

Intacct for Associations

Focus on serving your members, not on managing software

Whether your organization is a trade association, a professional society, a real estate association, a labor union, a national association or an association management company, running your finance organization is a tremendous challenge. Your first focus is on your members — providing great service and supporting your joint mission.

You have to juggle day to day operational issues — managing cash, providing your management team with financial visibility and helping your organization stick to its budget. But you've also got unique challenges — collecting dues from your members, managing profitable events and projects, complying with the latest revenue recognition guidelines and providing guidance and insight for your executive staff and board.

And you've got to do it all with less; your job is to focus on your organization's mission, not build an information technology empire.

Intacct is the leading provider of cloud-based financial management and accounting applications for associations. Leading associations around the world count on Intacct to gain control over their finances, improve operations, increase transparency and minimize costs.

When you choose Intacct, you're selecting a financial solution trusted by thousands of nonprofits like yours. Leading CPA firms, consultants and

systems integrators that include LarsonAllen, JMT Consulting Group and SingerLewak — have aligned with Intacct as the sole cloud-based financial solution they offer to associations.

Cloud Computing was Made for Associations

Cloud computing is one of the hottest trends for not for profits overall, and

is particularly suited to membership organizations. Now you access business applications over the Internet using your Web browser — just like you use Amazon, Google or your bank's online banking system. Behind the scenes, Intacct runs in high-security IBM data centers where it's operated, managed and maintained 24 hours a day, seven days a week by a team of Intacct experts.

Why is cloud computing particularly suited to associations?

First, your entire organization, including members, if necessary, can access your financial system from anywhere, at any time of day — using only an Internet connection. Your staff can work from



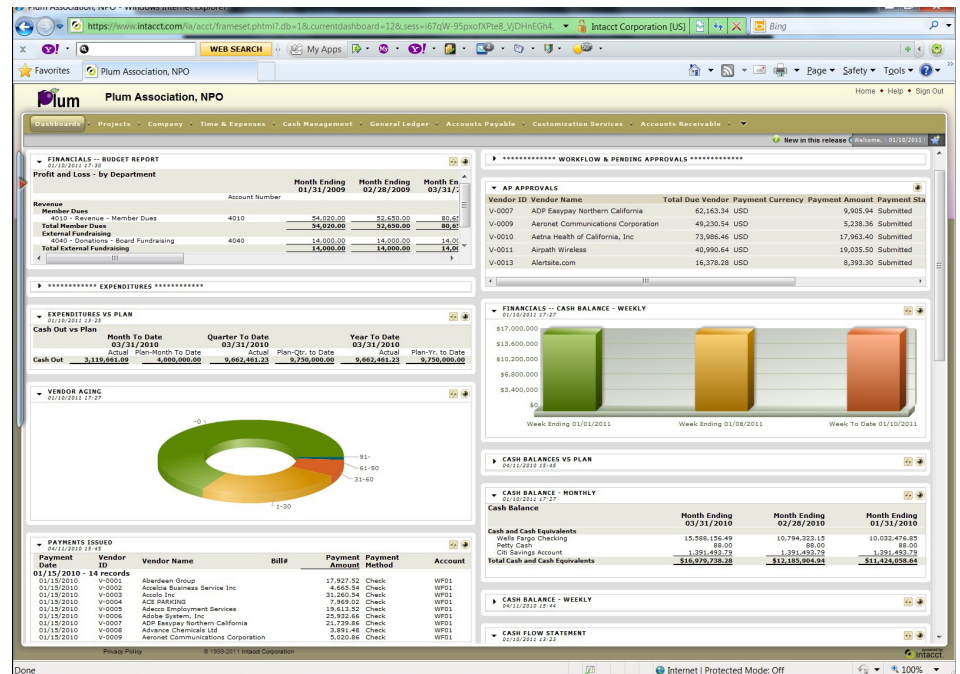
Intacct delivers the highest level of customer success, satisfaction and value.

any location — or even from home. Your employees or members can log in from the field to enter time and expenses. And you can even provide online dashboards and reports for your management team and board members.

Second, cloud computing offers a vastly more cost effective model than operating and managing your own financial management and accounting applications. You reduce — or even substantially eliminate — the need for a large upfront cash or CAPEX charge since you don't need to buy software, hardware or other infrastructure to deploy the system. Just subscribe to Intacct for a low monthly fee. Plus, because your IT team doesn't manage the Intacct system, you can refocus on strategic activities and minimize ongoing operating expenses.

