



We'll get you there.

CPAs | CONSULTANTS | WEALTH ADVISORS

Sage Intacct for Tech Companies

Start Small, Scale Big

March 14, 2024



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Speaker Introductions



Debbie Gilmore
Consulting Manager
CLA Digital



Ashley Hunt
Principal
CLA Digital



Jeff Sellner
Principal
CLA – Technology Industry

Polling Question #1

- Are you here today because you are looking to change software? If yes, how soon?
 - Not sure yet
 - Yes, I'm ready now
 - Yes, I'll be ready in 3-6 months
 - Yes, just not sure when



Polling Question #2

- What is the biggest hurdle you are facing with your accounting system today?
 - Too long to consolidate
 - Too many excel workbooks
 - Challenges with revenue recognition
 - Can't get the reports you want and need
 - Other



Polling Question #3

- What size is your organization?
 - < \$1 Million Revenue
 - \$1 Million - \$25 Million Revenue
 - > \$25 Million Revenue



Agenda

- Introduction to CLA
- Introduction to Sage Intacct
- Industry Q&A
- Sage Intacct Demo
- Conclusion





Why CLA



OUR PURPOSE

CLA exists to create opportunities for our clients, our people, and our communities.

OUR PROMISE

We promise to know you and help you.

CLA Promise

OUR FAMILY CULTURE

We're one family, working together to create opportunities.

OUR STRATEGIC ADVANTAGES

Deep industry specialization
Seamless, integrated capabilities
Premier resource for private businesses and owners
Inspired careers



Curious, Collaborative, Transparent, Inclusive, Reliable



Facts: The Basics

Nearly *130*
U.S. locations

1,200+
principals and
signing directors

14
industries

More than
8,500 people

\$2B

Seamless
experience



Deep Industry Specialization

Agribusiness and Cooperatives	Construction	Financial Services	Health Care and Life Sciences
Higher Education	Manufacturing and Distribution	Nonprofit	Professional Service Organizations
Real Estate	Retail	State and Local Government	Technology
	Transportation and Logistics		



Find support at *every* turn

Benefit from guidance on
all aspects of your business.





Why Sage Intacct



Start Simple, Scale Big

Start

- Core financials
- Subscription billing
- Revenue recognition
- Dimensional, interactive reporting
- SaaS metrics
- Project tracking
- Electronic payments

