



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 achieve operational excellence and improve 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.

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Overview

We're a software company like yours. So we understand the issues your finance team deals with every day—complex and evolving revenue recognition guidelines, subscription billing, renewals management—just to name a few. We built Intacct from the ground up to address these unique challenges, and provide robust financial management applications for software companies of all sizes and complexities. Let Intacct 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.

Intacct for software companies highlights:

- Streamline quote-to-cash with seamless integration to Salesforce CRM.
- Support complex, evolving revenue recognition requirements.
- Optimize delivery, utilization, and profitability of service organizations.
- Automate billing and renewals.
- Accelerate real-time consolidation across multiple business entities.
- Speed financial consolidation and close processes.

Hundreds of software, SaaS, and cloud computing companies trust Intacct for their financial management system:



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Features and benefits

Streamline the quote-to-cash process.

Now your sales team can use the leading on-demand CRM system for lead, opportunity, quote, and front-office customer management while you use Intacct for back office financial management and accounting. Intacct provides seamless bi-directional integration between Intacct and Salesforce, increasing inter-departmental visibility and alignment, and enhancing the timeliness and accuracy of reporting and forecasting.

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—increasing customer satisfaction and collaboration between departments. Your sales team can also create an order directly from Intacct with a single click, eliminating painful manual data re-entry and reducing processing errors and costs.

Take advantage of comprehensive revenue management.

Complex revenue recognition guidelines force many companies to rely on complex spreadsheets to manage 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 makes it easy to define specific revenue recognition templates and rules for each. Based on these rules, Intacct automatically generates amortization schedules and applies them across individual contract or order line items.

If you need to adjust a revenue recognition schedule, Intacct enables you to respond quickly 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 manual workarounds.

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

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Support 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 become 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 reporting gives you insight to establish your overall estimated selling price strategy (such as your VSOE pricing strategy). Intacct supports multiple price lists with appropriate pricing ratios support tracking, reporting, and auditing across product lines, channels, geographies, and time spans. You can also use flexible revenue recognition templates to automate the allocation of revenue across each individual element within an arrangement enabling you to easily defer the timing of recognition based on fulfillment status.

Maximize renewal revenue.

Make the most of renewal revenue—an important source of revenue for many businesses, and 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.

Tight integration with Salesforce automatically triggers the creation of a renewal opportunity within Salesforce, so your sales team can use standard processes, methodology, and tools for completing renewal orders, 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, eventbased, percentage of completion, or other more complex billing options. Intacct decouples billing from revenue recognition, enabling you to bill according to specific customer or product requirements while still complying with revenue recognition guidelines.

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.
— OpSource



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

Seamlessly connect project information with robust financial management.

Give your organization a single source of truth throughout the service delivery lifecycle by seamlessly connecting 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. Intacct can help you gain control over current project costs and forecast more accurately in the future. And easy to use project management automation, can help your service delivery team proactively manage people, project tasks, and costs to deliver client value on-time, within budget.

Accelerate financial consolidation and close processes.

Intacct provides market-leading financial consolidation capabilities for companies with multiple entities and those that 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. You can then consolidate financials in real time, enabling daily closes. Intacct also automates inter-entity transactions and eliminations as part of the consolidations process, helping to ensure the accuracy of your financial data.

Gain real-time financial and operational visibility tailored to your business.

Gain real-time visibility into all aspects of your business using 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 "tag" financial transactions and operational data, using up to 13 general ledger dimensions.

This industry leading capability enables you to create, run, and distribute 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.

As we grew, we needed a more robust financial system that was designed for a SaaS business and offered more sophistication. We believe Intacct offers the best combination of industry-leading financial applications coupled with a commitment to high-quality customer service.
— WellAware



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nCircle success story

Gaining support for multiple entities, international currencies.

nCircle provides automated security and compliance auditing solutions that help companies to manage and reduce security risk and achieve compliance on their networks. Headquartered in San Francisco, nCircle also has offices in Toronto and London that help serve customers around the globe.

Like many companies, nCircle has grown over the last few years both organically and through acquisition. The company had been using Sage MAS 90 for financial management, but it wasn't keeping up with the finance team's expanding requirements for managing multiple business entities and foreign currencies. The finance team also had specific advanced reporting needs such as deferred revenue projections, maintenance renewal forecasting, and tracking recurring customer invoicing.

In addition to international business and advanced reporting capabilities, nCircle was also looking for a more effective way to improve its internal financial controls and financial consolidation process. For example, the company wanted to automate processes to eliminate the need for manual—and often duplicate—data entry with its existing system. Finally, nCircle wanted a solution that would ultimately reduce the burden on IT to support and maintain the applications. After evaluating several solutions, nCircle chose the Intacct financial management system.

"Intacct stood out for many reasons. It provides a high level of functionality, including all the global business management support we need, in an easy to use solution," said Tuan Tran, corporate controller at nCircle. "We also like the fact that with Intacct we can focus on our core business instead of worrying about maintaining our financial software."

