

E-book

# Why Growing Financial Services Companies Choose Sage Intacct

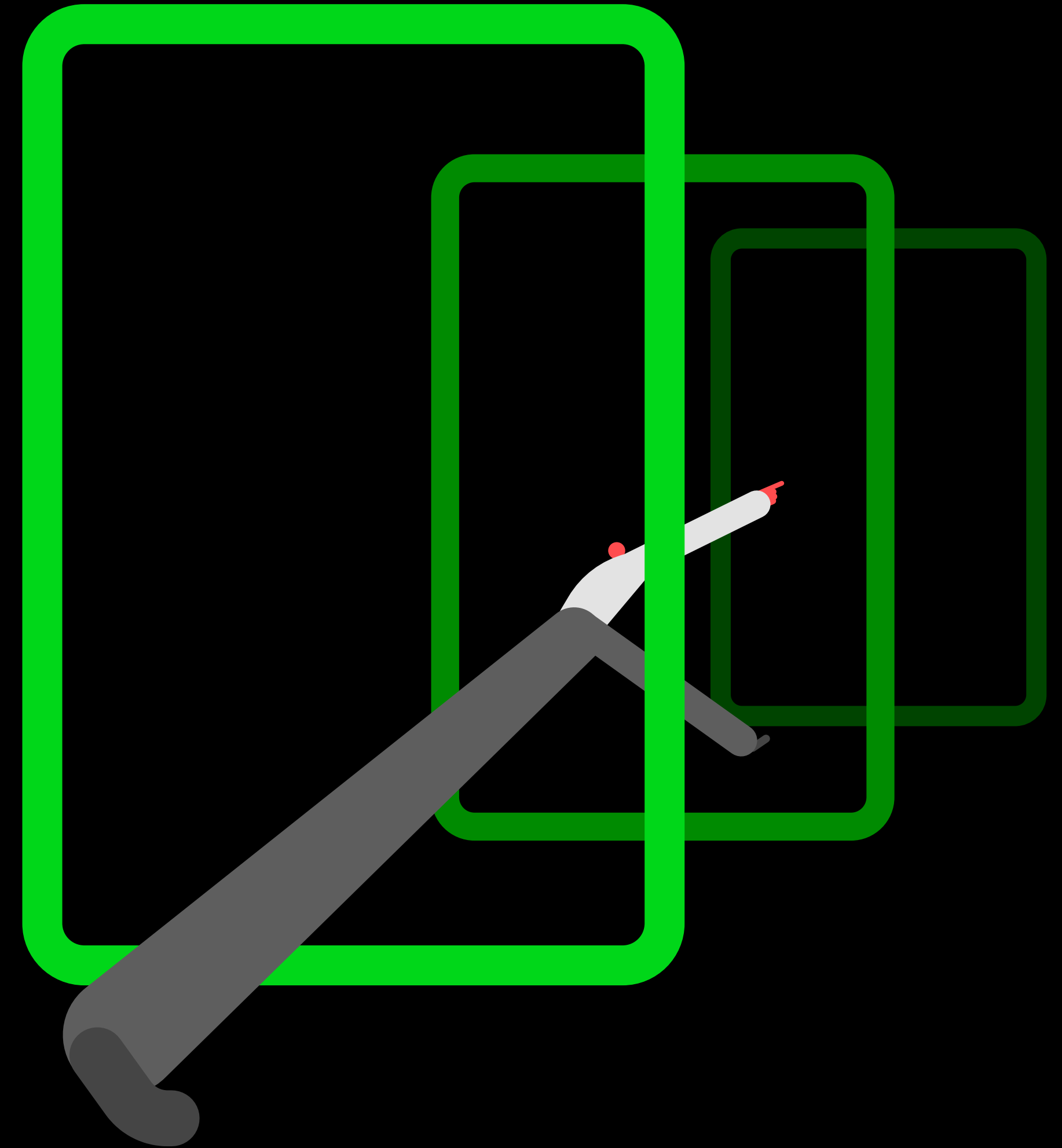
Sage





# Table of contents

Tracking KPIs with dashboards and multi-entity reporting	<b>Page 3</b>
Finding time savings & performance efficiencies	<b>Page 5</b>
Outgrowing Quickbooks	<b>Page 7</b>
Moving to paperless automation and improving financial visibility	<b>Page 9</b>
Improving work-life balance	<b>Page 11</b>



# Tracking KPIs with dashboards and multi-entity reporting

Effective key performance indicators (KPIs) are vital signals that help indicate if your business is functioning according to plan and on track for growth. Leaders are leveraging KPIs to spot trends, compare to benchmarks, drill down into the source data, and make faster decisions.