+
Salesforce
integration

+
Multi-element arrangements
Multi-entity
Banking cloud

+
International tax
Global consolidations

+
Planning

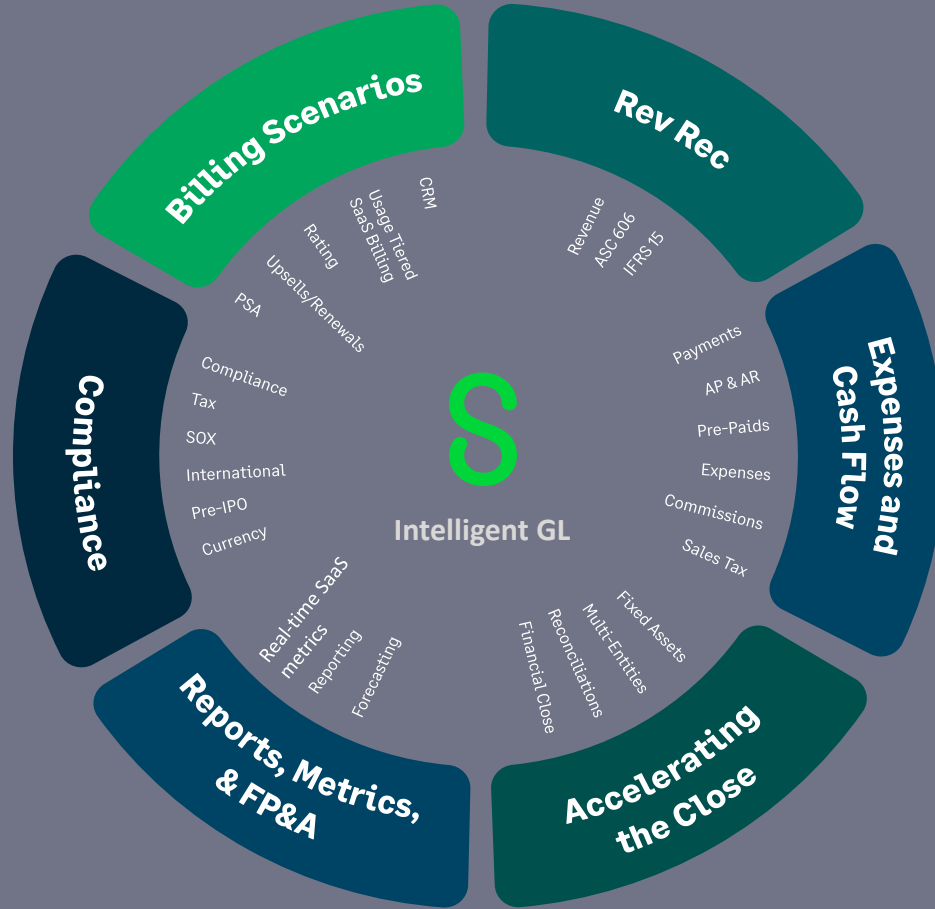
+
Fixed assets
Multi-currency
Pre-paids

+
Advanced audit
SOX compliance



Sage Intacct

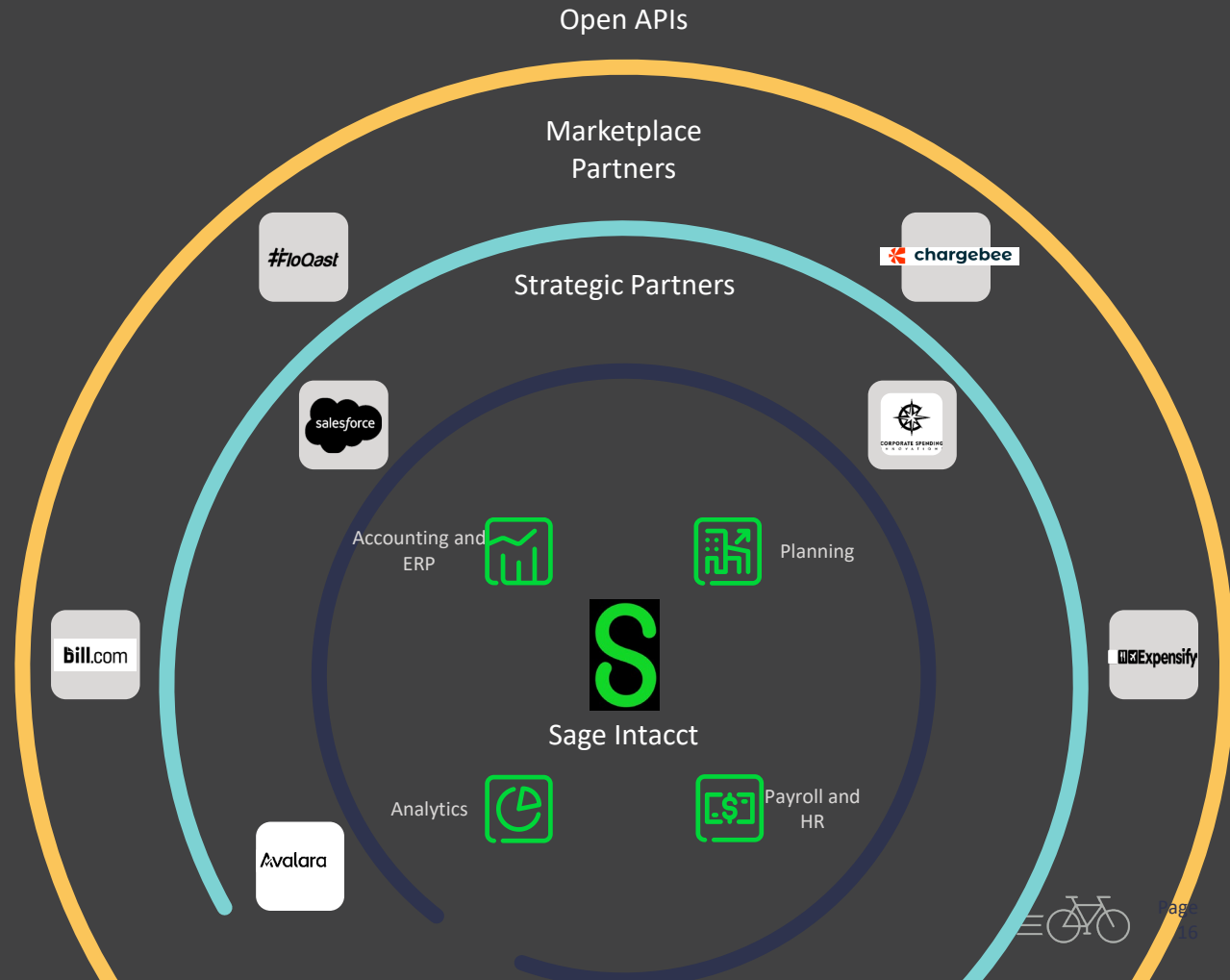
The singular FinOps
infrastructure, from
prospect to disclosure



