QuickBooks Enterprise for UAE Building Materials Suppliers

How UAE suppliers of cement, steel, tiles, timber, plumbing, electrical and hardware use QuickBooks Enterprise for stock in many units, contractor pricing and credit, and control across branches

Building materials suppliers carry thousands of items, sell them in different units, and give credit to contractors who pay late. A tile arrives by the pallet, is stocked by the carton and is sold by the square metre. Steel is bought by the tonne and sold by the length. Prices move with the market, and every contractor expects a different rate. QuickBooks Enterprise suits this kind of business better than the smaller QuickBooks versions, because it handles large item lists, unit conversion, price rules and many users. This guide explains what it does well for suppliers, what it does not do, and how to set it up.

QUICK ANSWER: QUICKBOOKS ENTERPRISE FOR BUILDING MATERIALS SUPPLIERS	
Best fit	UAE suppliers with large item lists, several branches or yards, and many users working at once
Units	Unit of measure conversion, so you buy by the pallet or tonne and sell by the carton, piece or metre *
Stock	Multiple locations, reorder points, alternate vendors and lot tracking for batches such as paint or tile shades *
Pricing	Price rules for contractors, retailers and walk-in customers, and customer credit limits
Orders	Sales orders with backorders, for the days when stock arrives in parts
Users	Up to 40 users with predefined roles and individual permissions, according to Intuit's Enterprise guide
Not included	Delivery scheduling and truck tracking, and a counter point-of-sale system. Suppliers usually add separate tools

Features marked with an asterisk depend on your Enterprise tier or licence. Intuit has offered Advanced Inventory and Advanced Pricing in its higher tiers, so please confirm with Perfonec what your UAE licence includes before you plan around them.

Key QuickBooks Enterprise Features for Suppliers

Stock in Many Units and Many Places
• Unit of measure conversion, for example a pallet of tiles, a carton, and square metres *
• Several locations, such as the main yard, branch stores and the delivery vehicle stock *
• Reorder points, so purchasing sees low cement, steel or pipe stock before a customer waits
• Alternate vendors, so you can see who else supplies an item when your usual supplier runs short *
• Lot tracking for items where batch matters, such as paint colours and tile shades *
• Inventory adjustments for breakage, damage and stock count differences

Pricing, Credit and Customers
• Price rules for contractors, retailers, project customers and walk-in buyers *
• Customer credit limits, with a warning when a contractor goes over
• Aging reports that show which contractors are late and by how much
• Customer deposits and advances recorded against the right order
• Sales orders with backorders, so you can ship what you have and track the rest
• Reports on sales, margin and stock value by item, customer and branch

Branches, Delivery and Control
• Up to 40 users, with predefined roles and individual permissions
• Separate access for sales counters, stores, accounts and management
• Delivery charges recorded as their own items, so transport income and cost are visible
• Trucks, forklifts and equipment recorded as fixed assets, with depreciation entries
• Bank reconciliation and month-end checks for a busy cash and cheque business
• Imported goods recorded in foreign currency with multi-currency, if you buy abroad

How It Fits Different Types of Supplier

Type of Supplier	Typical Accounting Need	How Enterprise Helps
Cement, blocks and aggregates	Bulk quantities, delivery charges, frequent price changes	Unit conversion, price rules, delivery items
Steel and rebar	Bought by the tonne, sold by the length or bundle	Unit conversion, stock by location, margin reports
Tiles, sanitaryware and flooring	Pallets, cartons and square metres, with shade batches	Unit conversion, lot tracking, backorders
Timber, boards and doors	Many sizes and grades, cutting and wastage	Item variants, adjustments, stock reports
Plumbing, electrical, paints and hardware	Thousands of small items, colour batches, fast counter sales	Large item list, lot tracking, reorder points, alternate vendors

Credit, Cheques and Cash in UAE Trade

Situation	What to Do in Your Accounts
Contractor accounts on credit	Set a credit limit for each contractor, and review the aging report every week
Post-dated cheques	QuickBooks does not replace a cheque register, so agree a written procedure for recording, tracking and depositing them
Advance payments and deposits	Record them as customer deposits, and apply them to the invoice when you deliver
Cash sales at the counter	Post daily totals from your counter system, and reconcile cash to the bank

UAE VAT for Suppliers: What to Set Up

Situation	What to Do in Your Accounts
Local sales to UAE customers	Standard rate of 5%, unless your adviser confirms another treatment
Exports outside the UAE	Use zero-rated tax codes, and keep the export documents

Situation	What to Do in Your Accounts
Imported goods	Record import VAT and any reverse charge with your adviser's guidance
Sales to free zone customers	Mark these customers, because treatment can differ. Confirm each case with your adviser

This is a general summary. The VAT treatment of each sale depends on its facts, so please confirm your tax codes with your tax adviser or the Federal Tax Authority guidance.

A Practical Setup Plan

Step	What to Do
1. Clean the item list	Remove duplicates, give every item a clear name and code, and group items by category
2. Set the units	Define buying and selling units and the conversion between them before you load stock
3. Set locations	Create the yard, branches and stores, and load opening stock by location
4. Set pricing and credit	Load price rules and credit limits for your main customer groups
5. Set users and roles	Give each person only the access their job needs
6. Count, train and run in parallel	Count stock, train the team, and run the new system beside the old one for a short period

Common Mistakes to Avoid

Watch for these: loading stock in one unit and selling in another without a conversion; leaving prices unchanged when steel or cement prices move; giving every contractor the same price; never recording breakage and returns; skipping credit limits; and letting every user see and change everything. Each of these makes your margins and your cash position look different from reality.

When Enterprise Is Not Enough
• You need delivery scheduling, route planning or live truck tracking
• You need barcode scanning and picking across a large warehouse
• You need a full counter point-of-sale system with receipts and cash drawers
• You need project-based quoting, supply contracts and site-wise delivery tracking
• If two or more apply, consider an ERP system. Perfonec is an Odoo Ready Partner with Odoo Middle East

About Perfonec Computers: Authorised QuickBooks Dealer and Pro Advisor

Perfonec is the Authorised QuickBooks Dealer and Pro Advisor in UAE. We help building materials suppliers choose the right QuickBooks version, set up units, stock, pricing and credit, and train their teams. Perfonec is also an Odoo Ready Partner with Odoo Middle East (Cert n°0000699697), an authorised Zoho Partner, and Authorised Silver Partner for TallyPrime.

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