Take Advantage of Deep Functionality Tailored for Associations

Web-based does not mean lightweight. Award-winning Intacct solutions for nonprofit organizations feature robust business and fund accounting, deep project accounting, flexible budgeting and planning and real-time reporting and dashboards. Intacct offers automated and accelerated billing and collections capabilities coupled with robust revenue management and revenue recognition. Many associations take advantage of Intacct built in expense management, time and billing and purchasing applications to engage employees, volunteers and members in their financial processes. For associations with multiple locations or multiple operating entities, Intacct features



Give each user the ability to tailor their dashboard to see the information they need.

superior multi-entity and financial consolidation capabilities.

Gain Real-time Operational and Financial Visibility

Intacct is the first and only financial management and accounting system that provides a rich multidimensional, multi-ledger system that makes it easy for you to capture granular financial and operational data in exactly the same way you manage your organization. Use Intacct to gain real-time visibility into all aspects of your organization's finances using powerful general ledger and sub-ledgers to:

- Analyze revenue and margin by event, by product or by member type
- Understand the performance of your organization by location or team
- Obtain the true cost performance for each of your projects

- Track the revenue and expense tied to each volunteer, member or employee or any other aspect unique to your organization.

Take advantage of role-based dashboards and rich reporting and analytics to keep a pulse on the financial health of your entire organization as well as the health of individual projects, and to accurately budget for the months ahead. And automatically keep your sub-ledgers and your general ledger synchronized in real-time — for instant access to summaries and balances as well as transaction details.

Streamline Financial and Regulatory Reporting

Always-on cloud services enable all your stakeholders to securely view Intacct reports and dashboards in real time — at any time, from anywhere. Intacct includes a large library of

built-in financial reports and flexible financial reporting tools that support key regulatory reporting requirements and make it easy to comply with very specific reporting needs.

Deep visibility into your organization's financial information will also help you improve your cash flow management and expense forecasting by providing real time visibility into current and projected inflows, outflows and funding streams.

Achieve World-Class Stewardship of Funds

Intacct features rich fund accounting that enables you to track an unlimited number of sources of funds — including grants, endowments or donations — and you can tie time and expenses at the employee, task or project level back to one or more sources of funds. Because these programs may run for

“We anticipate that Intacct will help us reduce the TCO of our financial system by at least 50% on an annual basis.”

– Jim Jackman, Controller, SEMI

many years and cross fiscal periods, Intacct gives you the ability to configure all reporting, analysis, modeling and planning to cross fiscal periods and to span multiple fiscal periods.

Flexible workflow and approval processes make it easy to define multiple levels of approvers for various sized transactions. Intacct also automatically routes any associated documents to the correct individuals for their approval, notifying them by email to take action. No need to deliver paper checks for signature — approvers just log into the system, review the documents and approve electronically. This is an enormous time saver for organizations that need outside

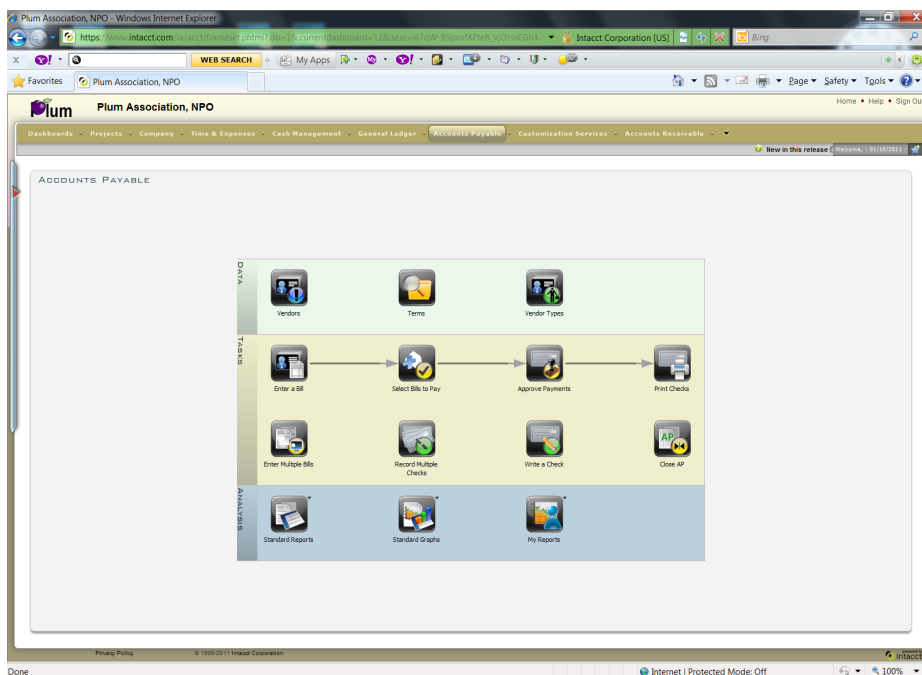
directors to approve payments, or have a distributed finance organization.

