MICROSOFT DYNAMICS GP CLOUD ERP OPTIONS – TAKING A LOOK AT SAGE INTACCT

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Agenda

- RSM – Who We Are

- RSM Sage Intacct Practice Overview

- Sage Intacct Overview, Highlights, & Differentiators

- Sage Intacct Partnerships

- Sage Intacct Industry Focus

- Use GP Today? Why Consider Sage Intacct?

- Customer Story

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John Szuberla, CPA

Director, Technology Consulting
Sage Intacct National Practice Leader
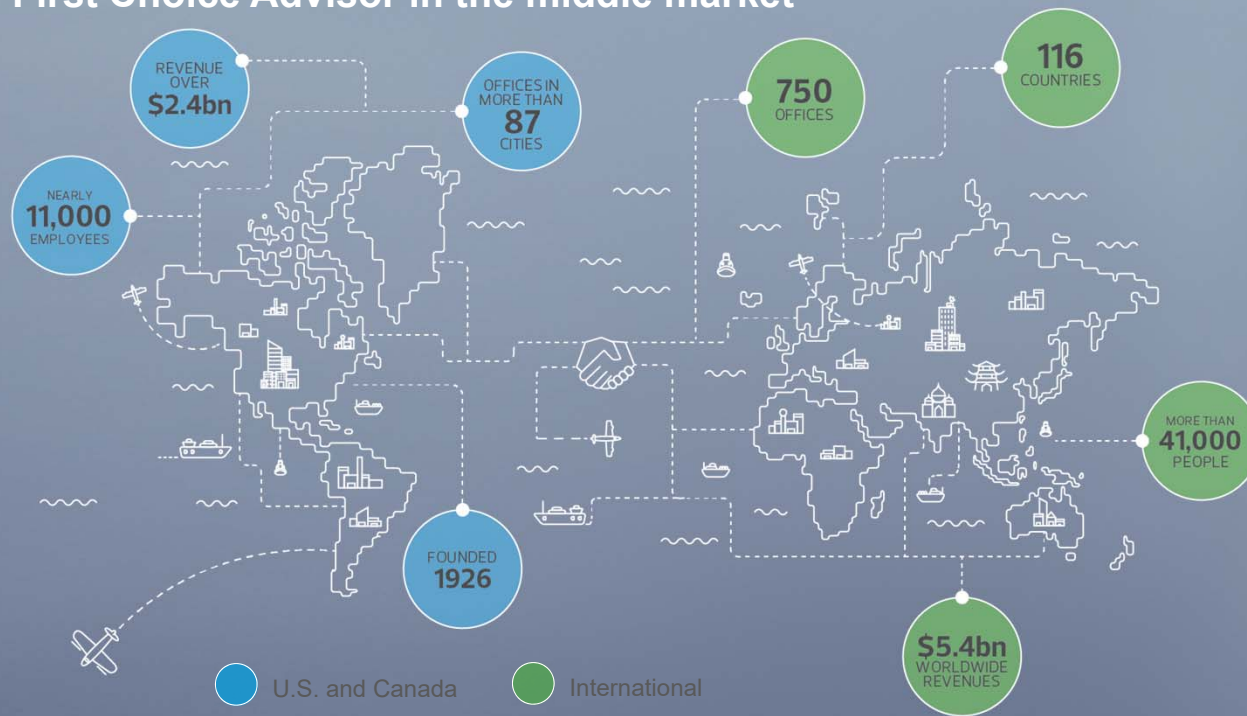John.Szuberla@rsmus.com
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Experience:

- 25 years of professional services experience in the fields of accounting, information technology, and project management

- 20+ years in Microsoft Dynamics GP channel

- Previously a director at a global technology services firm leading a Microsoft practice spanning Dynamics GP, Dynamics CRM, SharePoint, custom development, business intelligence and analytics, and project management initiatives

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RSM – WHO WE ARE

RSM overview

**Fifth largest audit, tax and consulting firm in the U.S.
First Choice Advisor in the middle market**

REVENUE OVER
$2.4bn

OFFICES IN MORE THAN
87
CITIES

750
OFFICES

116
COUNTRIES

NEARLY
11,000
EMPLOYEES

MORE THAN
41,000
PEOPLE

FOUNDED
1926

$5.4bn
WORLDWIDE REVENUES

● U.S. and Canada   ● International

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RSM consulting overview

194 partners/principals

2,300+ clients

One of the largest **Microsoft Gold Partners** in the U.S.

