Upgrading from QuickBooks

5 essential features every CFO needs in their next subscription management solution

While QuickBooks is a great bookkeeping solution for small, order-centric businesses, SaaS companies with various billing models and recurring revenue often experience growing pains as invoices and revenue schedules increase.

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Do any of the following thoughts feel familiar?

If so, they're clear signs you've outgrown QuickBooks

Once you know it's time to move on from QuickBooks, then you get to decide what's next. Read on to discover **the five essential features that every SaaS CFO needs** in their next subscription management solution— and how Sage Intacct addresses these needs.

"With 200 recurring invoices a month, we're at the breaking point with manual billing."

"We need to innovate our pricing, but we can't scale it."

"With 2,000 revenue schedules, my best team member spends all her time calculating revenue recognition in spreadsheets and manually updating our general ledger."

"I pulled an all-nighter (again!) putting together reports for investors."

"We can't efficiently predict our cash to manage operations and invest to drive growth and beat our competitors."

The 5 essential features:

1

Integrated quote-to-cash for streamlined processes and increased revenue per transaction.

2

Flexible contract-based billing to reduce gross revenue churn and support innovative pricing models.

3

End-to-end revenue management for ASC 606 compliance and reduced financial close time.

4

Real-time SaaS metrics and GAAP dashboards for higher valuation and investor confidence.

5

Forecasting and planning capabilities to speed up quote-to-cash processing and guide strategic decisions.

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Integrated quote-to-cash

Streamline your entire revenue process, from initial quote to final payment

The problem

Manual processes and siloed systems create inefficiencies and errors in your quote-to-cash cycle.

The solution

A robust, pre-built, cloud-native integration between Salesforce and CPQ to create one system of record.

That's why Sage Intacct includes:

- A bi-directional connection between sales and finance platforms.
- One system of record across the entire customer lifecycle.
- A single contract between sales and finance that streamlines the initial sale, renewals, and add-on business.
- Acceleration of the quote-to-cash process by up to 75%.
- Sales visibility into invoices and payments.
- Conversion of Salesforce quotes into orders with a single click.
- Advanced CRM Integration pre-built on the Salesforce platform.

Ditch time-wasting manual workflows

Streamline your operations, reduce errors from re-entering data, and eliminate the need for constant referencing of different record sources. With Sage Intacct, you'll enjoy a **more efficient, accurate, and integrated approach** to managing your financial processes.

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Flexible contract-based billing

Get bills out faster, decrease days sales outstanding, and free up cash to grow your business

The problem

From intricate pricing structures to the constant flux of renewals, upgrades, and cancellations, traditional billing solutions simply can't handle the multifaceted nature of SaaS business models.

The solution

Get a clear, unified view of your financial data with automated, subscription-centric billing to see revenue, billings, and financials in one spot—through the contract.

That's why Sage Intacct includes:

- Support for complex usage-based subscriptions.
- Built-in handling of renewals, upgrades, downgrades, cancellations, hybrid models, services, and maintenance.
- Flexibility to innovate, differentiate, and maximize customer lifetime value (CLTV).
- Support for a blend of models across subscription pricing, usage billing, professional services, and perpetual licensing.
- Management of a single revenue stream with automatic revenue recognition throughout the customer lifecycle.

Streamline your billing process

Flexible contract-based billing eliminates the need for manual creation of custom billing structures so that you can **scale your pricing models with efficiency**.

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End-to-end revenue management

Ensure compliance. Secure your investors' confidence.

That's why Sage Intacct includes:

- GAAP, ASC 606, and IFRS 15 compliance.
- Automation that can save hundreds of hours and decrease the risk of errors.
- Configuration-based changes, reducing dependence on IT or consulting services.
- Unlimited dimensions for detailed insights into product, region, segment, geography, and supporting data.
- Increased investor confidence in financial reporting and timely financials, translating to higher valuations and better access to credit.

The problem

Manual revenue recognition processes risk non-compliance and financial errors.

The solution

An end-to-end subscription revenue management system that offers a single, unified view of your revenue recognition—unbilled, billed, and paid—all from the subscription contract. With built-in ASC 606 compliance, you'll close your books faster, report more accurately, and provide the detailed insights stakeholders demand.

Taking human error out of the equation

By implementing this feature, you can **avoid the risks associated with manual revenue recognition processes**, such as compliance issues, errors in financial reporting, and time-consuming spreadsheet calculations.

