

Summit Memorials Ltd

# Only what the new system needed

A Sage 50 cutover to QuickBooks Online Advanced, timed to a new order system



Sage 50 (Canada) → QuickBooks Online Advanced | Comprehensive case study

**Feb 6**

2026 conversion date for the opening position

**~14,000**

customers in Sage; only those with open invoices moved

**Feb 17**

delivered, 11 days after the Sage file arrived

**1 day**

from delivery to the client's thank-you

Summit Memorials was moving orders and inventory to a memorial-industry order system that works with QuickBooks Online. That system could not go live until the books moved. We brought over the opening position as of February 6, 2026, and nothing the business no longer needed.

CLIENT





## EXECUTIVE SUMMARY

# A small migration that another system was waiting on

Summit Memorials, an Edmonton memorial maker, was moving orders and inventory to an industry order system that works with QuickBooks Online. That system could not be connected until the accounting moved off Sage 50.

The client and its accountant decided early that no history was needed. The job was to bring over the opening position as of February 6, 2026: balance sheet, current-year profit and loss, and open receivables and payables, loaded into the QuickBooks Online Advanced company the client had already set up.

We made mistakes and this document names them. We missed a weekend delivery target, and the client raised three problems with our load: missing current-year revenue and expense figures, a revenue credit created by loading invoices, and one mis-mapped account. All three were fixed the same day, and the client signed off the next morning.

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## STARTING POSITION

### FROM

#### **Sage 50 (Canadian edition)**

- On-premises, server-based file
- Orders and inventory by location
- Almost 14,000 customers
- Fiscal year starting December 1
- US dollar purchases at a 1.00 rate



### TO

#### **QuickBooks Online Advanced**

- Opening balances as of February 6
- Current-year profit and loss
- Open receivables and payables
- Customers with open invoices only
- Orders and inventory left to the order system

# The client and starting position

Summit Memorials Ltd makes and installs granite and bronze headstones, grave markers and monuments, and supplies memorial accessories and on-site lettering. It installs in cemeteries across Alberta, British Columbia, Manitoba and Saskatchewan, is based in Edmonton, and has been in business since 2005.

The business ran Sage 50 Canadian edition on a local server, in Canadian dollars with a fiscal year starting December 1. Offshore purchases of granite, urns and accessories are paid in US dollars, which the client recorded in Sage at a 1.00 rate, expensing the real exchange cost as incurred.

## SAGE 50 COMPANY PROFILE

| ITEM        | AT ASSESSMENT                                   |
|-------------|-------------------------------------------------|
| Source      | Sage 50 Canadian edition, on-premises           |
| Currency    | Canadian dollars; US purchases at 1.00          |
| Fiscal year | December 1 to November 30                       |
| Customers   | Almost 14,000                                   |
| Inventory   | Warehouse plus display stock at other locations |
| Dimensions  | No classes, projects, jobs or custom fields     |

Figures are from discovery and the Sage file. Inventory quantities and orders were left to the client's new order system.

## WHAT THE CLIENT NEEDED

### Unblock the new system

Books in QuickBooks Online so the order system could be connected.

### Current data only

The opening position, without years of history.

### Around the calendar

A start date after the year-end review and planned vacation.



## The core problem

The first conversation pointed to an advanced migration: inventory held across locations, US dollar purchases, and open sales and purchase orders. The new order system changed that.

It would handle orders, inventory and the full customer list, so QuickBooks Online only needed the accounting position, loaded into a company the client had already set up, with live bank feeds.

Some Sage 50 businesses moving to QuickBooks Online are also adopting an industry system that owns orders and inventory. In our experience, the right question is what the accounting file still needs to hold, not how much history can be moved.

### IS THIS YOUR SITUATION?

- ✓ You are adopting an industry system that owns orders or inventory
- ✓ Your accountant does not need history in the new file
- ✓ You already have a live QuickBooks Online company
- ✓ Your Sage 50 file holds thousands of inactive customers

If two or more apply, an opening-position cutover may do the job faster than a full history migration.



# Designing the migration

Five alternatives were considered and set aside, most in the first week.

| OPTION CONSIDERED                             | WHY IT WAS SET ASIDE                                                                 |
|-----------------------------------------------|--------------------------------------------------------------------------------------|
| Full transaction-level migration              | The client's accountant advised that no history was needed.                          |
| History as journal entries                    | Set aside for the same reason.                                                       |
| Inventory with quantities                     | The new order system owns inventory, so quantities stayed out of QuickBooks.         |
| All 14,000 customers                          | Only customers with open invoices came across; the order system holds the full list. |
| An advanced engagement with a paid assessment | Once scope was cut, the job moved to our standard migration route.                   |

## Chosen: an opening-position cutover

Opening balances as of February 6, 2026, current fiscal-year profit and loss from December 1, open receivables and customer deposits as individual transactions, and open payables, loaded into the client's existing QuickBooks Online Advanced company without disturbing its bank feeds.