For financial services organisations with multiple locations or entities, things like decentralised payables, intercompany billing, different tax regulations, and multiple currencies create increased complexities. Those companies may want to easily see combined data from different entities or only view metrics within a single entity.

Sage

V  
Vision33



With Sage Intacct financial reports, you have the agility and flexibility to quickly slice and dice the details that matter and get them to key stakeholders in real time.

And when you have new questions, you'll have the ability to analyse operational and financial data together with custom reports, dashboards, or visualisations.

## KPIs, dashboards, and reports

**Bardell Venture Management** credits Sage Intacct reporting alone for improving profitability by 15% to 20%.

**“With the dimensional reporting in Sage Intacct, it’s much easier to analyse profitability by entity, identify profit centers that need improvement, and examine expenditures that aren’t needed or could be reduced.”**

**~ Grace Bardell, Business Manager, Bardell Venture Management**

Founded in 2011, Bardell Venture Management is a diversified business that runs a Realty ONE Group brokerage in south-central Pennsylvania, acts as regional director to sell Realty ONE Group franchises in Pennsylvania, Maryland, Delaware and Washington DC, and operates One Abstract LLC, a full-service title agency in Pennsylvania and Maryland.



**AutoClaims Direct** boosts revenue and project profitability through key insights.

**“When compared with the limited data we had before, the level of information we can access in Sage Intacct is like night and day. Now, we have key information such as gross margins by customer and business line at our fingertips. Since these crucial business metrics are no longer a mystery, we can create more realistic projections and make better day-to-day decisions. Our board has been impressed by the new business insight we provide to them.”**

**~ Kristy Facchini, CFO, AutoClaims Direct**

AutoClaims Direct, Inc. (ACD) is an entrepreneurial company working to change the traditional approach to auto claims processing by combining user-friendly claims management technology with quality network vendor.



# Finding savings and efficiencies



Today's accounting and finance leaders are expected to not only keep track of past transactions but also provide a vision for how to move forward.

They are making concerted efforts to use their resources as efficiently as possible in the hyper-competitive financial services market. Streamlining and optimising finance processes is one of the most important investments a business can make to help ensure long-term sustainability.

By automating repetitive tasks such as bank reconciliations, vendor payments, and purchase ordering workflows, you can begin to spend your time on the work that matters and help the organisation meet its broader goals.

Sage Intacct helps finance teams focus on strategic initiatives and drive growth.

Sage

V  
Vision33

## Companies that found savings and efficiencies

**CoVenture** frees up management time to think more strategically

**“Before Sage Intacct, we couldn’t truly spend as much time as we wanted drilling down and analysing what was in front of us because we spent too much time trying to compile everything,” Strulowitz said. “Sage Intacct is allowing us to look at information more clearly, more strategically, and more efficiently than we could previously.”**

**~ Isaac Strulowitz, CFO, CoVenture**

CoVenture is a New York City-based venture capital firm focuses on providing funding to emerging businesses in the technology space.



**NTFN** is closing the books faster even with a leaner team

**“We have a leaner team, yet we’re closing the books in a third of the time. That’s a testament to Sage Intacct and to our controller and our accountants. Not only are they closing the books faster, they’re doing analysis that we didn’t have time to do before.”**

**~ Gary McKiddy, CFO, NTFN**

NTFN is a full service mortgage banker established in 1992 and is based in Plano, Texas. As licensed mortgage bankers, they work with investors across the country to provide a variety of lending programs to suit each customer’s individual needs.



# Outgrowing QuickBooks



Many small and mid-sized financial services firms utilise QuickBooks in their early days. However, virtually every growing organisation soon realises the software's limitations and compromises.

From inflexible processes, data accessibility issues, inadequate security, and primitive reporting, QuickBooks can hamstring your firm because it simply isn't designed to scale and provide the professional financial management capabilities you expect.

Fortunately, Sage Intacct cloud-based solution offers a better way, with sophisticated—but still easy to use—functionality such as fast consolidations, multi-entity support, currency conversions, configurable dashboards, and more.

That's why we're the AICPA's first and only preferred provider of financial applications. In fact, Sage Intacct is ranked as the #1 alternative to QuickBooks and #1 in customer satisfaction by G2.

Sage



## Companies that graduated from QuickBooks

**Anchor Loans** removes the Quickbooks bottlenecks with Sage Intacct

**“With numerous entities, exporting financials from QuickBooks to Excel for consolidation was an ongoing nightmare. I talked with our CEO and said, ‘If you want reliable, timely financial information, we can’t do it in QuickBooks. It’s too cumbersome and too manual.’”**

**~ Bryan Thompson, CFO, Anchor Loans**

Anchor Loans is the nation’s leading private, direct lender to experienced residential real estate investors and builders, and the first to surpass \$10 billion in total fundings.