46 languages are spoken by RSM Consulting professionals

More than **3,000** consulting professionals

Leading provider of **technology, risk, financial, transaction and business consulting services - incorporating deep industry expertise -** to middle market leaders
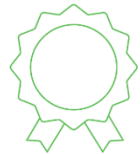
600+ private equity and portfolio clients

More than 16% compound annual growth rate (CAGR) over the past five years

Member of the **Institute of Internal Auditors Principal Partner Program**

$597M in revenue in FY19

6 years in a row Consulting Magazine **Best Firms to Work For** recipient

#1 NetSuite consulting partner in the U.S.

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RSM SAGE INTACCT PRACTICE OVERVIEW

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RSM – Recognition

We're #1 on
**Accounting Today's
VAR 100 list!**

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RSM has been ranked 1st in the annual
VAR 100 List for 5 consecutive years!

**Top Channel Partners
Achieve Membership in the
2019 Sage Intacct
President's Club**

PRESIDENTS
CLUB

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RSM and Sage Intacct

10+ YEARS

Length of RSM and Sage Intacct Partnership

3

Time recipient of Sage Intacct President's Club Award

300

RSM Clients using Sage Intacct across FAO and VAR

4

RSM has been named Partner of the Month 4x in last year

8 US markets

National team with Certified Consultants and teams in 8 major US cities

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RSM Sage Intacct Team – Current Locations

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Central
- **Dubuque**
- **St Louis**
- **Houston**

Great Lakes
- **Chicago**

Northeast
- **Boston**
- **New York**
- **Philadelphia**

West
- **San Francisco**

Southeast
- **Washington DC**

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SAGE INTACCT OVERVIEW, HIGHLIGHTS, & DIFFERENTIATORS

Sage Intacct Snapshot

1999
Founded and "Born in the Cloud"

15,000
Worldwide Sage Intacct customers

Forbes Cloud 100
Definitive list of the top 100 private cloud companies

#1 Customer Satisfaction
G2 Crowd 98 of 100 rating, higher than any other ERP vendor

AICPA
ONLY Preferred Provider

Sage Intacct – Best-in-Class ERP

sage Intacct

#1 Visionary product for our customers

1,500,000 daily transactions by a top customer

3,000+ users by a top customer

660 entities by a top customer

AICPA · IFAC · salesforce · AMERICAN EXPRESS
choice of financial and strategic partners

RED HERRING GLOBAL 100 WINNER · TOP 100 · PC MAGAZINE 25 Best Small Biz Apps
award-winning   www.intacct.com/awards

150+ 3rd party partner ecosystem
www.intacct.com/marketplace

Top Tech IPOs last four years run on Intacct

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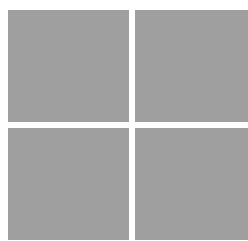# Sage Intacct – Recognized for Finance Leadership by Experts

sage Intacct

AICPA	Leader SUMMER 2019	Gartner Research	GUIDESTAR	salesforce
Preferred Provider	**#1** Customer Satisfaction	**Visionary** Cloud Financial Management	**Exclusive** Partner	**Preferred** Financials ISV Partner

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Only Sage Intacct is preferred by the AICPA

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The AICPA "wrote the book" on accounting

Of all the systems reviewed, only Sage Intacct is preferred

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#1 in Customer Satisfaction for Years

- Since 2015, compared to other cloud accounting peers, Sage Intacct had **highest scores** on:
    - Satisfaction
    - Product Direction
    - Net Promoter Score

Based on 2,000+ independent, verified reviews

G2 Mid Market Accounting Software Customer Satisfaction

Sage Intacct – Exclusive Focus on the SMB Market

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Enterprise and Large
1,000+ Employees

Small and Medium-Sized Businesses

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20 – 1,000 Employees
$10 – 500M Revenue

