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# Red Wing Software, Inc. — TurningPoint Software

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*From the Sept. 2007 Review of Mid-Range Accounting Systems*

TurningPoint from Red Wing Software, Inc. fills an important niche in the business community. Although an excellent entry-level product, TurningPoint is truly designed for businesses that have grown beyond their current software product, but do not yet have a need for more expensive, sophisticated accounting systems.

TurningPoint works well in a single-user environment, in a peer-to-peer network for three users or less, or with a dedicated server running Windows 2000 or higher for more than three users.

## **Ease of Use/Transaction Entry — 4 Stars**

Upon installation, a grid appears in the center of the screen. Installed modules are listed on the left side of this grid. Clicking on a module expands the list to display the options available within each module. Available functions are listed on the right side of the grid. Icons at the top of the grid provide access to Microsoft Outlook, Access, Excel and Word. You can also access a personal task list, customize the system menu, and enable or disable modules as needed. Administration tasks can be accessed using the drop-down menu bar at the top of the main screen. Help files are also found here.

Navigating through TurningPoint is easy. Double-clicking on the module and application displays a list of previously entered transactions. Navigation buttons

allow for adding a new transaction, editing or deleting existing transactions, displaying a transaction list, or searching for a particular transaction.

The transaction entry field offers three screens to tab through when entering data: Header, Detail and Totals. While it would be easier to have all this information contained on one screen, it by no means diminishes the program's functionality.

### **Modules & Notable Features — 4.5 Stars**

With version 5.0, TurningPoint introduced a long list of system enhancements designed to provide increased flexibility. The Core Financial Suite from TurningPoint includes GL, AR and AP modules. The Inventory Suite includes GL, AP, AR, Inventory, Order Entry and Purchase Order modules. Available separately is the Integrated Payroll Software module.

AR, AP and Inventory modules contain a Setup Wizard to expedite setup tasks. Menus can be customized to suit the needs of the company, and vendors and customers can be entered or edited on the fly. The 10-character account structure is user-definable, with the ability to enter unlimited accounts and sub-accounts. Excellent drill-down capability allows users to easily view original transaction entries. And the multi-level security capability lets users assign necessary security levels when needed, or eliminate unnecessary password entry for designated individuals.

### **Integration/Import/Export — 5 Stars**

TurningPoint allows easy integration with Microsoft Office products as well as industry-specific items such as Acme Point of Sale, Applianz (which offers remote system access from any location), Dynamite Service System (a service call dispatching and equipment management product), and Riata (a fully customizable CRM program).

TurningPoint also allows for the export of system data into UPS WorldShip Online. An Import/Migration wizard allows users to import data from other software products, and users can easily convert text files into XML format.

### **Reporting — 4 Stars**

Reporting options include standard reports in each of the modules. The Financial Snapshot provides a quick glance at vital data including Cash, AP, AR, Sales and Inventory balances, along with Gross Profit, Operating Profit and Net Income totals. Reports can be previewed or printed in a variety of formats including HTML, \*.RTF, PDF, or exported into Microsoft Word or Excel. Data can also be exported to Crystal Reports for even greater reporting and printing options.

## **Support/Training/Help System — 5 Stars**

TurningPoint offers an in-depth Help system along with quick access to TurningPoint support via the vendor's website. The Customer Care Membership provides all product updates, tax tables (if applicable) and service paks. Gold Level membership is \$925 for four or more modules and guarantees "next available technician" assistance. A Silver level membership is also available for \$725. Classroom training is available at TurningPoint's corporate headquarters in Red Wing, Minnesota. On-site training is also available upon request.

## **Relative Value — 4.5 Stars**

TurningPoint offers flexibility that mid-sized businesses are often in search of. The Core Financial Suite (GL, AP, and AR) costs \$2,495; the Inventory Suite is \$4,495. Modules can also be purchased separately and added as needed. Individually purchased modules are \$895 each. For mid-sized businesses looking for a more powerful system without the high cost often involved when upgrading systems, TurningPoint offers a strong alternative.

**2007 Overall Rating: 4.5 Stars**

Article

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