Why Fishbowl Manufacturing and Fishbowl Warehouse Are #1 Among QuickBooks Users

Fishbowl® is the most popular manufacturing and warehouse management software for QuickBooks® users. **Fishbowl Manufacturing® (FBM)** and **Fishbowl Warehouse® (FBW)** offer extensive features to help automate your business processes with order management, production, inventory tracking, and many other areas of your business.

Fishbowl Manufacturing and **Fishbowl Warehouse** are affordable solutions that solve many of the problems that only expensive solutions solved in the past. Fishbowl solutions integrate with QuickBooks and are the the leading manufacturing and warehouse solutions for manufacturers, wholesalers, e-commerce companies, and retailers that use QuickBooks. It allows companies to continue to use the QuickBooks software they already know. Fishbowl solves many problems that small and medium-sized businesses struggle with in today's highly competitive business world.

Fishbowl and QuickBooks

Fishbowl was one of the first third-party software providers to receive Intuit's Gold Developer Status when the status originally became available in 2004. This gives Fishbowl developers unique insights into the workings of the QuickBooks software code so that they make Fishbowl Manufacturing and Fishbowl Warehouse work in harmony with it.

Fishbowl is extremely popular among QuickBooks users because it extends the life of QuickBooks for small and midsize businesses. Rather than having to switch to an expensive ERP system, you can continue using QuickBooks for many years by adding affordable manufacturing and warehouse management features to it with Fishbowl.

Fishbowl provides features in more than a dozen areas where QuickBooks either does not have them or does not offer advanced ones. These include:

- *Bill of materials*
- *Costing methods*
- *Creating and printing barcodes*
- *Drop shipping*
- *Locations*
- *Manufacture orders and work orders*
- *Multi-currency*
- *Multiple location part tracking*
- *Part tracking criteria*
- *Partners*

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- *Product/kit configurator*
- *Remote access*
- *Reports*
- *Return merchandise authorization*
- *Status updates*
- *Transfer orders*
- *UPS Ready shipping*
- *User access rights*
- *Variable pricing and discounting*

Fishbowl adds functionality that QuickBooks lacks in all of these areas. Let's talk more about each one.

Bill of Materials

QuickBooks provides bill of materials functionality for simple product assembly only. This is the most common type of bill of materials that manufacturers need because most of their operations are geared toward creating products to sell.

In addition to simple assembly, Fishbowl's bills of materials can be used for manufacturing jobs with multiple levels and stages. Some products, such as electronics and vehicles, require multiple levels of production before all of the components are ready to be combined into the final product. Later stages can't be started until earlier ones are completed. Fishbowl helps sort out all of these operations so that everything is done in the correct order.

Costing Methods

QuickBooks supports Average Cost and First In First Out (FIFO) costing methods. These are the two most common costing methods, especially among small and midsize businesses. Average Cost involves finding the mean cost of all of the copies of a certain item you have purchased. Costs can change over time, so this helps stabilize them for accounting purposes. FIFO means that you use the cost of the earliest product you got in to calculate expenses.

Fishbowl supports Average Costing, FIFO, Last In First Out (LIFO), and Standard Cost. LIFO means you use the cost of the most recently received products to calculate the cost of goods sold. Standard Cost uses the generally accepted pricing terms for parts and products that are set by a particular industry, even if they're different than what you paid for those parts and products.

Creating and Printing Barcodes

QuickBooks does not support barcode creation or printing. You can import data into QuickBooks via Excel spreadsheets and by manually entering numbers. You can also use barcodes to automatically enter information. But you can't generate those barcodes from QuickBooks. They must already exist.

Fishbowl has the ability to create, print, and scan barcodes. You can generate barcodes for products and then print them for labeling purposes. By scanning product barcodes, you can check the quantity in stock, locate them, update quantities in a cycle count, pick them, reorder them, receive them, and more.