675,000 Companies

$18B TAM

Economic Engine
89%
all new jobs came from mid-sized organizations

Very Small
<20 Employees
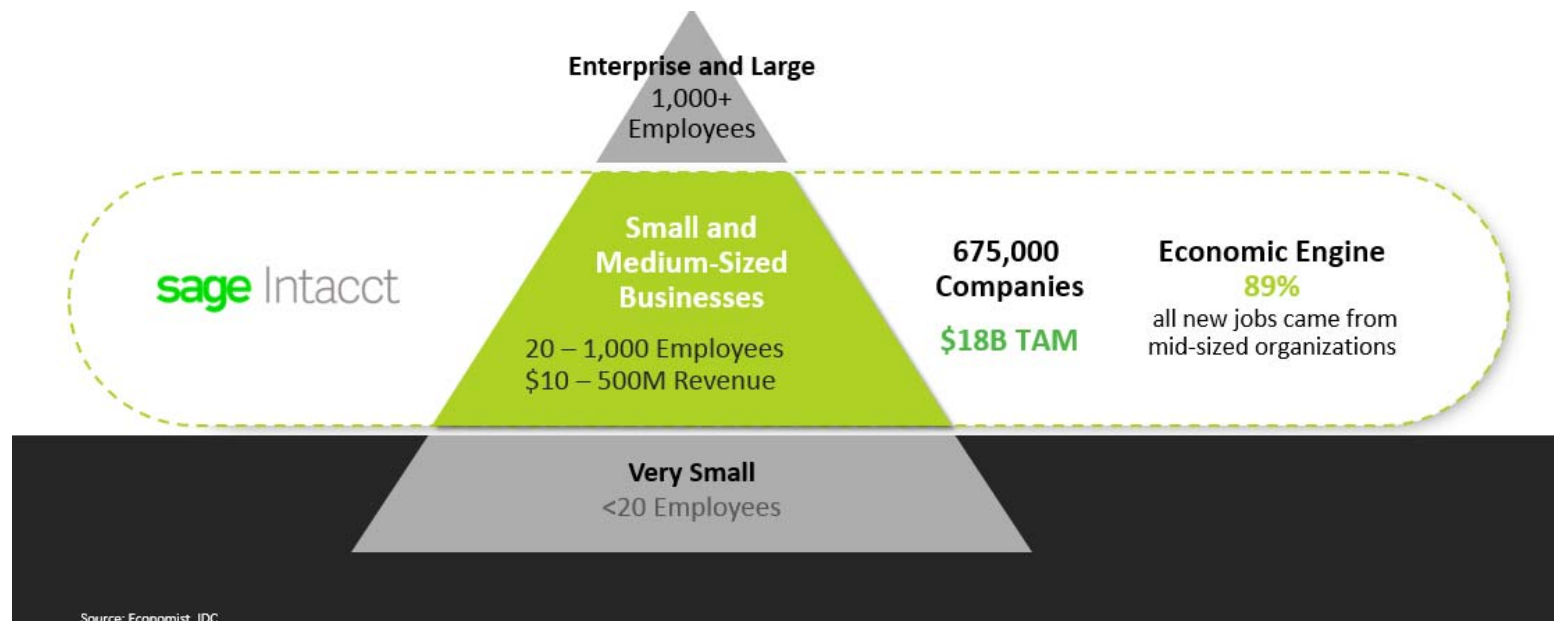
Source: Economist, IDC

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Modern Cloud Financial Management Platform

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Software	Warehouse / Distribution	NFP	PST / Other Services	Healthcare	Financial Services

Quote to Cash

Salesforce Integration	Contracts	Billing	Projects
Order Mgmt	Rev Rec	Payment Receipt	Time & Expense

Inventory Control

Inventory Mgmt

Warehouse Mgmt

Distribution Planning

Procure to Pay

Spend Mgmt	Purchasing	Vendor Payments

Core Accounting

Budgeting & Planning	Cash Mgmt	Accounts Receivable	Accounts Payable	General Ledger	Consolidations	Sales / Indirect Tax	Fixed Assets