Accelerate Billing and Collections

The more quickly and accurately you generate invoices from dues, orders, subscriptions, events or other revenue sources, the faster you get paid. Intacct helps speed invoicing cycles by automatically generating invoices from timesheets, expenses, purchases and accounts payable transactions. It includes extensive automation for recurring billing with flexible scheduling — and if your account management team uses Salesforce CRM, it can even automatically create renewal opportunities in Salesforce so your account managers can engage your members ahead of their renewal. Intacct eliminates manual data re-entry and provides more accurate billing, reducing conflict with your members and accelerating your billing and collection cycles.

Automate Revenue Management

If you bill members for a year in advance, but recognize revenue at regular intervals as the year progresses, Intacct enables you to decouple your billing schedules from revenue recognition so you can efficiently and accurately manage even the most complex billing and revenue recognition scenarios.



Give users a simple graphical representation of highly configurable workflow processes.

Integrate Financial Management with Business Critical Applications

Integrating Intacct with your other key systems will save you time and money across the board. Intacct offers built-in integration with many other systems commonly used by nonprofit organizations — from Salesforce CRM and Auctra for membership management to leading solutions for asset management, event management, payroll and bill payment. Plus, Intacct includes comprehensive, open Web services that make it easy to connect to your existing on-premises or cloud-based applications as well as future proofing for the strategic solutions you've not yet selected.

“With Intacct, we can effectively use the Web to manage a distributed global organization.”

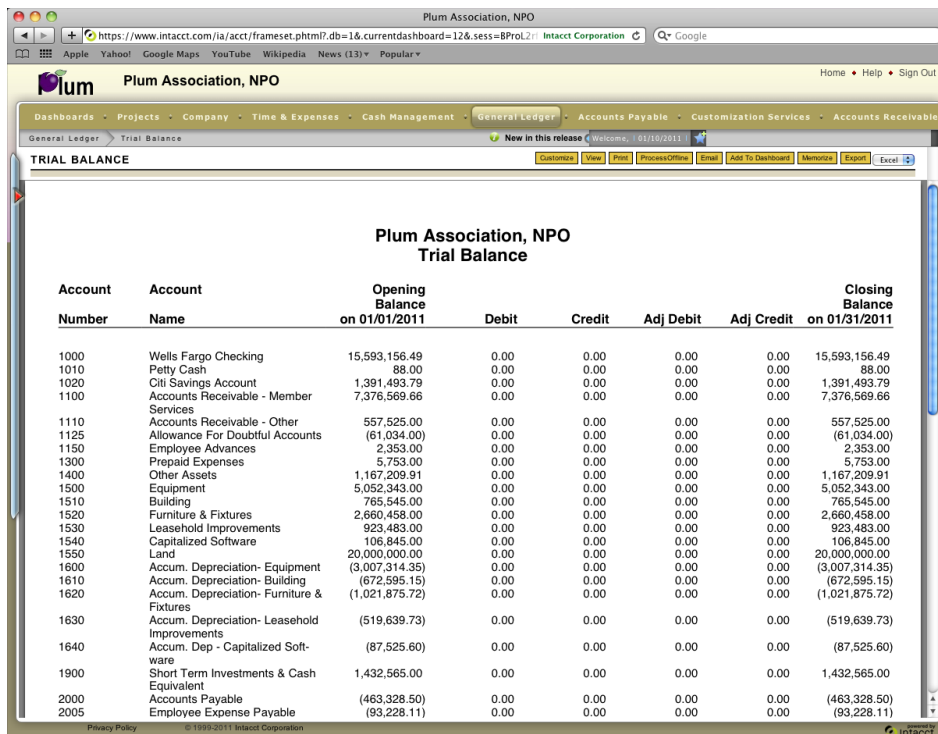
– Jim Metzger, CFO, TeleManagement Forum