Fishbowl's integration with QuickBooks means that you don't need to scan data into the accounting software. After you have entered order information and other updates into Fishbowl, it automatically exports them into QuickBooks. This eliminates double data entry and keeps your inventory and accounting records accurate.

Drop Shipping

Drop shipping is an option many wholesale distributors use to save on carrying costs and storage space. QuickBooks Pro and Premier do not support drop shipping, but QuickBooks Enterprise does.

Fishbowl also supports drop shipping because many of its customers are wholesale distributors, and this is a feature they require from an order management solution.

Locations

Both QuickBooks and Fishbowl allow you to track inventory in multiple locations. You can see how much inventory you have at each warehouse and you can also drill down and see where those items are located within each warehouse by row, shelf, and bin.

Fishbowl is better-equipped to handle multiple locations because of its ability to create barcodes and print them for products. It also offers tools to instantly access and update inventory counts in each location.

Manufacture Orders and Work Orders

QuickBooks offers work orders for assembly jobs, similar to its bill of materials function. This is the most common use for work orders, so it's good enough for the majority of manufacturers' needs. However, there are other odd jobs that need to be done from time to time that QuickBooks can't do.

Fishbowl Manufacturing provides work orders and manufacture orders for not only simple assembly, but multistage assembly, disassembly, repair, replacement, and other manufacturing jobs. If a product is returned or needs to be repaired or dismantled, it takes specialized work orders and manufacture orders to cater to these needs.

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Multi-currency

QuickBooks supports multi-currency, so users can pick from a long list of options to use as their primary currency. QuickBooks converts incoming invoices and payments from other countries into the primary currency, based on daily changes in currency conversion rates.

In 2013, Fishbowl added multi-currency features to its sales orders and purchase orders. That way, when you send or receive orders you can put them in your primary currency or in the vendor's currency, depending on your preference. Fishbowl allows users to reconcile order costs with vendors, so if there is a discrepancy in the amount billed and the amount you're willing to pay, you can quickly work it out with the vendor and come to an agreement on the value of specific orders in whatever currency

you choose. Also, Fishbowl integrates with QuickBooks' multi-currency feature, so you can accurately export currency data to the accounting software.

Multiple Location Part Tracking

As noted earlier, QuickBooks does offer some functionality in tracking parts and products by warehouse, row, shelf, and bin. But the number of locations you can include is fairly limited.

Fishbowl goes beyond QuickBooks' part tracking features by giving you the ability to work with hundreds or even thousands of warehouses, if necessary, and to add locations down to the minutest level within each of those warehouses. Many businesses find this feature to be important to their daily operations, especially as they grow.

Part Tracking Criteria

QuickBooks has two criteria that can be used for part tracking: Lot numbers and serial numbers. These are standard means of tracking parts within a warehouse and on their way to other locations.

Fishbowl gives you the ability to track parts by lot numbers, serial numbers, revision levels, expiration dates, and virtually any other criteria through its custom field option. This means you can track which parts are being updated, getting close to their expiration date, and anything else you need to monitor.

Partners

The Intuit Marketplace is a place where you can find dozens of software solutions that integrate with various versions of QuickBooks. Fishbowl was one of the first to join that marketplace

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Developers building on the Fishbowl platform are creating an ecosystem of valuable solutions for customers. You can find these solutions that integrate directly with Fishbowl Manufacturing and Fishbowl Warehouse in the Fishbowl Partner Marketplace. Our partners offer dozens of hardware and software tools in the marketplace, including CRMs, point of sale, merchant services, custom reports, barcode scanners, data migration, tablet apps, server hosting, and more.

Product/Kit Configurator

QuickBooks does not allow users to combine multiple parts into a single product using a kit configurator.

Fishbowl offers a variety of kits for use on sales orders. When you add a kit to a sales order, it combines the cost of all the parts included in it and it only takes up one line, rather than having to list everything that goes into that kit.