Foundation

Visibility & Insight

Reports	Dashboards	Analytics / BI

Streamlined UX & Intelligent Automation

UI Framework	Workflow & Approval	AI / Machine Learning

Customize, Integrate, Extend

Admin / Setup	Integration / APIs, SDKs	Customization/ Extensibility

Infrastructure
Performance, Scalability, Reliability, Security

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Flexibility for Growth

FORTUNE 5,000

Changing needs of growing companies

Acquisitions/ partnerships

Public company

International/ multi-currency

Multi-company consolidations

True integrated accounting system

START-UP/ OWNER OPERATOR

Sage Intacct partnership– taking you all the way

- Mid-market focus
- Best-in-class financials
- Scalable, flexible architecture
- Continual innovation

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A modern cloud financial management solution for multi-entity businesses

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Multi-entity insight through dynamic dashboards

Continuous multi-entity consolidations

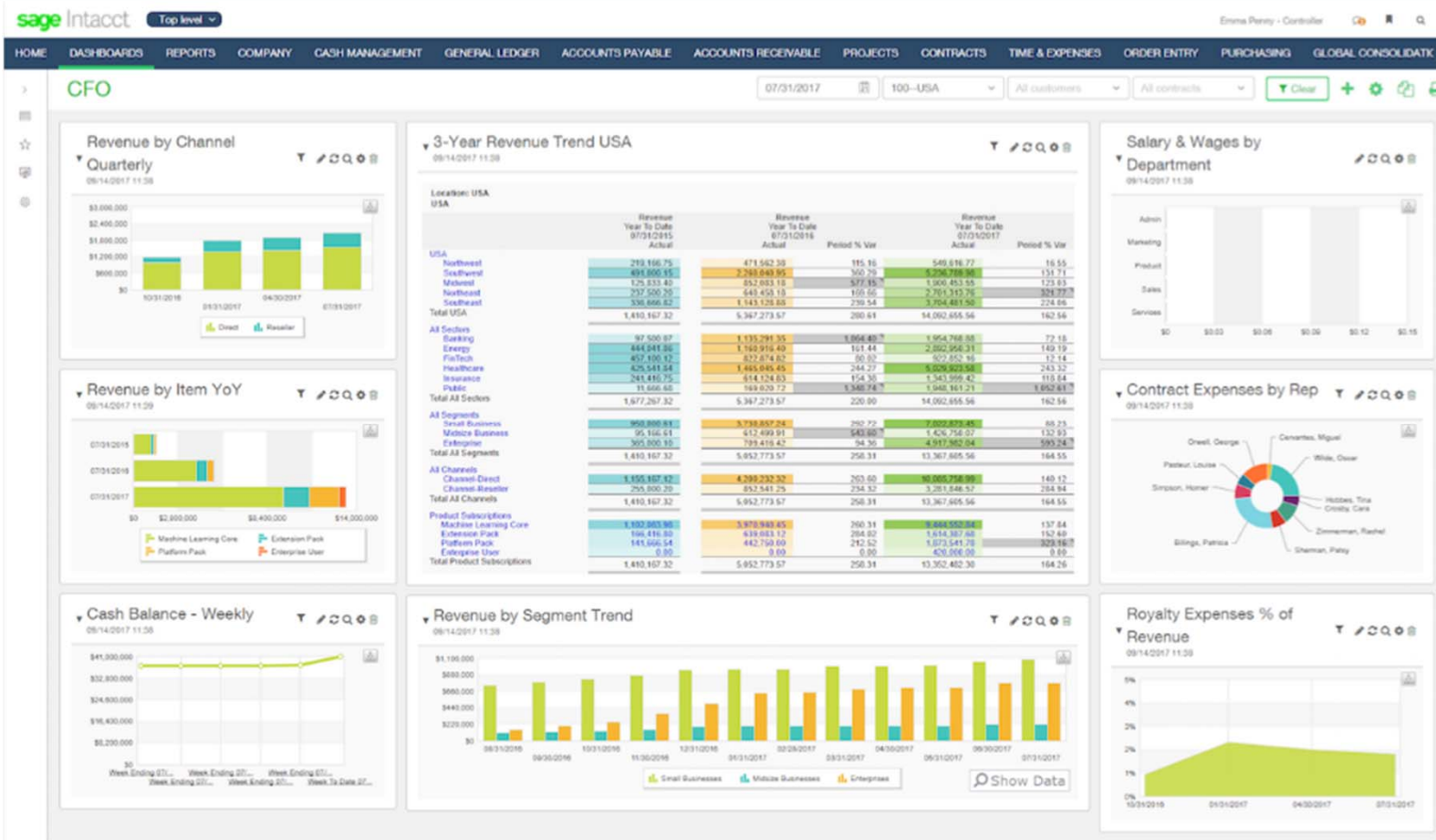**Streamlined processes across all entities**

