



Sage Intacct Budget Line Types in Sage Intacct Planning

April 26, 2022

WEALTH ADVISORY | OUTSOURCING | AUDIT, TAX, AND CONSULTING

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Learning Objectives

- Recognize different components of budget line types
- Identify revenue budget line types to set up revenue models
- Review expense budget line types to budget for employees and employee-related costs



What are Budget Line Types

- Used to Facilitate budgeting of Revenue & Expenses
- Two main groups:
 - Revenue Budget Line Types
 - Expense Budget Line Types
- Both Budget Line Types include options to:
 - **Group** – Can put 1 or more budget lines into a group for a subtotal
 - **Pull from Model** – Reference a model line for the budget values





Revenue Budget Line Types

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Revenue Budget Line Types

Every Revenue Budget Line Type Consists of 4 main components

1. Repeat Bookings – The frequency that the revenue occurs
2. Spread – How to spread the budgeted amount over time
3. Amount – Amount being budgeted.
4. Payment After - option to budget for cash receipt after a set amount of months

BOOKINGS

1	Repeat bookings Monthly	2	Spread Same amount each billing
3	Amount \$100 USD f_x	4	Payment After months



Revenue Budget Line Types

Services Revenue Budget Line Type

The **Services** budget line type is best used for intangible products such as accounting, banking, consultancy, or education. For example, a contract providing Intacct support for a year.

- Modifies the base Revenue Budget Line Type with the addition of the “Service Period”, enabling you to control the number of periods to recognize revenue over

BOOKINGS

Repeat bookings	Once	▼	On	01/2021
Amount	\$1,000,000	USD ▼	fx	Payment After
Service Period	10	months		months



Revenue Budget Line Types

Perpetual license Revenue Budget Line Type

The **Perpetual license** budget line type is best used for services sold that offer access to software for a defined period of time. After the period expires, the customer has the option to renew the license.

MT2
KA1

- Support Percentage – Percentage of Amount to be allocated for support
- Support Period – # of periods support is provided
- Churn Percentage – Rate at which new Perpetual licenses are not renewed

BOOKINGS

Repeat bookings	Once	▼	On	01/2021
Amount	\$100	USD	▼	<i>fx</i>
			Payment After	months
Support Percentage	10		Support Period	1
		percent		months
			Churn	percent
				<i>fx</i>



Slide 8

MT2

Could use an improved definition and improved example.

May, Ted, 4/18/2022

KA1

Hi Ted, do you want this to read as "The Perpetal license budget line type is best used for services sold that offer access to a software for a defined period of time. After the period expires, the customer has the option to renew the license."

Klapperick, Ashley, 4/19/2022

Revenue Budget Line Types

Simple Subscription Revenue Budget Line Type

The **Simple Subscription** budget line type is best used for contracts in which a person pays a fee in regular intervals in order to receive a product, service or otherwise. For example, TV services such as Netflix, Comcast, etc.

- Adds in the Subscription Period
- Amount is renamed “Total Contract Value”
- Can set Payment terms

BOOKINGS

Repeat bookings	Once	▼	On	01/2021					
Subscription Period	12	months	Churn	2	percent	<i>fx</i>			
Total Contract Value	\$120,000	USD	▼	<i>fx</i>	Payment After	months	Payment Terms	\$120,000 Yearly	▼

MT1
KA2



Slide 9

MT1

Hoping for a better example, & definition

May, Ted, 4/18/2022

KA2

Maybe just change the sentence to " The Simple Subscription budget line type is best used for contracts in which a person pays a fee in regular intervals in order to receive a product, service or otherwise. For example, TV services such as Netflix, Comcast...etc."

Klapperick, Ashley, 4/19/2022

Revenue Budget Line Types

SaaS Subscription Revenue Budget Line Type

The **SaaS Subscription** budget line type specifically for SaaS (Software as a Service) products. Calculates subscription revenues according to MRR (monthly recurring revenue) or

- Beginning MRR – Enter the ending MRR value prior to start of budget
- New MRR bookings – The net increase in MRR from New customers
- MRR Churn – Set churn rate, can be specific to each period
- MRR Expansion – Set Expansion rate, can be specific to each period

Subscription Type	Monthly	Beginning MRR	\$1,000	USD	fx			
New MRR bookings	\$120	USD	fx	New Spread	Growth	New Growth	%	fx
MRR churn	10	%	fx	Churn Spread	Same amount each month			
MRR expansion		%	fx	Expansion Spread	Same amount each month			



Demo





Expense Budget Line Types

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Expense Budget Line Types

Every Expense Budget Line Type Consists of 4 main components

1. Occurs– The frequency that the expense is incurred
2. Spread – How to spread the budgeted amount over time
3. Amount – Amount being budgeted.
4. Payment Terms - option to budget for cash payments

The screenshot shows a configuration interface for an expense budget line type. It consists of four main input fields, each highlighted with a red border and a yellow callout number:

- 1. Occurs:** A dropdown menu showing "Yearly".
- 2. Spread:** A dropdown menu showing "Same amount each year".
- 3. Amount:** A text input field containing "\$12,000".
- 4. Payment Terms:** A dropdown menu showing "at the beginning of the year".

Additional elements visible in the interface include a "USD" currency selector, a green "fx" button, and a menu icon on the right side of the interface.





Expense Budget Line Types

Reserve Expense Budget Line Type

The **Reserve** budget line type creates a buffer within the budget group where it is located. A reserve line of 5% of operating expenses

- Enter percentage of Budget Group total to be placed in reserve.

Percentage	=5	%		Payment	months after 
Expensing Period	months				




Expense Budget Line Types

Derived Expense Budget Line Type

The **Derived** expense budget line type is an expense whose value is extrapolated from another budget line (revenue or expense) based on a percentage.

- Calculate using – The budget line to reference

Calculate using Revenues > Subscriptions & Licenses > Simple Subscription		Percentage 10		%	
Payment	months after	Expensing Period	months		



Expense Budget Line Types

Allocated Expense Budget Line Type

The **Allocated** expense budget line type is an expense whose value is allocated from another expense budget line based on a percentage or Per Capita.

- Allocated From– The expense budget line to reference
- Allocated Type – Percentage or Per Capita (Must be in a salary and wage group)

Allocated From Operational Expenses > Professional Services	Allocation Type Percentage
Allocated Percent 5 	



Expense Budget Line Types

Expense Adjustment Expense Budget Line Type

The **Expense Adjustment** expense budget line type that allows you to adjust the Operational expense by budgeting for credits/debits adjustments.

- Utilizes the same fields as the Expense Budget Line type

The image shows a configuration form for an expense budget line type. It consists of four main input fields, each highlighted with a red border and a yellow callout number:

- 1** Occurs: Yearly
- 2** Spread: Same amount each year
- 3** Amount: \$12,000
- 4** Payment Terms: at the beginning of the year

Between the amount and payment terms fields, there is a currency selector showing 'USD' and a green circular icon with 'fx'.



Demo





Questions

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