

CUSTOMER INDUSTRY:

Healthcare

HOSTED QUICKBOOKS DESKTOP

APPLICATION HOSTING

CASE STUDY

When Moving to QuickBooks Online Isn't the Right Move

The only thing worse than moving from QuickBooks Desktop to QuickBooks Online is having to move right back.

For a large psychological practice, however, there was a third, even worse option: **staying in QuickBooks Online.**

When Intuit announced that it would stop supporting QuickBooks Desktop Pro and Premier the company figured that was it — move up, or move down, but you can't stay here. Hoping to avoid the huge cost increase that came with QuickBooks Enterprise, the team chose what they thought was their only other option: **migrating from QuickBooks Desktop to QuickBooks Online.**

Only then did they find out QuickBooks Online couldn't meet their needs, and that **there had been another option all along.**

Summit was able to set them back up with a **hosted version of QuickBooks Desktop.** It gave them the functionality they needed and with the bonus of not having to manage their own cloud servers. Unfortunately, they had to waste a lot of money and time before getting to us.

You don't have to.

CHALLENGE

The myth of the mandatory QuickBooks Online migration

QuickBooks Online is great accounting software for small businesses. When businesses get to a certain size, however, it starts to break down. It can't handle [advanced inventory or multiple companies](#), for two examples. Sophisticated businesses were always meant to transfer to QuickBooks Desktop Pro or Premier.

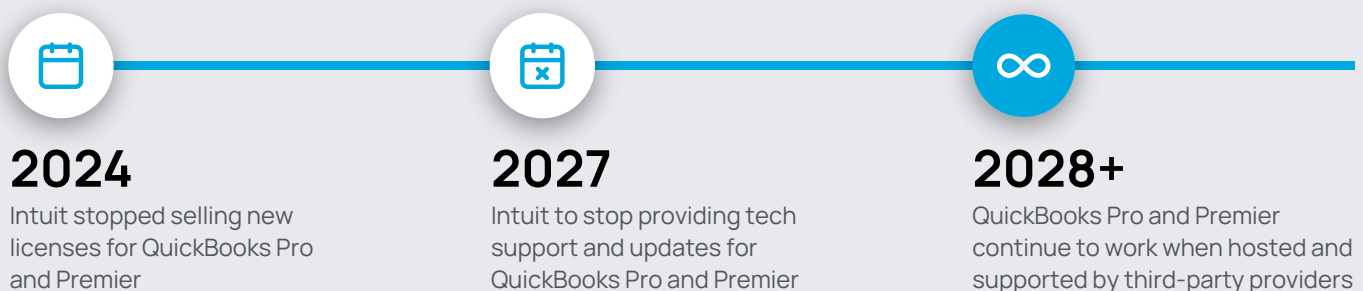
That system worked fine when Pro and Premier licenses were available. Businesses could scale up over time. **In 2024, however, Intuit stopped selling those licenses** in favor of a cleaner slate of products: QuickBooks Online and QuickBooks Enterprise.

The switch left a lot of companies stuck in the middle, not quite ready for the high functionality and high costs of QuickBooks Enterprise, but too sophisticated for QuickBooks Online.



In reality though, they never had to choose.

Intuit has stopped selling new licenses for Pro and Premier, and it plans to stop supporting the programs in 2027. **That doesn't mean that they've stopped working, however, or even that they're going to.** Plenty of businesses operate on deprecated technology — Southwest Airlines was even [saved by it](#). Intuit is constantly investing in new features to improve workloads, but if they're not necessary for your particular workloads, there's no reason to sit on the cutting edge. Especially not when you have something that's already working.



SOLUTION

The shouldn't-be-a-secret alternative to converting QuickBooks Desktop to Online

Unfortunately, there wasn't anyone to explain that to this psychological practice. QuickBooks is promoting the two types of accounting software because the company wants everyone to make the move. From a business perspective, it means easier support and higher revenue. There's no reason to walk people through the workarounds.

If the practice had known staying on their soon-to-be-unsupported software was an option, they probably would have done so. They had been [hosting the application on their own server](#) for years — and while they weren't keen to keep managing a private cloud, nothing was broken.

At Summit, this is the point where we wish we could stop time and talk to every business. **QuickBooks Desktop Pro and Premier will keep working until 2027, and likely far, far beyond.**

If it's working, stick with it.

Talk options with our experts →



If the problem is managing your own servers, there's a solution for that too. **Summit can handle all of the hosting**, so you get a cloud-enabled application like QuickBooks Online, without losing the accounting functionality you've come to rely on.

RESULTS

The cost of switching QuickBooks versions, then switching back

Converting from QuickBooks Desktop to Online is already a challenge. Data sets have to be normalized, custom functionality needs to be built, additional features may need to be added — all at a cost, of course. **Moving data out of QuickBooks Online, however, is another level.** There are whole companies we partner with at Summit to help our clients migrate smoothly.



Data sets have to be normalized



Custom functionality needs to be built

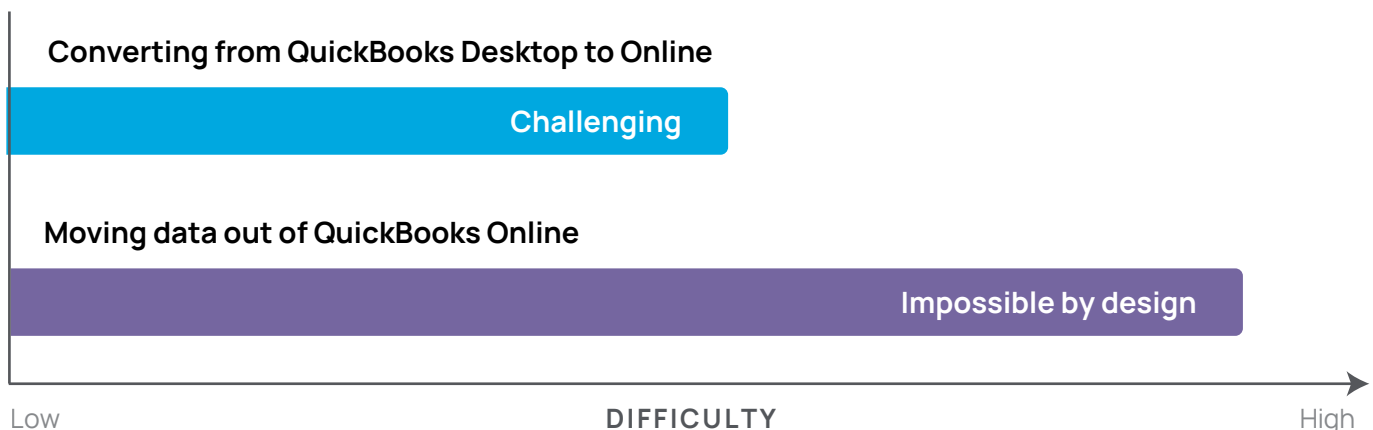


Additional features may need to be added

The team estimates that they lost **thousands of dollars** in time and expenses.

The psychological practice essentially duplicated the trouble. And it cost them. The team estimates that they lost thousands of dollars in time and expenses. The happiness and peace-of-mind costs may be incalculable, but they're not nothing.

Fortunately, they went looking for a better way, and found Summit. We were able to help them get to a better place than they started. They now have **all the software functionality they need, a stable and secure hosting solution they don't have to manage, and a foundation that they can build on.**



Just because Intuit wants you to move to the cloud doesn't mean you have to. If your current software works for your business, Summit can help you keep it that way.

CONTACT US



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