

# percipient



 DATASHEET

## **SAGE INTACCT SUBSCRIPTION BILLING**

**Accelerate quote-to-cash and predict the future with a single source of truth for revenue, billing, and financials.**

Growing revenue with flexible pricing models just got easier. Accelerate your quote to cash by using a Sage Intacct flexible, contract-based financial solution to manage and automate billing, revenue recognition, forecasting, and SaaS metrics.

With a single system of record natively integrated to Salesforce, you'll save time calculating, reconciling, and aggregating data. As a result, you'll be able to bill faster to turn sales into cash regardless of your business model.

### **WHY CHOOSE SAGE INTACCT?**

- **Save time, move fast**
- **Always trust the numbers**
- **Collaborate in real-time**
- **See the full financial picture**
- **Automate & streamline processes**
- **Complete integration**
- **Future-proof performance**

# MUST HAVE FINANCE FEATURES

## Flexible pricing models

- Fixed price
- Usage pricing
- Tiered pricing
- Price per thousand
- Discount tiers
- Minimum flat fees
- Included units
- Overages
- Customer specific

## Consolidated billing

- Aggregate fixed-price, usage-based, and project-based billing into one invoice

## Billing approaches

- One-time
- In advance
- In arrears
- Every invoice

## Billing & renewals automation

- Automated billing schedules - monthly, annually, custom, non-linear
- Bill by customer group
- Automatic renewals
- Copy existing contracts
- Contract change automation and scheduling
- Process in multiple currencies

# SAGE INTACCT BENEFITS

## Accelerate Quote-to-Cash by 30%

Don't let billing complexity stand in the way of adopting new pricing models that can grow your business. Eliminate manual calculations with built-in fixed price, usage based, and tiered pricing and billing. With automated pricing models and billing templates that match your business, you can 'set it and forget it.' You get bills out faster, decrease days sales outstanding, and free up cash to grow your business.

## Manage the Customer Lifecycle

By driving your billing, revenue, and financials from a single source - the contract - you can manage a single revenue stream and automatically recognise revenue throughout the customer lifecycle. Contract changes, including renewals, up-sells, down-sells, and holds, drive automatic updates to revenue recognition, billing, and your financials so that they are aligned. You save time, eliminate errors, and reduce confusion.

## Stay Up-to-Date

Real-time, bi-directional synchronisation between Salesforce and your financials allows you to maintain templates and schedules in your financial solution while maintaining customers, contracts, changes, and renewals in Salesforce. Billing and payments are easily visible to salespeople all in one place - the contract. Everyone stays up to date with your customers' financial relationship to provide a more consistent customer experience.

# MUST HAVE FINANCE FEATURES

## Seamless quote-to-cash

- Native Salesforce integration
- Drive downstream revenue recognition, including multi-element arrangements and fair pricing requirements
- Sales visibility into invoices and payments
- Maintain renewals and changes in Salesforce
- Maintain accounting treatment in Salesforce

## Seamless GL posting

- Automatically generate posts to the GL
- Easy drill-down and investigation from GL into the sub-ledger
- Slice and dice data by dimensions
- Maintain compliance with audit trails and compliance checklist

## Insights

- All billing, revenue, and expense in one place
- Forecast billing, payments, and revenue across deferred and accrued revenue
- Unified reporting on billing and accounting
- Board-ready insights, including churn, CLV, CMRR, cash, CAC, and economic unit

## Real time tax

- Exclusive tax

# SAGE INTACCT BENEFITS

## Forecast & Get Metrics in Real Time

When everything you need to forecast is in one place and derived from the contract master and schedules, it's easy to automate forecasting and see cash, revenue, and billing throughout the lifecycle. Skip the spreadsheets and get real-time forecasts and SaaS metrics, including economic unit, to inform your decisions.

## FINANCE MADE SIMPLE

Sage Intacct offers a wide range of accounting capabilities, in a modular format that gives each department within your organisation the flexibility to choose the best software applications for its needs.

If you would like to know more about Percipient and how we can help you invest in the right finance technology for your business, call the team on **01606 871332**.