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Real-time SaaS metrics and GAAP dashboards

Make data-driven decisions that impress everyone (including investors)

The problem

Outdated, manual reporting hinders decision-making and stakeholder communication.

The solution

Instantly generated, easy-to-use SaaS metrics and GAAP dashboards that provide a real-time snapshot of your subscription business's health.

That's why Sage Intacct includes:

- Tracking of the Six Cs of SaaS Metrics: CMRR, CAC, Churn, CLTV, Cash Flow and Customer Count.
- Efficient business management—growing revenue while keeping CAC manageable, reducing churn, and increasing CLTV.
- Higher valuation and investor trust and confidence through compelling financial storytelling.
- Strategic leadership insights on pricing, sales, product gaps, and customer success.
- Improved visibility into different business drivers for cohort analysis and growth opportunities.
- Strong understanding of growth models, sales efficiency, and economics for FP&A and cash flow scenario planning.
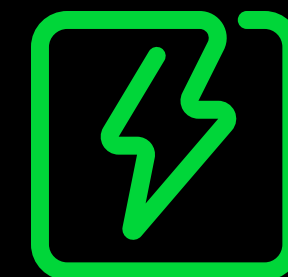
Business insights at your fingertips

These capabilities enable timely reporting, provide up-to-date views of business performance, and **streamline the process of compiling data for investor presentations**.

Ability to forecast and plan the future

Get a clear picture of your financial situation so you're always ready to adapt

The problem

Inefficient forecasting hampers strategic planning and growth.

The solution

Get accurate and on-demand forecasting at the click of a button across billing, pricing, and revenue for the clarity you need to grow.

That's why Sage Intacct includes:

- Comparison and modeling based on actuals—unlimited scenarios to perform 'what-if' analysis.
- Guidance of strategic decisions that make your business a success, including hiring, product investment, partnerships, acquisitions, and more.
- Connection across CRM, CPQ, and financials via the contract, to automatically generate forecasts. You get one view of your customers (vs. disparate orders) across billing, revenue recognition, and cash.
- Shift from manual, error-prone reporting to accurate, real-time forecasts, boosting the confidence of your board and investors with accurate data.
- Built-in tools for budgeting, planning, and financial modeling.

See the future more clearly

These advanced forecasting capabilities give you much better cash prediction accuracy, so that you can manage operations more effectively and invest strategically to **drive growth and outpace competitors**.

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Plan

Focus on strategic plans that embrace business opportunities and sidestep risks.

Analyze

Model calculations—such as projected cash, sales, revenue recognition options, or headcount expenses—easily and without spreadsheet errors. No more hidden formulas, broken links, or version-control issues.

Report

Compare current performance vs. plans and drill-down to budget details from your reports quickly, easily, and accurately.

Forecast

Import actuals directly from Sage Intacct Financials to quickly generate forecasts, letting you influence and inform decisions by the board, senior management, and functional teams.

Saleshood **doubles CLVT** with Sage Intacct

SALES
HOOD

Saleshood, a San Francisco-based SaaS sales enablement platform, had grown to a point where they were struggling with QuickBooks desktop.

They were manually tracking orders in spreadsheets and Salesforce, dealing with delayed and error prone reports, and unable to forecast or make timely strategic decisions. In short, they needed a change.

Business results after switching to Sage Intacct

With Sage Intacct, Saleshood was able to:

- Automate subscription billing, upsells, and renewals with one subscription system of record.

- Reduce closing time from 10 days to just five.

- Build a 12-month rolling forecast on billings, revenue, and cash.

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" Up-leveling your financial system is an insurance policy to running a healthier business ... Sage Intacct's reporting and analytics **gives me real-time cash flow visibility to confidently invest in growing the business 100%.**

Elay Cohen, CEO & Co-founder, Saleshood

UPGRADING FROM QUICKBOOKS

Why choose Sage Intacct?

Sage Intacct is the only company offering this unique solution built specifically for SaaS startup CFOs

**We are the only solution that provides all of these in one platform:**

✓ Offers one native quote-to-cash with Salesforce CPQ.

✓ Is built from the ground up to support ASC 606 and endorsed by the AICPA.

✓ Provides unlimited reporting dimensions.

✓ Can deploy recurring billing across perpetual, usage, and professional services.

✓ Delivers prebuilt, customizable GAAP and SaaS metrics dashboards.

✓ Enables a view into the future with our forecasting tools.

