Keep QuickBooks or Switch? How to Decide Before the Deadline

A calm, step-by-step way for UAE businesses to choose between adding e-invoicing to QuickBooks and moving to another system

Question	Short answer
Do I have to switch?	No rule says you must leave QuickBooks. The rule is that your invoices must meet UAE e-invoicing requirements. How you get there is your choice.
When is switching sensible?	When QuickBooks already struggles with your stock, users, branches or reporting, and you were planning a change anyway.
When is keeping sensible?	When QuickBooks works well for you today and the missing piece is only e-invoicing.
Biggest risk	Switching in a hurry, close to a go-live date, with no time to test.
Who is this for?	Finance managers and owners of UAE businesses using QuickBooks Desktop or Online.

Honest note

Perfonec sells and supports QuickBooks, TallyPrime, Odoo, Zoho Books and Sage 50, and develops the QBESync add-on for QuickBooks. We have a stake in this question, so this guide gives you tests to run yourself. Use them even if the answer is not QuickBooks.

Know your date first

UAE e-invoicing starts on 1 January 2027 for businesses with revenue of AED 50 million or more, and on 1 July 2027 for others. The date to appoint a service provider for the larger group, 30 October 2026, has already passed. Please confirm with the Ministry of Finance or your adviser which group you fall into and which year's revenue counts. Your date decides how much time you have for a change.

Your situation	Time pressure	What it means for the decision
Go-live 1 January 2027	Very high	A full system switch is risky. Compare the add-on route first.
Go-live 1 July 2027	Moderate	You have time to compare options and run a pilot.
Not sure which group	Unknown	Settle this first. Every other choice depends on it.

Five tests: should you keep QuickBooks?

Answer yes or no to each question
• Test 1, fit: does QuickBooks handle your stock, branches and users today without constant workarounds?
• Test 2, people: does your team know QuickBooks well, and would retraining cost real time?
• Test 3, data: is your customer data (TRNs, addresses, item names) clean enough to send as structured e-invoices?
• Test 4, cost: does the add-on route cost less over three years than a new system, once licences, migration and training are counted?
• Test 5, time: do you have enough weeks before your go-live date to move systems and still run a pilot?
• Four or five yes answers usually point to keeping QuickBooks. Two or fewer is a reason to look seriously at a change.

What to compare, in plain terms

Cost or effort	Keep QuickBooks and add e-invoicing	Switch to another system
Software	Existing licence plus an e-invoicing add-on	New licence, and some systems include e-invoicing in the product (confirm per product)

Cost or effort	Keep QuickBooks and add e-invoicing	Switch to another system
Setup	Data clean-up and add-on configuration	Full setup, data migration and testing
Training	Small: the team keeps its workflow	Larger: everyone learns a new system
Time to a safe pilot	Shorter in most cases	Longer, and it grows with data size
Risk of disruption	Lower	Higher during cut-over
Long-term fit	Depends on how far you will outgrow QuickBooks	May suit a growing business better

Why people switch, and whether it is a good reason

Reason	Good reason?	Comment
The deadline alone	Usually not	Adding e-invoicing to QuickBooks is often faster than migrating.
QuickBooks cannot handle growth	Yes	If you were already outgrowing it, treat the deadline as a prompt, not the cause.
Another system is cheaper	Check the maths	Include migration, training and parallel running in the cost.
A competitor switched	No	Their needs and data differ from yours.

A five-step way to decide

Step	Action
1	Confirm your go-live date and group with your adviser.
2	Run the five tests above and note your score.
3	Ask for a written quote for both routes, with every cost listed.
4	Ask each vendor what happens if a test invoice fails, and who fixes it.
5	Decide at least two months before go-live, so a pilot can still run.

Common mistakes

Choosing by price alone. Leaving the choice until the last month. Ignoring data clean-up, which is needed on either route. Believing that e-invoicing means you must change software. Skipping a pilot test.

What to ask any vendor, including us

Ten questions before you sign

- Which versions and editions do you support? Please confirm for your own edition, in writing.
- Who handles the service-provider layer, and what happens if it changes?
- What is the full price over three years, including renewals and extra document charges?
- How long does onboarding take for a business like mine?
- What does a failed invoice look like, and who fixes it?
- Can I see a test run with my own data before I commit?
- What support is included, and for how long?
- Which invoice types are covered: invoices, bills, credit notes, debit notes?
- What happens if the rules change after I sign?
- Can I leave, and what happens to my data?

About Perfonec

Perfonec Computers Trading LLC is an Authorised QuickBooks Dealer and Pro Advisor in Dubai, develops the QBESync add-on for QuickBooks, and is also a TallyPrime Authorised Silver Partner, an Odoo Ready Partner with Odoo Middle East and a Zoho Partner.
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