Planning and budgeting for growth
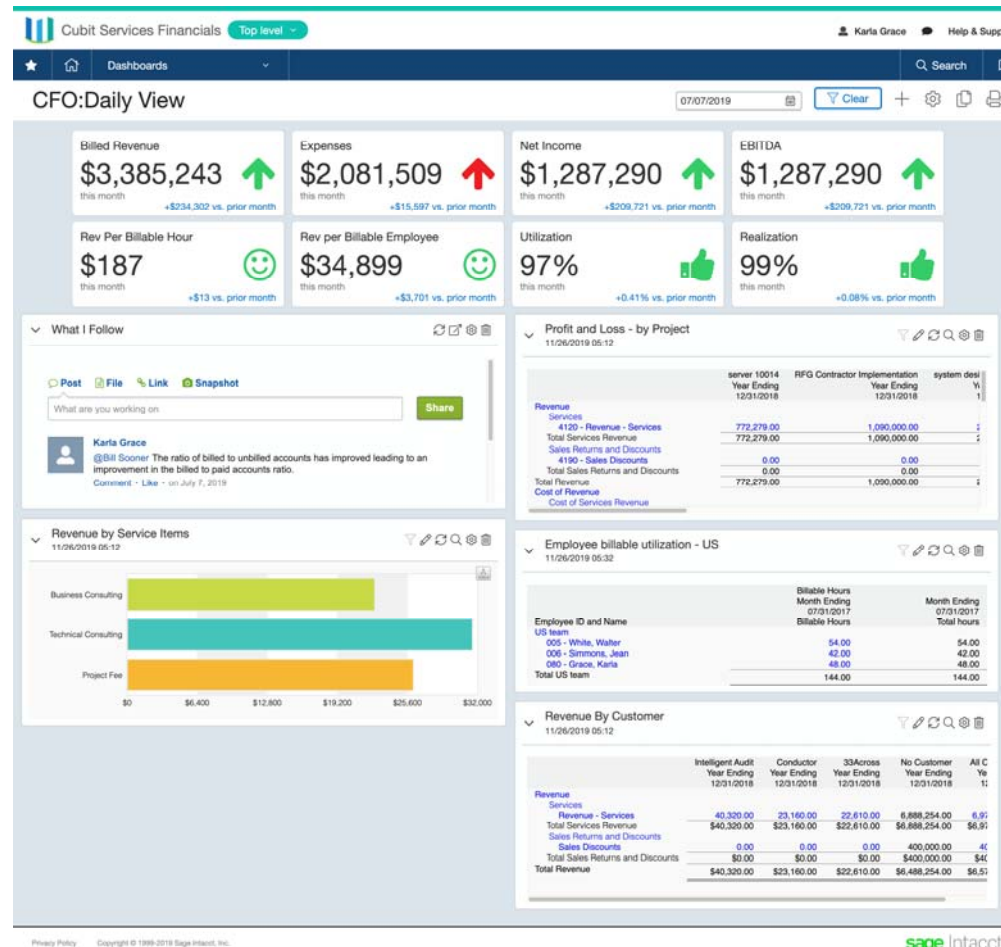
Best-in-class modern cloud platform

