for Schedule II drugs • Certified by the DEA • Functionality is based on regulations that allow CII items to be ordered electronically, assuming certain criteria have been met • Eliminates the need for customers to complete and mail/courier DEA Form 222 • Eliminates the need for customers to submit separate sales orders for C2 and "other" products • Ability for supplier to submit mandatory CSOS Reports every 48 hours

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Features	QuickBooks	Blue Link ERP
Serialization	✗	• Verification of product at package level including SNI
DEA License Tracking	✗	• Identifies within the system type of license, state, license number, expiry date, and allowable drug schedule for each customer ship-to address • Allows user to generate reports with information on licenses that are approaching expiry • Interfaced with Online Order Portal (if acquired) • Storage of digital copies of customer and vendor licenses
Suspicious Order Monitoring (SOM)	✗	• Ensures distributors are in compliance with DEA laws • View average single or monthly order total amount or quantity of product by NDC #
Transaction History Management	✗	• Transaction history (product/lot tracking information) of a specific drug's route • Automatic tracking information stored to one level back and one level forward • Ability to enter complete transaction tracking for each product/lot back to the manufacturer • Transaction Reporting (T3)
CRM	• 3rd party integration required	• Create user-defined steps and processes according to the business' workflow • Manage Marketing lists, integrate with MS office including emailing via Outlook and more