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Complex Models Using Sage Intacct Planning for Healthcare and Hospitality

How to build multivariable models using Sage Intacct Planning
August 9, 2022





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Learning Objectives



Identify how to create assumptions to easily facilitate calculations



Indicate how to set up model lines that reference assumptions and budget lines



Recall how to map model line to a corresponding budget line





Assumptions and Model Lines

Setting up variables



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Establish Calculation Assumptions

▼ FIXED ASSUMPTIONS (8) ▶

+ Add Assumption

Assumptions are user defined variables that can be used in model and budget lines.

Name	Super Early Bird	Value	1,149.00	#	▼	(through Aug 7)	  
Name	Early Bird	Value	1,349.00	#	▼	(Aug 8 – Sept 18)	  
Name	Regular Rate	Value	1,649.00	#	▼	(Sept 18 – Oct 14)	  
Name	Flight from Minneapolis	Value	328.00	#	▼	Delta Airline	  
Name	Flight from San Diego	Value	498.00	#	▼	Alaska Airline	  
Name	Flight from Washington, DC	Value	378.00	#	▼	Jet Blue	  

- Constant value
 - Price per unit
 - Use Assumption
- Variable Value
 - Workdays/month
 - Use Model Line



Construct Model Lines

▼ Sage Transform 2022

Travel Assumptions

New

Flying in from Minneapolis
Model

⋮

Flying in from Washington, DC

New

Flying in from San Diego

New

Totals

New

Flying in from Minneapolis

✓ Add to dashboard



▼ FIXED ASSUMPTIONS

+ Add Assumption

MODEL LINE

+ Add Model Line

Use Model lines to construct calculation steps

- Each step is a separate model line
- Can reference other model lines
- Use Assumptions

Types of Model Lines

- Headcount
- Take from budget
- Running total
- Statistical Accounts

Headcount	3	3	3	3	3	3	3	3
Ted May: Statistical Data Input								
MSP - MCO	-	-	-	-	\$984	-	-	\$984
Ted May: Round Trip Airfare Cost Calculation								
Conference Hotel	-	-	-	-	-	3,048	-	3,048
Ted May: Orlando World Center Marriott Cost								
Registration	-	-	-	-	\$4,947	-	-	\$4,947
Ted May: Regular Rate Registration								
Total from Minneapolis Team	-	-	-	-	\$5,931	\$3,048	-	\$8,979



Combine Model Lines

▼ Sage Transform 2022

New

Travel Assumptions

New

Flying in from Minneapolis

New

Flying in from Washington, DC

New

Flying in from San Diego

New

Totals

Model

Totals

New

> FIXED ASSUMPTIONS

+ Add Assumption

MODEL LINE

+ Add Model Line

Add to dashboard

Combine multiple Models for final output

- Create Subtotals
- Map model lines to budget lines

Monthly

	JUN 2022	JUL 2022	AUG 2022	SEP 2022	OCT 2022	NOV 2022	DEC 2	TOTAL
Registration Total	\$2,298	-	\$16,188	\$4,947	-	-	-	\$23,433
Airfare Total	-	996	2,856	984	-	-	-	4,836
Hotel Total	-	-	-	-	\$17,272	-	-	\$17,272
Grand Total	\$2,298	\$996	\$19,044	\$5,931	\$17,272	-	-	\$45,541



Map Model Line to a Budget Line

Sage Transform 2022 > Totals > Registration Total

Registration Total

Model Type Same amount/formula each mo... ▾

Amount =SUM(Sage Transfor... USD 

Period Value Sum ▾

Date Range 01/2022 12/2022

DIMENSIONS

Department ▾ 

Category ▾

Locations ▾ 

Product ▾ 

Design       

Add to budget 

Comments



Cancel

Undo Changes

Save Now

Only **Currency Values** can be mapped to a budget line.

Add model line to budget

Allocated expense

Reserve

Expense Adjustment

Past balances

Conference Travel

allocation-per capita

Other income and expenses

Tax payments

Equity Financing

Loan

Replace line's content

Cancel

Confirm





Budgeting Doctor Encounters


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Internal Medicine Doctor Assumptions

Dr. Wellington Yueh - Internal Medicine

 Add to dashboard



✓ FIXED ASSUMPTIONS (3) ▶

+ Add Assumption

Name	Pts / Hour	Value	2.7	#	▼
Name	Hours	Value	8	#	▼
Name	AVG Billing per Patient	Value	50	USD	▼

Comment



Comment



Comment



MODEL LINE

+ Add Model Line

Use the Model line to set variable rates

Monthly ▼

	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	JUL 2022	AUG 2022	TOTAL
Number of Work Days <input type="button" value="Input"/>	21	20	23	21	22	22	21	23	253