Leader SPRING 2024

We're #1 in customer satisfaction in Accounting and ERP and #1 in Subscription Revenue Management on G2

G2 Crowd Grid Report for Accounting Systems, Mid-market, Spring 2024.

Source: Spring 2024 G2 Grid Report for Mid-Market Accounting Software.
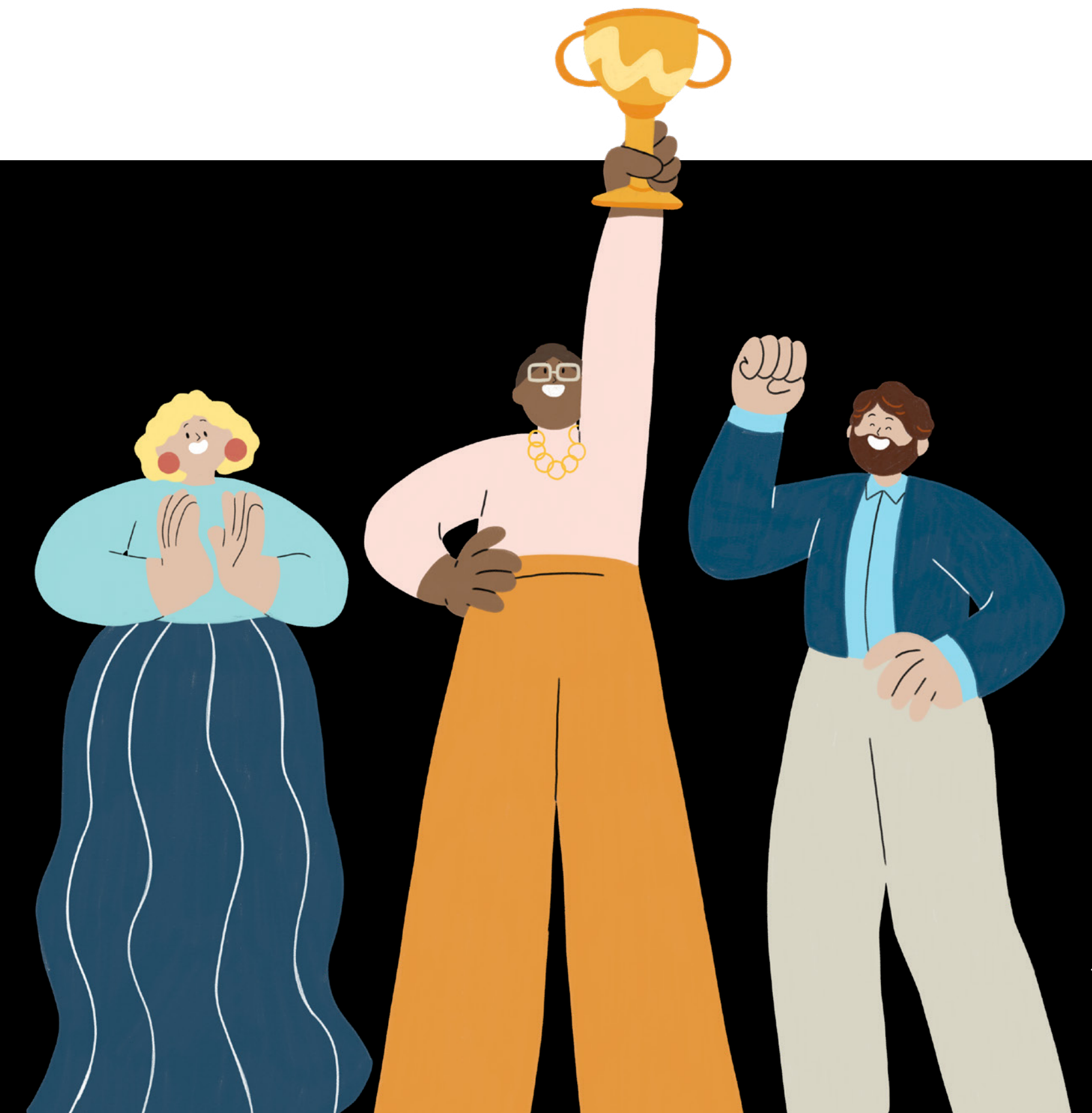
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Now that you know what to look for in your next subscription management solution, it's time to take action

Empower your team, impress your investors, and accelerate your growth with Sage Intacct

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