



Preferred Provider of
Financial Applications for
AICPA business solutions

Solution Brief

Intacct for Software Companies

Intacct is the leading provider of cloud computing financial management and accounting applications for Software, Software as a Service (SaaS), and other Subscription-based companies. Our robust applications have helped thousands of businesses gain the competitive edge — achieving operational excellence and improving the bottom line. With Intacct, Software, SaaS and subscription-based companies enjoy all the benefits of a world-class financial system, at a fraction of the cost and complexity of traditional on-premises solutions.

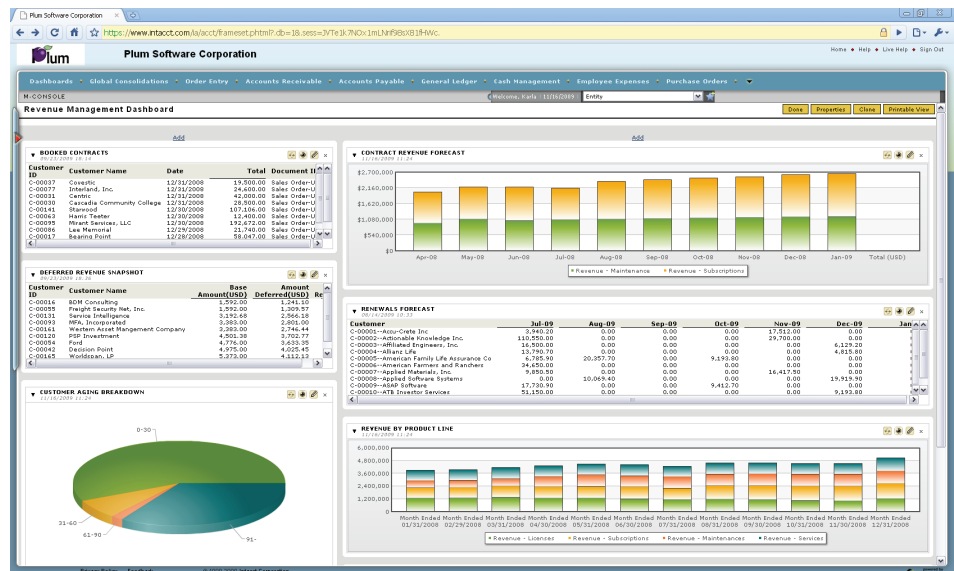
As a software company ourselves, we understand the unique needs of software businesses — complex and evolving revenue recognition guidelines, subscription billing, renewals management — just to name a few. We have built our solutions from the ground up to address these unique challenges, helping software companies of all sizes and complexities get better control of their finances. We can help your company streamline the quote-to-cash process, automate billing, revenue recognition and renewal management, accelerate financial consolidation and close processes and gain real-time visibility into your business so you can make more informed business decisions. All this, while providing a comprehensive financial management solution that simplifies compliance with FASB, GAAP and Sarbanes-Oxley.

Streamline the Quote-to-Cash Process

Because so many companies love Salesforce CRM, Intacct provides seamless bi-directional integration between Intacct and Salesforce CRM, increasing inter-departmental visibility and alignment and enhancing

the timeliness and accuracy of reporting and forecasting. This allows your sales team to leverage the leading on-demand CRM system for lead, opportunity, quote and front-office customer management while you leverage Intacct for back office financial management and accounting.

Information flows seamlessly between the two systems, giving your sales team access to valuable back office information like shipping, billing and collections right from within Salesforce CRM, increasing customer satisfaction and collaboration between departments. Your sales team can also create an order within Intacct with a single click, eliminating painful manual data re-entry and reducing processing errors and costs.



Intacct lets you easily see revenue details all in one place.

Comprehensive Revenue Management

The complexity of revenue recognition guidelines forces many companies to rely on complex spreadsheets to manage their revenue. Just keeping all the guidelines straight, like AICPA's Statements of Position (SOP) 81-1, 97-2 and 98-9, SEC Staff Accounting Bulletins (SAB) 101 and 104 and EITF 00-21, 08-01 and 09-03, can be a headache. Intacct aids compliance with all these revenue recognition guidelines and automates critical revenue recognition processes, increasing productivity and reducing errors.