Use the Assumptions and Model Lines in Calculations

Internal Medicine > Dr. Wellington Yueh - Internal Medicine > Budgeted Revenue

Budgeted Revenue

Model Type Same amount/formula each mon... Amount =AVG Billing per Patie... USD

Period Value Sum

Date Range 01/2022 12/2022

DIMENSIONS

Department

Category

Locations

Product

Design (B) [Green Checkmark] [Light Blue] [Light Green] [Orange] [Purple] [Pink]

Add to budget

Comments

+



Reference Assumptions and model lines in the calculator

Calculator overlay showing a formula: $\text{AVG Billing per Patient} \times \text{Patient Encounters/day} \times \text{Number of Work Days}$

DR. WELLINGTON YUEH - INTERNAL MEDICINE (this model)

Pts / Hour Hours AVG Billing per Patient

Number of Work Days

Patient Encounters/day

TRAVEL ASSUMPTIONS

IF MIN MAX SUM

SUMTOTAL ROUND

Cancel Done



Total Multiple Model Lines to Get the Budget Total

The screenshot shows a software interface for budgeting. On the left, a sidebar lists items under 'Internal Medicine': 'Dr. Wellington Yueh - Internal Medicine', 'Dr. Fitch Cooper - Internal Medicine', 'Dr. Mindy Lahiri - Internal Medicine', and 'Total Physician Revenue' (highlighted in green). A blue arrow points from this list to a box on the bottom left that says 'Group multiple models together'. The main area is titled 'Total Physician Revenue' and contains a 'FIXED ASSUMPTIONS' section with a '+ Add Assumption' button, and a 'MODEL LINE' section with a '+ Add Model Line' button. A red arrow points from a red-bordered box above to a table below. The red-bordered box contains the text 'Use a model line to sum together multiple models'. The table has columns for months from JAN 2022 to JUL 2022, and a 'TOTAL' column. The row 'Map to Budget' contains the following values: \$152,787.6, \$145,512, \$167,338.8, \$152,787.6, \$160,063.2, \$160,063.2, \$152,787.6, and \$1,840,727.

Internal Medicine

- Dr. Wellington Yueh - Internal Medicine
- Dr. Fitch Cooper - Internal Medicine
- Dr. Mindy Lahiri - Internal Medicine
- Total Physician Revenue**

Total Physician Revenue

FIXED ASSUMPTIONS

+ Add Assumption

MODEL LINE

+ Add Model Line

Use a model line to sum together multiple models

Monthly

	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	JUL 2022	TOTAL
Map to Budget	\$152,787.6	\$145,512	\$167,338.8	\$152,787.6	\$160,063.2	\$160,063.2	\$152,787.6	\$1,840,727

Group multiple models together



Map Model Line to a Budget Line

Internal Medicine > Total Physician Revenue > Map to Budget

Map to Budget

Model Type Same amount/formula each mon... Amount =SUM(Internal Medici... USD f_x

Period Value Sum

Date Range 01/2022 12/2022

DIMENSIONS

Department +

Category +

Locations +

Product +

Design B ✓

Add to budget

Comments +

Cancel Undo Changes Save Now

Replace the values on an
existing **Budget Line**

Add model line to budget ×

Allocated expense

Reserve

Expense Adjustment

Past balances

Conference Travel

allocation-per capita

Other income and expenses

Tax payments

Equity Financing

Loan

Replace line's content

Cancel Confirm



Demo

Internal Medicine





Budgeting Faulty Towers Housekeeping Costs

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Fawlty Towers Room Costs Assumptions

Fawlty Towers Costs Per occupied Room > Fawlty Towers Room's Department Assumptions

Fawlty Towers Room's Department Assumptions

[Add to dashboard](#)



✓ FIXED ASSUMPTIONS (1) ▶

+ Add Assumption

Only 1 Constant

Name Room Count



Value 103

#



Comment



MODEL LINE

+ Add Model Line

Multiple Variables setup as Model Lines

Monthly ▼

	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	JUL 2022	TOTAL
Days in a Month <input type="text" value="Input"/>	31	28	31	30	31	30	31	30
Available Rooms	3,193	2,884	3,193	3,090	3,193	3,090	3,193	37,595
Rooms Sold <input type="text" value="Input"/>	1,177	1,178	1,575	2,249	2,511	2,768	2,845	25,693
Rooms Occupied (Comps Include... <input type="text" value="Input"/>	1,197	1,198	1,595	2,269	2,536	2,793	2,870	25,958
Occupancy Percent (without Comps)	36.86%	40.85%	49.33%	72.78%	78.64%	89.58%	89.1%	68.21%
Occupancy Percent (with Comps)	37.49%	41.54%	49.95%	73.43%	79.42%	90.39%	89.88%	68.92%
Housekeeping Headcount	3	3	3	3	3	3	3	3