A kit can include not just standard product parts, but it can also be used for many other purposes. Here are all the options that can be placed in a kit:

- *Standard – A product, along with its quantity and unit of measure.*
- *Optional – A product that has different parts that can be added or removed.*
- *Variable – A product that has a quantity that must fall within a specific range.*
- *Optional-Variable – A combination of the two previously mentioned types.*
- *Discount – An item that reduces a product's price by a certain amount.*
- *Tax Rate – The amount a product should be taxed based on current laws.*

Remote Access

For a monthly fee, QuickBooks is available through a Remote Access service. This service works on PCs with the following operating systems: Windows® 95, 98, Millennium Edition, XP, 2000, NT, or Vista. It does not work on Macs. Intuit also offers a subscription-based online version of QuickBooks that is accessible on the Internet.

Fishbowl is accessible via any network connection on PCs with the same Windows versions that QuickBooks is accessible on. It also works with Linux® and its Client is available on Mac OS X®.

Reports

Because QuickBooks is an accounting solution and not focused primarily on manufacturing or warehouse management, its reports in those areas are limited.

Fishbowl has more than 150 reports in its system for your convenience. Some of the most popular reports include: Inventory Valuation Summary, Part Reorder, Part Activity, Sales Order and Purchase Order Summary, Cost of Goods Sold, and Gross Margins. Fishbowl's reports help companies maintain accuracy by keeping a history of all transactions, noting the users and dates. Each Fishbowl report is also equipped with a Customize Report option that can be used to modify a report and save those changes for future use, based on your company's needs.

Return Merchandise Authorization

QuickBooks does not support Return Merchandise Authorization (RMA).

Fishbowl allows users to create RMAs, which handle customer return requests. With this tool, you can receive returned items, send replacements or substitutions to customers, repair items, or refund the purchase amount.

Status Updates

QuickBooks Pro and Premier do not offer work-in-process updates, but QuickBooks Enterprise does so that users can check the status of their manufacturing jobs.

Fishbowl Manufacturing offers this feature, as mentioned earlier, through its bills of materials, work orders, and manufacture orders, which can include multiple stages of production. Each stage must be completed in order, so you can check on the status

of a job by seeing what stage was most recently completed.

Transfer Orders

QuickBooks does not have a specific tool designed to transfer products from one location to another without making a purchase or sale.

Fishbowl uses transfer orders to move parts, finished goods, and other materials within or between warehouses and other locations. Transfer orders record items and costs similar to sales orders, but they do not include an invoice to record payment since the parts or products are moving internally.

UPS Ready Shipping

QuickBooks is mostly integrated with UPS Ready, and it offers the majority of the functionality that comes with it.

Fishbowl is fully integrated with UPS Ready. It allows users to access UPS services within its software platform without having to open a Web browser. Fishbowl's UPS Ready integration lets you:

- *Compare the cost and estimated delivery times of shipping products by air, ground, etc.*
- *Print UPS labels for packages.*
- *Automatically inform UPS of shipment notices.*
- *Automatically send emails to customers with tracking information.*

User Access Rights

QuickBooks lets administrators restrict user access rights to sensitive areas of the software by assigning every user a role. Each role has defined user rights attached to it, and the only way to revise someone's rights is to give them a different role.

Fishbowl gives you the option of using role-based user access rights (just like QuickBooks) or granular feature-based user access rights. The latter means that users can be added to a number of distinct groups with specific access rights attached to them. This makes it easier to add or remove rights if a user's role changes over time or if a temporary change needs to be made.

Variable Pricing and Discounting

QuickBooks users can discount products using percent off or a specific amount of money off the list price.

Fishbowl lets you offer variable pricing and discounts in the form of:
- *Percent discount*

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- *Specific amount off*
- *Group pricing*
- *Cost-plus pricing*

Conclusion

Fishbowl is the most popular manufacturing and warehouse management software among QuickBooks users because of its seamless integration and its inventory management features that make it possible to continue using QuickBooks for many years.

Sign up for a personalized product overview by calling **1.800.774.7085 ext. 2**
or visit our website at **www.fishbowlsoftware.com**

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