NOT MIGRATED

LOADED INTO QUICKBOOKS ONLINE ADVANCED

Before December 1, 2025

### Prior years

No history moved, on the accountant's advice

Dec 1, 2025 to Feb 6, 2026

### Current year

Profit and loss to the conversion date

February 6, 2026

### Opening position

Balances, open AR and AP

# How the engagement ran

1

## Discovery

A call on December 12, 2025 covered locations, inventory, currency and the new order system.

2

## Scope decision

On December 15 the client cut scope to current data only, after talking to its accountant.

3

## Fixed-price quote

Quoted December 22 after reviewing a year-end backup of the Sage file.

4

## Start date booked

A deposit on January 8 held February 6, after the year-end review and vacation.

5

## Load, review, fix

File received February 6, delivered February 17, fixed the same day, signed off February 18.

### COMMERCIAL STRUCTURE

Fixed-price standard migration, quoted after a review of a backup of the Sage file. A 50% deposit reserved the start date around the client's year-end review and vacation; the balance was due on completion.



# Obstacles and how we resolved them

Seven things went wrong or needed attention. How a vendor handles those is a better guide than a clean story, so here are the main ones.

## Profit and loss missing at first review

The client found current-year revenue and expense figures missing from the first delivery.

**Resolution.** Loaded and confirmed against Sage the same day.

## A revenue credit that should not exist

Loading open invoices created a matching credit to a revenue account. The client pointed out the revenue had been recognized in earlier months.

**Resolution.** Cleared against opening balance equity the same day.

## A mis-mapped account

A \$2,285.00 permit expense was loaded into the permit revenue account. The client caught it.

**Resolution.** Reclassified the same day.



### Getting into the Sage file

Our internal handoff listed the wrong Sage username; the client had supplied the correct one in December. The file also needed the Canadian edition of Sage 50.

**Resolution.** Opened on February 14, a week after the file reached our technician.

### A missed weekend target

We told the client we expected to finish over the weekend of February 14. Scheduling on our side and the file access issue pushed it back.

**Resolution.** Delivered Tuesday, February 17.

### Differences already in Sage

Sage's own receivables report disagreed with its balance sheet by \$2,286.70, and customer deposits by \$2,286.57.

**Resolution.** Flagged to the client with the detail, as each invoice and deposit was loaded individually.

### Entries already in QuickBooks

The client's QuickBooks company already held entries, including adjustments putting vacation payable at an amount that did not match Sage.

**Resolution.** Flagged to the client for correction; bank feeds were left in place.

# Validation

## Checks at delivery

- ✓ Opening balances for all balance sheet accounts entered from Sage as of February 6, 2026
- ✓ Accounts payable matched Sage
- ✓ Receivables and customer deposits loaded individually and compared with Sage reports
- ✓ Current-year profit and loss confirmed against Sage on February 17
- ✓ Client review of most income statement opening balances

Two differences already existed inside Sage: receivables by \$2,286.70 and customer deposits by \$2,286.57. We flagged both rather than force them to tie.

The client reviewed the load on February 17, raised three problems with it, and signed off on February 18 once all three were fixed.

### MIGRATED

Opening balances as of February 6, 2026; current fiscal-year profit and loss from December 1, 2025; the chart of accounts; open receivables and customer deposits as individual transactions; open payables; customers with open invoices and vendors.

### NOT MIGRATED

Not migrated: transaction history before December 1, 2025, payroll history and inventory quantities. Sales orders, purchase orders, inventory detail and the full customer list were left for the client's new order system to handle.



# Timeline and outcome

|          |                                     |
|----------|-------------------------------------|
| ○ Dec 11 | First contact                       |
| ○ Dec 12 | Discovery call                      |
| ○ Dec 15 | Client cuts scope to current data   |
| ○ Dec 16 | Moved to standard migration route   |
| ○ Dec 22 | Fixed-price quote                   |
| ○ Dec 29 | Client proposes February 6          |
| ○ Jan 7  | Client confirms February 6          |
| ○ Jan 8  | Deposit; start date booked          |
| ○ Feb 6  | Live Sage file received             |
| ○ Feb 9  | QuickBooks Online access granted    |
| ○ Feb 14 | Sage file opened; load begins       |
| ○ Feb 17 | Delivered; three fixes the same day |
| ○ Feb 18 | Client sign-off                     |

## Outcome

Summit Memorials has its opening position in QuickBooks Online Advanced as of February 6, 2026, with orders and inventory handled by its new order system. The migration was delivered on February 17, the Tuesday after the weekend target, and the client thanked us for a successful migration the next morning.



# What made this work

## ● **Letting the accountant set scope**

Cutting history turned an advanced project into a short, fixed-price cutover.

## ● **Letting each system do its job**

Orders, inventory and the full customer list were left to the order system, not QuickBooks.

## ● **Working into a live file**

Loading into the client's existing company left its bank feeds in place, with the client linking them to the opening balance accounts.

## ● **Flagging, not forcing**

Differences already inside Sage were reported, not buried in an adjustment.

## ● **Same-day fixes**

All three issues the client raised were fixed the day they were raised.

### **Moving off Sage 50 alongside a new industry system?**

Talk to us about what your new setup actually needs from your books, and what can stay behind.

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