Use multiple models for Different Types of Calculations

▼ Fawley Towers Costs Per occupied Room

Fawley Towers Room's Department Assumptions

Linen Cost per occupied Room

Guest Supplies Cost per occupied Room

Grand Total That is mapped to Budget

Group Related Models Together

▼ Fawley Towers Costs Per occupied Room

Fawley Towers Room's Department Assumptions

Linen Cost per occupied Room

Guest Supplies Cost per occupied Room

Grand Total That is mapped to Budget

► Internal Medicine

► Sage Transform 2022

► SaaS

General Assumptions

Long Term Disability

MPTC Forecast Collections

Linen Cost per occupied Room

▼ FIXED ASSUMPTIONS

+ Add Assumption

MODEL LINE

+ Add Model Line

✓ Add to dashboard



Use Models to break down calculations to smaller components.

	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	JUL 2022	TOTAL
Cost per occupied Room	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$180
Cost for all rooms	\$17,955	\$17,970	\$23,925	\$34,035	\$38,040	\$41,895	\$43,050	\$389,370

Guest Supplies Cost per occupied Room

▼ FIXED ASSUMPTIONS

+ Add Assumption

MODEL LINE

+ Add Model Line

✓ Add to dashboard



Monthly

	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	JUL 2022	TOTAL
Guest Supplies Cost per occupied...	\$12.5	\$12.75	\$12.5	\$12.5	\$13.5	\$13.5	\$13.5	\$163
Cost for all rooms	\$14,962.5	\$15,274.5	\$19,937.5	\$28,362.5	\$34,236	\$37,705.5	\$38,745	\$352,787



Use SUM Formula to Put it Together

Fawly Towers Costs Per occupied Room > Grand Total That is mapped to Budget > Total Room Cost

Total Room Cost

Model Type Same amount/formula each month ▾

Date Range 01/2022 12/2022

DIMENSIONS

Department ▾

Category ▾

Locations ▾

Product ▾

Design B ✓

Add to budget ⓘ

Amount =SUM(Fawly Towers Costs Per. USD

fx

Period Value Sum ▾

-SUM(

Fawly Towers Costs Per occupied Room > Linen Cost per occupied Room > Cost for all rooms

Fawly Towers Costs Per occupied Room > Guest Supplies Cost per occupied Room > Cost for all rooms

TRAVEL ASSUMPTIONS

Super Early Bird Early Bird Regular Rate

Flight from Minneapolis

Flight from San Diego

Flight from Washington, DC Hotel

C () ←

1 2 3 + > =

4 5 6 - < <>

7 8 9 × >=

0 ÷ <=

IF MIN MAX SUM

SUMTOTAL ROUND

Cancel Done



Map Model Line to a Budget Line

Fawly Towers Costs Per occupied Room > Grand Total That is mapped to Budget > Total Room Cost

Total Room Cost

Model Type Same amount/formula each mon... ▾

Amount =SUM(Fawly Towers ..) USD ▾ 

Period Value Sum ▾

Date Range 01/2022 12/2022

DIMENSIONS

Department ▾ 

Category ▾

Locations ▾ 

Product ▾ 

Design       

Add to budget 

Comments



Cancel

Undo Changes

Save Now

Create a new **Budget Line**
if one doesn't exist.

Add model line to budget

Revenue from Model

Accounts Receivables

Cost of Revenues

Professional Services

Total Room Cost

Direct cost of revenues

Operational Expenses

Default Expense Type

Professional Services

Lawn Service

Create new line here

Cancel

Confirm



Demo

Fawlty Towers





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Tips and Tricks

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Tips & Tricks

- Can copy and paste Assumptions from Excel
- Model lines can be imported from Excel
- Statistical Account values do not currently sync from Intacct.
 - Must be imported using Excel
- Models need to be mapped to a Budget Line before Allocating.





Intacct Resources

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Get the Training you need...

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Are You Maximizing the Value of Your Software? Building an Effective Collections Process

July 28, 2022 | by Kathy Jastrzebski

Sending an invoice out of new accounting software is a significant milestone of a successful go-live. The time spent during implementation crafting an invoice template and learning how to batch email invoices to customers has certainly paid dividends in time saved on processes.



Thank you!



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