Challenges:

- Support global business with multi-entity, multi-currency capabilities.
- Gain richer ad hoc reporting functionality to drive business performance.
- Maintain the system without heavy lifting from IT.

Results with Intacct:

- Can easily track, manage, and report on multiple international entities.
- Cut days of data entry each month.
- Slashed IT costs using flexible, cloud financial management system.

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nCircle success story (continued)

Improving processes cuts time spent on financial processes.

Intacct provides nCircle with a financial management system that has modernized the way the company manages its growing global operations. Using Intacct, nCircle has automated processes to consolidate information from its Canadian and United Kingdom-based entities. The flexible solution is easy to use, and provides staff in accounting, purchasing and sales with instant access to critical customer order and financial data.

Intacct advanced revenue recognition features have streamlined nCircle's revenue management processes, saving significant time and effort. Intacct enables nCircle to setup specific revenue recognition rules that allow them to schedule and post revenue automatically, based on flexible revenue recognition templates. nCircle can also more easily forecast deferred, recognized, and renewal revenues—allowing for more reliable and accurate business forecasts. In addition, Intacct aids in compliance with key revenue recognition guidelines, including the AICPA's statements of Position (soP) 81-1, 97-2, and 98-9.

Intacct's cloud financial applications deliver both a compelling ROI and a lower TCO compared to traditional solutions.
— nCircle

nCircle has also found Intacct easy to customize to meet the company's specific needs. nCircle used Intacct to create a customized business process workflow that enables accounting to process purchase orders and then automatically notify both sales and shipping, as well as create an invoice to be sent to customers. nCircle estimates these automated processes save the accounting department several days worth of work each month—which translates into significantly increased productivity.

But it is not just time savings. Intacct is also helping save nCircle money. Previously, the company often had difficulty pulling financial information that was needed for tax filing purposes, causing the company to incur added fees associated with filing extensions. nCircle now meets its tax deadlines consistently, and recently passed its first audit using Intacct with no difficulty.

"Intacct has dramatically reduced the time we spend on our financial processes across the board, including consolidations and revenue recognition, just to name a few," said Tran. "As an added benefit, Intacct reduces the potential for errors because we are no longer manually re-entering data or managing some of the data in other places like excel spreadsheets. Our finance team now has increased efficiency and greater confidence in the accuracy of our data."

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Improving reporting provides greater insight for strategic decision-making.

Intacct offers a powerful set of analytics and reporting tools that provide nCircle with real-time, accurate, and consistent visibility into financial and operational data. Users can easily create and share business insights via dashboards, interactive charts, reports, and mashups—without the need to export data into another system or learn complicated coding languages. Employees and executives alike are armed with the information they need to make better decisions and drive business performance. Since deploying Intacct, nCircle has used Intacct to create and run custom reports that provide greater insight into its dynamic business. For example, nCircle can explore financial results by business entity or by region to assess the health and performance of its operations across various criteria.

“As a mid-sized business, our finance department is lean,” said Tran.

“Intacct removes the challenges of limited resources and helps us continue to build our business. We would highly recommend the solution to any company looking for a cost-effective way to improve financial operations without the burden of a cumbersome software installation. Intacct cloud financial applications deliver both a compelling ROI and a lower TCO compared to traditional solutions.”

Intacct stood out for many reasons. It provides a high level of functionality, including all the global business management support we need, in an easy to use solution.
— nCircle

About nCircle

nCircle is the leading provider of automated security and compliance auditing solutions. More than 4,500 enterprises, government agencies and service providers around the world rely on nCircle's proactive solutions to manage and reduce security risk and achieve compliance on their networks. nCircle has won numerous awards for growth, innovation, customer satisfaction and technology leadership. nCircle is headquartered in San Francisco, CA, with regional offices throughout the United States and in London and Toronto. Additional information about nCircle is available at www.ncircle.com.

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MuleSoft success story

International expansion drives move to flexible Intacct cloud financial management system.

MuleSoft was founded in 2003 with the idea that developers needed a way to more easily develop, integrate, and reuse code. MuleSoft's enterprise service bus, Mule ESB, is now the most widely used open source platform, with more than 1.5 million downloads and over 2,500 production deployments. As MuleSoft's reputation and business grew over the years, so did its product footprint and global reach. The company has added multiple offices overseas and currently draws around a quarter of its revenues from outside the United States.

While MuleSoft embraced the expansion and increase in revenues, its previous QuickBooks accounting software was not designed to effectively support multiple foreign business entities and multiple currencies. As the company outstretched the limits of QuickBooks, it set out to find a financial management system that could not only support its global operations, but also one that offered better financial controls and audit support.

After reviewing the leading options on the market, MuleSoft narrowed its focus to cloud-based solutions from Intacct and NetSuite. MuleSoft chose Intacct because it offered proven global businesses management features, provided a rich array of financial capabilities, and could be quickly and easily deployed and managed without the need for IT staff assistance.