Whether you sell physical products, perpetual software licenses, subscriptions or other types of services, Intacct allows you to flexibly define specific revenue recognition templates and rules for each. Based on these rules, Intacct automatically generates amortization schedules and

"The improvement Intacct offers us in visibility and automation make it possible for us to **improve the way we run the entire company**; but it also improves our efficiency. We believe we'll be able to grow much larger with the same finance staff we have in place and avoid **hiring two or three full time people** over the next 18 to 24 months, so the hard dollar **ROI is very compelling.**"

– Senior Director of Finance, OpSource

applies them across individual contract or order line items.

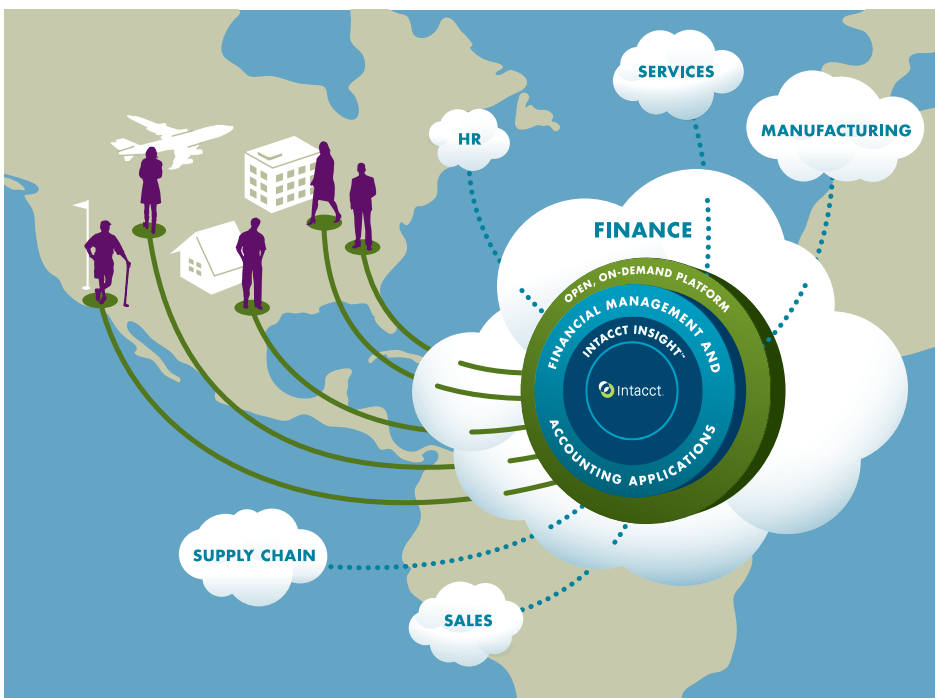
If you need to adjust a revenue recognition schedule, Intacct provides an easy way to respond to subsequent modifications, saving your finance team time and eliminating tedious and error-prone manual adjustments. Pause, resume, modify or cancel revenue recognition schedules already in progress — Intacct automatically recalculates deferred

and recognized revenue without requiring manual workarounds.

Support for Complex Revenue Arrangements with Multiple Deliverables

If your company has complex contracts and sells multiple elements bundled together with varying delivery schedules, revenue recognition can get even more complex. If you can't separate items within a bundle and assign an estimated selling price for each, you may be forced to defer a larger portion of revenue than you would like.

Intacct provides robust support for multi-element arrangements including support for Vendor Specific Objective Evidence (VSOE), Third Party Evidence (TPE) and Estimated Selling Price (ESP). Real-time insight and reporting helps you establish your overall estimated selling price strategy (e.g. your VSOE pricing strategy). Multiple price lists with appropriate pricing ratios support tracking, reporting and auditing across product lines, channels, geographies and time spans. Flexible revenue recognition templates also automate the allocation of revenue across each



Extend the value of Intacct with best of breed applications.

individual element within an arrangement allowing you to easily defer the timing of recognition based on fulfillment status.