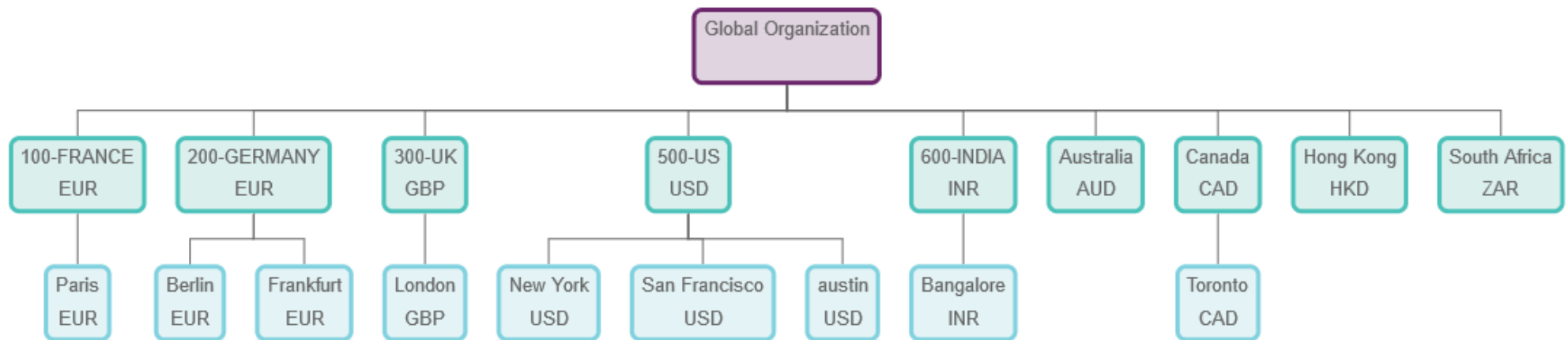RSM

Multi-entity insight through dynamic dashboards

Multi-entity insight through dynamic dashboards

Continuous multi-entity consolidations

Streamlined business process across all entities

Plan and budget for growth

Collaborate

Analyze | Plan

Forecast | Report

Collaborate

Full budgeting and planning functionality

Deployed in days, fast time to value

Easy-to-use and maintain

Seamless data flow with financials

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Best-in-class modern cloud platform

Choose the superior product for your ecosystem

⚠ *Don't risk vendor lock-in and settle for an all-in-one suite that may not be the best solution in every department for your organization*

SAGE INTACCT PARTNERSHIPS

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Sage Intacct Partnerships for Customers' Success

150+ Marketplace partners

75% of Sage Intacct customers integrate with **2+** partners

Sage Intacct Marketplace

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https://marketplace.intacct.com/

- **About the Sage Intacct Marketplace** –The Sage Intacct Marketplace offers a variety of the most innovative cloud solutions. All built to be best in class. All built to integrate with Sage Intacct from day one.

- **Something for everyone** – Make it easier for your business to manage subscriptions, point of sale, payroll, projects, and more. If someone in your business needs it, you will probably find it in the Sage Intacct Marketplace. Robust Sage Intacct integration helps your data automatically flow into your financials, giving you a single place to get your full financial picture.

- **Future-proof your business** – If your business requirements change in the future, no problem. Unlike suite solutions, Sage Intacct lets you maintain your freedom to choose what is right for your business, when it is right for your business. Just visit the Sage Intacct Marketplace whenever you need to extend your Sage Intacct ecosystem.

- **Let's go shopping** – Simply search for solutions by industry, business need or keyword. Find your favorites, and request for more information.

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SAGE INTACCT INDUSTRY FOCUS

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Sage Intacct – Key Verticals

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Software and SaaS

- Security
- Artificial Intelligence
- Healthcare IT
- Marketing IT

NFP

- Human Services
- Community Dev & Capacity Building
- Education
- International Relief
- Nonprofit Healthcare
- Membership/Mutual Benefit
- Faith-based

Professional Services

- HR – Staffing Services
- IT Consulting – Managed Services
- Marketing & Advertising – Digital Marketing Agency

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Sage Intacct – Key Verticals

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Financial Services

- Single Family Office
- Multi-Family Office
- Asset Management
- REIT
- Private Equity

Healthcare

- Multi-location Assisted Living
- Skilled Nursing
- Multi-office Doctor's Practices
- Multi-office Dental Practices

Hospitality

- Quick service restaurant/franchise
- Hotel/resort
- Health club/fitness center

Wholesale Distribution

- QuickBooks graduates
- Legacy on-premise switchers

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Ideal Industry Profiles

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Non-Profit

- Org structure
    - Multiple entities & locations
    - Multiple grants and donors
- Processes & Reporting are key
    - Fund accounting
    - Statements of Activities, Financial Position, Cash Flows; Form 990
    - Revenue Recognition
    - Spend Management
    - NFP Board Book Powered by GuideStar
- Technology environment: Best in class
    - AMS
    - Donor Management
    - Fundraising