"Intacct gives us a wide range of financial management capabilities, without the need to install, integrate, or maintain cumbersome software," said Michael DiFilippo, chief financial officer at MuleSoft. "The best part about using a cloud-based system is the finance team gets the functionality it needs to effectively manage the business, and our IT team doesn't have to add headcount to manage the technology side of it."

Challenges:

- Support multiple global business entities.
- Automate time-consuming manual processes.
- Improve financial controls.
- Meet subscription revenue recognition requirements.

Results with Intacct:

- Delivered robust cloud financial management to finance without IT.
- Streamlined financial processes.
- Improved financial controls across multiple business entities.
- Reduced close process from weeks to a few days.



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MuleSoft success story (continued)

Easing the burden of consolidations and streamlining the close process.

As MuleSoft expands, Intacct offers the flexibility to grow and meet the new challenges. For example, adding new business entities is easy within Intacct. MuleSoft recently added an office in Argentina and it took less than an hour to set up the new entity in the system.

With Intacct global consolidation capabilities, MuleSoft can easily track financial data by each country in its own base currency and then quickly consolidate the data into a company-wide view with the push of a button. This eliminates the need to use multiple systems or complex Excel spreadsheets, which are prone to errors and create the hassle of duplicate data entry. Intacct also manages all currency conversions automatically, saving the finance team's time and increasing data accuracy.

“It is hard to quantify all the benefits we receive from Intacct. We view Intacct as a tremendous asset for the company and a great investment.”
— MuleSoft

“The consolidations and closing processes within Intacct are truly elegant,” commented DiFilippo. “Intacct enables us to easily manage the finances from our operations around the globe and automates a lot of our financial processes. Instead of taking us as long as a couple weeks to close the books, Intacct enables us to complete the process in just a few days.”

Reducing the headaches of revenue management and forecasting.

The revenue recognition process for software companies like MuleSoft, that offer subscription-based products and services, is often a manual, time-consuming task. Subscription revenues need to be deferred over the life of the contract and this is typically handled outside the financial system in manual, error prone Excel spreadsheets.

With Intacct, MuleSoft has the ability to quickly define revenue recognition templates and rules in the system specific to individual products and services. Based on these rules, Intacct automatically generates appropriate revenue recognition amortization schedules and automates the posting of revenue to the General Ledger. Intacct also provides the ability to handle subsequent modifications to schedules, including putting a schedule on hold, editing a schedule, and resuming or terminating a schedule. This saves a significant amount of time and simplifies compliance with ever-evolving revenue recognition accounting standards.

“We absolutely love the revenue management capabilities in Intacct,” added DiFilippo. “Since our deferred revenue schedule in Intacct is automatically tied back to the general ledger, this allows me to manage revenue recognition and revenue forecasting with the push of a button. I can keep a constant pulse on both deferred revenue and anticipated cash flow to better manage the business.”



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MuleSoft success story (continued)

Improving controls and gaining greater insight help company meet business goals.

MuleSoft is enjoying both efficiency gains and a newly found peace of mind from its Intacct deployment—from improved financial controls to increased security and automated processes. Simple improvements, including automating accounts payable and accounts receivable, translate into big benefits. For example, DiFilippo receives detailed reports on weekly check runs so there are no surprises on expenditures.

On the AR / AP side, Intacct gives MuleSoft complete visibility into its order-to-cash process; and DiFilippo can run on-demand accounts receivable aging reports with the press of a button to ensure customers are paying promptly. More advanced capabilities, such as the revenue recognition and forecasting, help MuleSoft keep a strategic eye on finances to ensure it meets business goals, even as its product footprint has expanded to include additional offerings centered around Mule ESB and Apache Tomcat / Tomcat 7.

Intacct gives us a wide range of financial management capabilities, without the need to install, integrate or maintain cumbersome software.
— MuleSoft

“Intacct has equipped us with the tools to strategically manage and increase our business, while ensuring we are not outspending our revenue potential,” said DiFilippo. “It is hard to quantify all the benefits we receive from Intacct. We view Intacct as a tremendous asset for the company and a great investment, and we’re looking forward to tapping into even more of the capabilities we haven’t yet explored.”

About MuleSoft

MuleSoft is the Web Middleware Company, providing enterprise-class software based on the world’s most popular open source application infrastructure products, Mule ESB and Apache Tomcat. MuleSoft brings an ideal combination of simplicity and power to today’s web applications with Mule ESB, Tcat Server and iBeans. MuleSoft’s products boast more than 1.5 million downloads and over 2,500 production deployments by leading organizations. MuleSoft is headquartered in San Francisco with offices worldwide. For more information, visit www.mulesoft.com.

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In the meantime, you may also be interested in one of our other resources:

Watch a video:
[Mozilla embraces cloud financial management](#)



Take a self-guided tour:
[Intacct for software companies](#)



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