Maximize Renewal Revenue

Renewal revenue is the lifeblood of software and subscription based companies. Intacct helps you maximize renewal revenue with proactive and automatic renewal management and activity scheduling, reducing revenue leakage and improving pipeline visibility.

Define preset renewal rules that automatically create opportunities, quotes and orders and get greater visibility into renewal activities and future renewal revenue through reports and dashboards.

If you use Salesforce CRM, Intacct's tight integration can automatically

"We expect at least a five figure reduction in audit expenses next year due to Intacct's revenue recognition capabilities which are tightly integrated with sales force automation, billing and collections — connecting our front office to our back office."

– Ingres

trigger the creation of a renewal opportunity within Salesforce CRM, allowing your sales team to use their standard processes, methodology and tools for completing the renewal order, up-selling and cross-selling.

Automate Complex Billing

Complex products and services can create daunting billing challenges for organizations that require one time, recurring, usage-based, event-based, percentage of completion or other more complex billing options. Intacct decouples billing from revenue recognition allowing

you to bill according to specific customer or product requirements while still complying with revenue recognition guidelines.

Intacct automatically generates billing schedules from billing rules, leading to accurate, timely and justifiable bills. Easily consolidate multiple charges into a single bill and present bills in multiple custom formats.

Seamlessly Connect Project Information with Robust Financial Management

For software companies with an embedded services organization, Intacct Project Accounting allows you to seamlessly connect project information with robust financial management. Streamline and automate the capture of all billable and non-billable time and expenses, reducing revenue leakage, maximizing billable hours and helping you gain control over current project costs and forecast more accurately in the future. And, with simple and easy to use project management automation, your service delivery team can proactively manage people, project tasks and costs to deliver client value on-time, within budget.



Intacct's on-demand platform delivers the highest level of customer success, satisfaction and value.

Accelerate Financial Consolidation and Close

Intacct provides market-leading financial consolidation capabilities for companies with multiple entities and those who transact in multiple currencies. Empower your finance team with the tools they need to more effectively automate and control the financial consolidation and close processes, while also improving visibility with real-time intelligence to drive better business decision making.

Each entity can support its own chart of accounts, taxation rules and reporting requirements, as well as transact in its own functional currency. Financials can then be consolidated in real time, enabling daily closes. Intacct also automates inter-entity transactions and eliminations as part of the consolidations process, helping you ensure accurate financial data.

Emergent Game Technologies was able to see significant productivity gains including reduced month-end cycle time, increased payroll accuracy and simplified financial consolidation. "In addition to productivity gains, Emergent was also able to re-deploy one accounting staff position." The average annual benefit was \$72,790 with an ROI of 73%.

– Nucleus Research Report, Emergent Game Technologies

Real-Time Financial and Operational Visibility Tailored to Your Business

Gain real-time visibility into all aspects of your business with Intacct's powerful tools for real-time business intelligence. Our flexible and extensible General Ledger provides a strong foundation for multi-dimensional planning, reporting and analysis so you can keep close track of the state of your business. Intacct General Ledger enables Software businesses to capture granular financial and operational data important to their business, utilizing up to 12 General Ledger dimensions.

This industry leading capability allows you to create, run and distribute your reports based on the metrics important to your business, not system defined attributes. Easily provide your executives a global view of key performance metrics including monthly revenue trends, actual to budget performance comparisons, overall operating expense breakdowns, profitability by customer or product, and much more so you can make more informed business decisions.

INTACCT FINANCIAL MANAGEMENT FOR SOFTWARE COMPANIES

Intacct Financials and Accounting

- Intacct General Ledger
- Intacct Accounts Payable
- Intacct Accounts Receivable
- Intacct Cash Management
- Intacct Expense Management

Intacct Insight™

Intacct Order Management
Intacct Purchasing and Inventory
Intacct Revenue Management
Intacct Multi-Currency Management
Intacct Global Consolidations

Intacct Project Accounting

Intacct MAX for Salesforce CRM
AvaTax for Intacct