Access to accurate, timely financial data accelerated round of funding for **ZestAI**

**“Recently, we closed a \$15 million round of funding and during the due diligence process we were able to hop on calls with the auditor and answer their questions live or deliver analysis the next day, which was a night and day time-saver compared to pulling data from QuickBooks.”**

**~ - Walter Luceno, Director of Accounting, Zest AI**

Zest AI was founded in 2009 with the mission of making fair and transparent credit available to everyone. Now one of the fastest-growing fintech software companies, it is headquartered in Los Angeles, California.





# Moving to paperless automation and improving financial visibility



Business conditions can change quickly. Leading companies are ready to adapt and adjust with modern automation technology, while laggards struggle with paper-based manual procedures and data that is not presented in real time.

Sage Intacct core financials automate your most important processes, reduce your reliance on error-prone spreadsheets, and give you greater visibility into your real-time business performance.

Sage



## Companies improving financial visibility with paperless automation

**MidCap Management** gained easy access to key metrics

**“It’s fantastic to have all of our financials in one place with Sage Intacct. We can simply click on a drop-down and look across all of our portfolio to find answers or make entries related to any part of the business in just seconds.**

**This is especially helpful at the corporate level, since we have inter-entity investment transactions, move capital on a daily basis for cash positioning, and do monthly inter-company eliminations and consolidations. Those tasks would require nearly two days of manual checks and controls every month if we were still working in multiple QuickBooks instances, but they’re effortless with Sage Intacct.”**

**~ Will Stewart, Controller, MidCap Management**

MidCap Management is a boutique private equity company with six product lines, including real estate investments, small business lending, and traditional equity financing.



**Pride Investment Partners** now has a clear picture of its operations

**“Our ability to use KPIs and dashboards have helped me as a finance executive... my time is now freer to evaluate operations, to evaluate new investments. I spend more time on investing funds rather than just tracking them and looking at history in our books. We’ve become so good at detecting things before they happen now that we don’t have to react. We’re putting in preventative measures, using the data, so if something begins to look out of whack, we will immediately address it.”**

**~ Mike Dolence, VP of Operations, Pride Investment Partners**

Pride Investment Partners, LLC is a real estate and private equity investment development company with a wide variety of investments in retail - including hotels, retail centers, and retail stores; and real estate, both residential and commercial.



# Improving work-life balance

Most financial leaders have a habit of working long hours—particularly with a steady flow of deadlines throughout the year. When so many days are consumed by tedious, manual tasks, there is a shortage of time, disrupting the harmony between work and personal life.

Believe it or not, you can balance both sides.

Sage Intacct enables teams to work from any location, complete routine tasks more quickly, reduce stress and enjoy more time relaxing with family and friends.

Sage



## Companies improving work-life balance

**NTFN** retains talented accounting team by investing in technology

**“Job satisfaction just went through the roof, and they’re doing their best work ever. Our accountants are very talented individuals, and they might have left by now if we hadn’t done something different. We needed to be able to have people do more analysis instead of data entry, and that’s what we’ve been able to accomplish with Sage Intacct.”**

**~ Gary McKiddy, CFO, NTFN**

NTFN is a full service mortgage banker established in 1992 and is based in Plano, Texas. As licensed mortgage bankers, they work with investors across the country to provide a variety of lending programs to suit each customer’s individual needs.

**Anchor Loans** boosts team morale by reducing tedious data entry

**“Team morale has improved as a result of Sage Intacct, because everyone wants to do more analytical thinking instead of just pushing numbers around.”**

**~ Bryan Thompson, CFO, Anchor Loans**

Anchor Loans is the nation’s leading private, direct lender to experienced residential real estate investors and builders, and the first to surpass \$10 billion in total fundings.







**Sage Intacct is the AICPA’s preferred provider of financial applications**

The American Institute of Certified Public Accountants (AICPA), the world’s largest association serving accounting professionals, acknowledges us as its preferred provider of financial applications.

1 Heathgate Place,  
Agincourt Road  
London, NW3 2NU  
+44 (0) 20 4526 8479  
Find more information on Sage Intacct [here](#)



©2022 The Sage Group plc or its licensors. Sage, Sage logos, Sage product and service names mentioned herein are the trademarks of The Sage Group plc or its licensors. All other trademarks are the property of their respective owners.