Software & Technology

- Org structure: Growth, expansion
    - Potential for multi-entity, international
    - Internal PS/Implementation team
    - Growth-stage and PE-funded
- Process Automation & Reporting are key
    - Salesforce integration, Contracts, Subscription Billing, Revenue Recognition and Accounting
    - Reporting and real-time visibility – SaaS metric dashboards with CAC, CLTV, CMRR, Gross Churn, Customer Churn
    - Scalability for future growth
- Technology environment: Best in class
    - Salesforce
    - PSA
    - Homegrown billing/operational system

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Ideal Industry Profiles

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Professional Services

- Org structure: Growth, complex
    - Potential for multi-entity, locations, international
    - High growth
    - Multiple business units
- Process Automation & Project Reporting are keys
    - Multiple billing rates: T&E/Firm Fixed/Milestone
    - Track costs, time, expenses
    - Project profitability, utilization
- Technology environment: Best in class
    - Salesforce CRM
    - PSA solution

Financial Services

- Org structure: Growth, expansion
    - Potential for multi-entity, locations, international
    - Various assets under management
    - Ability to quickly add new entities
- Reporting & Consolidation are keys
    - Use best-in-class, multi-dimensional reporting that deliver real-time insights across multi-entities
    - Unlimited multi-dimensions
    - Reduce consolidations time
- Technology environment: Best in class
    - Advanced BI & Analytics
    - Corporate Performance Management solutions

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Ideal Industry Profiles

Hospitality

- Org structure: Growth, expanding
    - Multi-entity
    - Adding locations / High # of locations
- Process Automation & Reporting are keys
    - Automation – Intercompany, consolidations, external systems
    - Real-time visibility & reporting
    - Scalability for new locations
- Technology environment: Best in class
    - POS integration
    - Procure to Pay Automation

Healthcare

- Org structure: Growth, expanding
    - Multi-entity
    - Adding locations / High # of locations
- Process Automation & Consolidation are keys
    - Automation – Intercompany, consolidations, external systems
    - Real-time visibility & reporting
    - Scalability for new locations
- Audit Trail and GAAP Compliance/HIPAA Compliance
- Technology environment: Best in class
    - EMR/EHR integration
    - Procure to Pay Automation

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USE GP TODAY?
WHY CONSIDER SAGE INTACCT?