Tailor to Meet your Unique Needs

No financial management and accounting system will be a perfect fit “out of the box” for every organization’s needs. The beauty of Intacct is that it’s highly customizable, with comprehensive, drag and drop tools that you — or one of our partners — can use to add new fields, customize business logic, implement new workflows or even develop entirely new applications. And unlike old on-premises software, where customizations break when you

install new versions of the software, any changes you make with Intacct will always continue to work.

If you’re working around your current financial system with Excel spreadsheets or Access databases, you may be able to easily extend Intacct to get everything you need to run your organization with a single, cloud-based system. This greatly increases your productivity, reduces your costs and ensures transparency and compliance.



Account Number	Account Name	Opening Balance on 01/01/2011	Debit	Credit	Adj Debit	Adj Credit	Closing Balance on 01/31/2011
1000	Wells Fargo Checking	15,593,156.49	0.00	0.00	0.00	0.00	15,593,156.49
1010	Petty Cash	88.00	0.00	0.00	0.00	0.00	88.00
1020	Citi Savings Account	1,391,493.79	0.00	0.00	0.00	0.00	1,391,493.79
1100	Accounts Receivable - Member Services	7,376,569.66	0.00	0.00	0.00	0.00	7,376,569.66
1110	Accounts Receivable - Other	557,525.00	0.00	0.00	0.00	0.00	557,525.00
1125	Allowance For Doubtful Accounts	(61,034.00)	0.00	0.00	0.00	0.00	(61,034.00)
1150	Employee Advances	2,353.00	0.00	0.00	0.00	0.00	2,353.00
1300	Prepaid Expenses	5,753.00	0.00	0.00	0.00	0.00	5,753.00
1400	Other Assets	1,167,209.91	0.00	0.00	0.00	0.00	1,167,209.91
1500	Equipment	5,052,343.00	0.00	0.00	0.00	0.00	5,052,343.00
1510	Building	765,545.00	0.00	0.00	0.00	0.00	765,545.00
1520	Furniture & Fixtures	2,660,458.00	0.00	0.00	0.00	0.00	2,660,458.00
1530	Leasehold Improvements	923,483.00	0.00	0.00	0.00	0.00	923,483.00
1540	Capitalized Software	106,845.00	0.00	0.00	0.00	0.00	106,845.00
1550	Land	20,000,000.00	0.00	0.00	0.00	0.00	20,000,000.00
1600	Accum. Depreciation- Equipment	(3,007,314.35)	0.00	0.00	0.00	0.00	(3,007,314.35)
1610	Accum. Depreciation- Building	(672,595.15)	0.00	0.00	0.00	0.00	(672,595.15)
1620	Accum. Depreciation- Furniture & Fixtures	(1,021,875.72)	0.00	0.00	0.00	0.00	(1,021,875.72)
1630	Accum. Depreciation- Leasehold Improvements	(519,639.73)	0.00	0.00	0.00	0.00	(519,639.73)
1640	Accum. Dep - Capitalized Software	(87,525.60)	0.00	0.00	0.00	0.00	(87,525.60)
1900	Short Term Investments & Cash Equivalent	1,432,565.00	0.00	0.00	0.00	0.00	1,432,565.00
2000	Accounts Payable	(463,328.50)	0.00	0.00	0.00	0.00	(463,328.50)
2005	Employee Expense Payable	(93,228.11)	0.00	0.00	0.00	0.00	(93,228.11)

Easily access key reports any time, from anywhere using your Web browser.

Focus on Your Mission, Not on IT

Your members’ expectations are always increasing while you’re continually tasked to do more with less. That’s why many association CFOs are reluctant to grow and manage a large IT organization and purchasing, operating and maintaining the financial software, hardware and infrastructure required to run it. Cloud computing and Intacct can promise a far lower total cost of ownership, by freeing your precious cash so your team can focus on your mission and your members, not on running software.