Sage Intacct

Seamlessly connected
where it matters most
for accounting and
finance

Sage Intacct has a wide
variety of approved
Marketplace Partners



SaaS Metrics – a SaaS CEO's Must-Have

SaaS Intelligence Growth 02/28/2019 All departments 100--USA 1 All customers Clear

Total CMRR \$572,487 <small>this month</small> + \$36,335 vs. prior month	Total CARR \$6,869,845 <small>this month</small> + \$436,021 vs. prior month	Total Subscription Bookin \$789,463 <small>this month</small> - \$11,702 vs. prior month	Average New Deal CMRR \$6,414 <small>this month</small> + \$2,333 vs. prior month	CMRR Growth (Net New) \$36,335.15 <small>this month</small> - \$15,703 vs. prior month
CMRR Growth Rate 6.78% <small>this month</small> - 3.97 vs. prior month	SaaS Quick Ratio 11.72 <small>this month</small> - 20 vs. prior month	Rule of 40 182.94% <small>trailing 1 year</small>	Net Dollar Retention Rate 99.60% <small>this month</small> - 0.19 vs. prior month	Total Customer Churn (% of Total) 0.00% <small>this month</small> no change vs. prior month
Total Customers 99 <small>this month</small> + 6 vs. prior month	New & Recovered Custom 6 <small>this month</small> - 7 vs. prior month	CMRR per Customer \$5,782 <small>this month</small> + \$17 vs. prior month	Billings \$75,750 <small>this month</small> + \$13,350 vs. prior month	Days Sales Outstanding (DSO) 959 <small>this month</small> + 335 vs. prior month

CMRR Growth Breakdown 07/20/2022 10:14:16

	Month Ending 02/28/2018 Actual	Month Ending 03/31/2018 Actual	Month Ending 04/30/2018 Actual	Month Ending 05/31/2018 Actual	Month Ending 06/30/2018 Actual	Month Ending 07/31/2018 Actual	Month Ending 08/31/2018 Actual	Month Ending 09/30/2018 Actual	Month Ending 10/31/2018 Actual	Month Ending 11/30/2018 Actual	Month Ending 12/31/2018 Actual	Month Ending 01/31/2019 Actual	Month Ending 02/28/2019 Actual	Trailing 12 Months Actual	Trailing 12 Months Actual
Total Contract Value															
Subscription Bookings	311,839.60	481,659.65	243,126.23	393,879.15	596,400.70	329,464.95	554,940.40	676,781.36	434,440.35	617,519.90	839,770.50	801,166.03	789,463.24	6,758,612.46	
Total Contract Value	\$311,839.60	\$481,659.65	\$243,126.23	\$393,879.15	\$596,400.70	\$329,464.95	\$554,940.40	\$676,781.36	\$434,440.35	\$617,519.90	\$839,770.50	\$801,166.03	\$789,463.24	\$6,758,612.46	
CMRR															
Beginning CMRR	\$213,223.74	\$231,609.71	\$254,778.63	\$262,365.25	\$276,709.96	\$300,197.62	\$314,839.39	\$339,430.96	\$377,129.79	\$402,758.83	\$437,960.99	\$484,113.19	\$536,152.01	\$231,609.71	
New CMRR (All)															
New	15,521.33	24,210.43	9,166.88	15,087.63	23,800.16	15,601.01	23,675.22	27,037.74	15,271.75	23,967.94	38,412.72	53,046.32	38,485.59	307,763.39	
Expansion CMRR															
Add-On	2,424.00	0.00	0.00	0.00	0.00	0.00	2,525.00	9,545.52	9,620.25	10,150.50	6,474.10	0.00	0.00	38,315.37	
Renewal Uplift	440.64	703.49	439.25	786.44	1,216.45	449.57	658.46	1,115.57	737.03	1,083.71	1,265.38	668.47	1,238.73	10,362.55	



Industry Leader Q&A



Tech Industry Hot Topics

Sales Tax
Compliance

R&D and
Capitalized
Software Costs

Equity and
Liquidity Events

Revenue
Recognition

Raising Capital

GAAP vs
Non-GAAP
Financials

Intercompany
Tracking

Internal
Controls

Establishing
Business
Processes





Sage Intacct Demo





Conclusion



Signs That You are Ready For an Upgrade:

- Outgrowing QuickBooks
- Too many spreadsheets
- Need System Integrations
- Lengthy Month-end Close
- Issues with Internal Controls
- Automated workflows (PO/Order Entry)
- Robust Reporting needs; visibility into Finance
- Multiple Locations or Entities
- Allocations
- Revenue Recognition
- Complex Billing



Software Companies at Every Stage

Trust Sage Intacct

Seed	Series A	Series B	Series C-F	Sale or IPO
				   
				   
				  

Thank you!

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