

percipient

 DATASHEET

SAGE INTACCT REVENUE RECOGNITION

Intelligent, automated, compliant revenue recognition to help your company scale, with complete support for IFRS 15 & ASC 606.

Sage Intacct revenue recognition software removes the complexity, time, and frustration associated with revenue recognition.

It helps you simplify revenue management by flexibly configuring expense amortisation to match or differ from your revenue recognition terms. With Sage Intacct, you can meet the IFRS 15 and ASC 606 compliance challenge.

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**

AUTOMATION & PRODUCTIVITY

HIGHLIGHTS

- Simplify revenue management with automated revenue and expense reallocation
- Eliminate uncertainty about changing requirements through dual treatment and reporting
- Flexibly configure expense amortisation to match or differ from revenue recognition terms
- Gain deep and broad revenue insights with complete reporting - from orders to contracts to operational SaaS metrics

Automate your most important process - turning orders into cash

Sage Intacct's recurring-revenue management software lets you integrate with Salesforce for a seamless, bidirectional flow of order, customer, and contract data to save time and reduce manual errors. Streamline subscriptions and recurring-revenue recognition with real-time updates to accounting and billing for discounts, usage, renewals, upgrades, cancellations, and other changes.

Align revenue recognition with expense allocations

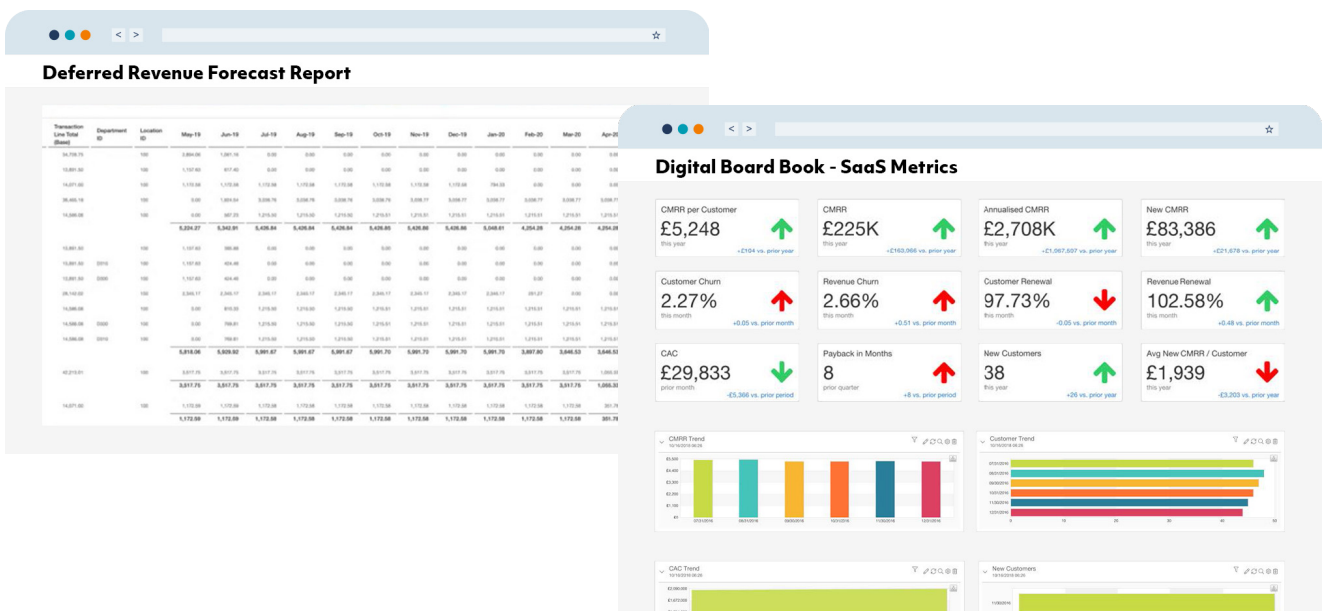
Templates and schedules in Sage Intacct mean you can automatically recognise revenue according to accounting standards. Sage Intacct lets you recognise revenue and amortises expenses, even as contracts change.

Deliver relevant insights to all stakeholders

Customised dashboards and reports give you deep, actionable views into revenue value and profitability by contract, products, divisions, and more. Sage Intacct shows you every stage of the revenue lifecycle: order, fulfilment of performance obligations, revenue recognition, billing, and collection – so you're ready with quick answers for customers and colleagues.

Reduce your dependence on IT

Enjoy out-of-the-box functionality that reduces the need for IT resources. You can handle revenue management requirements with configuration, not scripting. Structure your workflows to capture and edit contracts natively in Salesforce without additional integration software.



MUST HAVE FINANCE FEATURES

IFRS15 & ASC 606: Automating a single revenue stream across the customer lifecycle saves you 10s to 100s of painstaking hours each month on calculations and reconciliations. It also allows you to forecast future revenues and gain deep insights with SaaS metrics that guide your business decisions like hiring, acquiring, and investing in products.

Scale revenue management

- All order changes captured in a single contract
- Automatic revenue reallocation for contract changes
- Template-based revenue recognition, independent of billing
- Usage-based revenue recognition
- Revenue recognition across multi-element arrangements
- Flexible automation of cancellations, hold/resume, and renewals
- Revenue details in one location - the contract

Expense management

- Expense amortization at contract or line level
- Automatic expense amortization—including changes and updates
- Expense amortization templates, independent from the revenue term

Multi-entity arrangements (MEA)

- Audit trail for MEA executions
- Separate book processing
- MEA effective dates for execution
- Multiple execution of MEA allocations

SAGE INTACCT BENEFITS

Scale Regulatory Compliance

Driving revenue recognition directly from the contract simplifies revenue recognition. Templates and schedules automatically allocate revenue and amortize expenses for you, even as contracts and subscriptions change. Dual treatment of ASC 605 and ASC 606 provides you with immediate visibility into how the upcoming guideline changes affect your financials.

Real-Time Forecasts

When everything you need to forecast is in one place and derived from the contract master and schedules you define, you can cut your close by 30% to 50% and get automated revenue forecasts. Skip the spreadsheets and get real-time forecasts and SaaS metrics to inform timely decisions that drive results for your business.

Control Over Revenue & Billing

Out of the box functionality along with a single source of truth for revenue, billing, and financials means that you're in control. Handle changes with configuration, not scripting. You don't need to depend on IT. Structure your workflows to capture and edit contracts natively in Salesforce with no need for third-party integration software. And billing and revenue is available immediately for your general ledger without timely reconciliations across systems.

MUST HAVE FINANCE FEATURES

Insights

- Board-ready insights, including churn, CLV, CMRR, cash, and CAC
- Contract as dimension to track revenue by reporting details on unbilled, billed, and paid balances
- Revenue, expense, billing, and cash receipts forecasted to current and new guidelines

Control

- A wide variety of standard and custom revenue and expense templates to fit your needs
- Automation through configuration, not scripting
- Compliance using your own workflow setup with audit trail sign off
- Independent holds on billing schedule, revenue recognition, or both

Old & new methods

- Instant views of changes between ASC 605 and ASC 606 with dual book entry

SAGE INTACCT BENEFITS

Speed Up Quote-to-Cash by 30%

Contract revenue management integrates with Salesforce for a seamless, bi-directional flow of customer, order, and contract data. You get real-time updates to accounting and billing for discounts, usage, renewals, upgrades, and cancellations. You save time and speed billing to bring cash in faster.

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**.