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Dimensional COA Structure
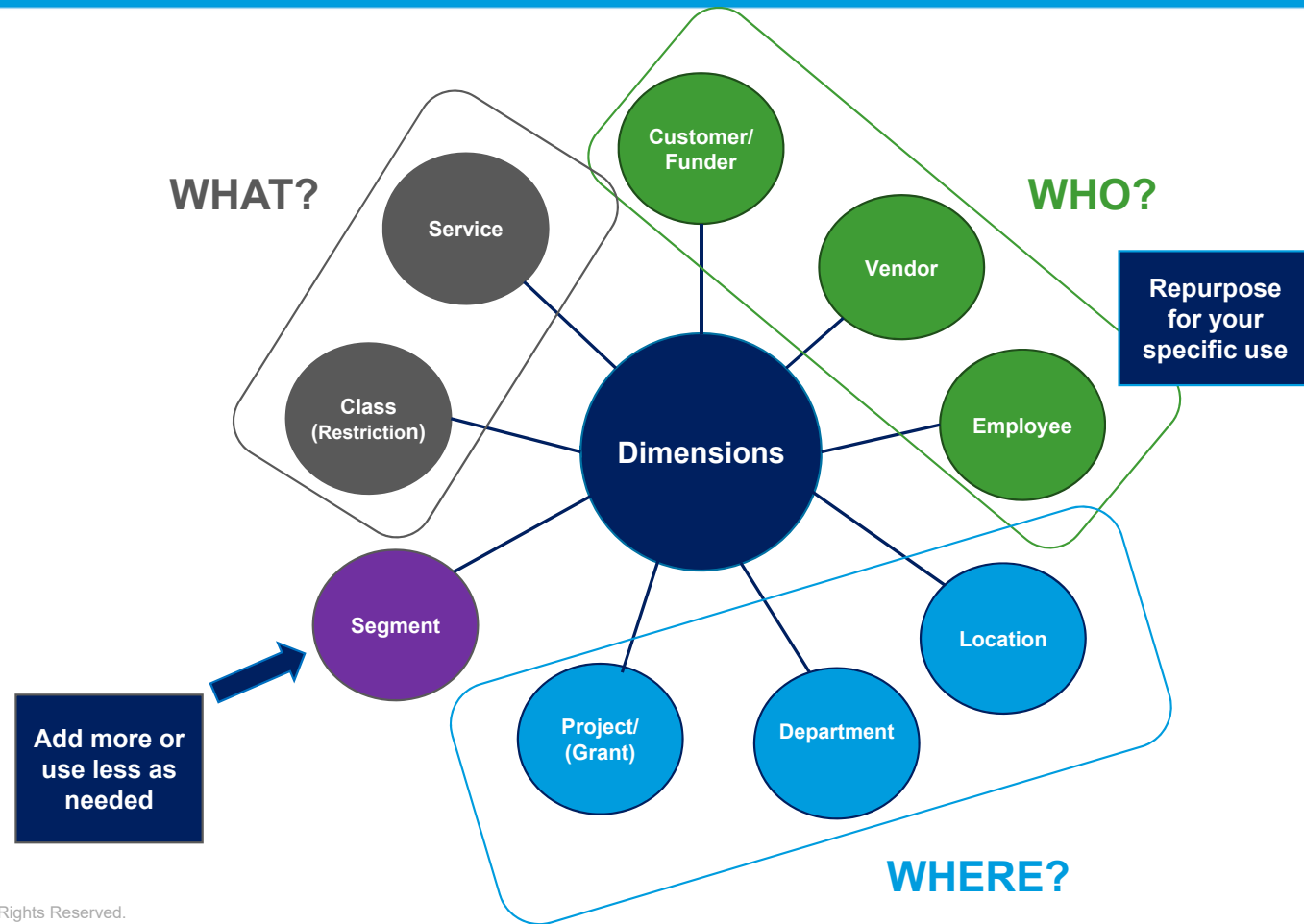
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Multi-Dimensional

- Dimensions replace sub-accounts or segments often found in other accounting systems

- Dimensions simplify the Chart of Accounts

- Transactions are coded to one account with multiple dimensions

- Without dimensions you have a proliferation of accounts/sub accounts to handle entity or departmental reporting

Natural Account	
6000000	Salary & Wages

+

Segments			
Entity		**Department**	
E0010	Boston Diner	100	Kitchen
E0012	Somerville Spa	200	Bar
E0014	Burlington Bistro	300	Management
E0016	Weymouth Waters		
E0018	Reading Ratatouille		
E0020	Melrose Meals		
E0022	Lowell Lake Lane		
E0024	Arlington Alley		

=

Acct	Ent	Dpt	Title
6000000-0010-100			6000000 - Boston Diner - Kitchen
6000000-0010-200			6000000 - Boston Diner - Bar
6000000-0010-300			6000000 - Boston Diner - Management
6000000-0012-100			6000000 - Somerville Spa - Kitchen
6000000-0012-200			6000000 - Somerville Spa - Bar
6000000-0012-300			6000000 - Somerville Spa - Management
6000000-0014-100			6000000 - Burlington Bistro - Kitchen
6000000-0014-200			6000000 - Burlington Bistro - Bar
6000000-0014-300			6000000 - Burlington Bistro - Management
6000000-0016-100			6000000 - Weymouth Waters - Kitchen
6000000-0016-200			6000000 - Weymouth Waters - Bar
6000000-0016-300			6000000 - Weymouth Waters - Management
6000000-0018-100			6000000 - Reading Ratatouille - Kitchen
6000000-0018-200			6000000 - Reading Ratatouille - Bar
6000000-0018-300			6000000 - Reading Ratatouille - Management
6000000-0020-100			6000000 - Melrose Meals - Kitchen
6000000-0020-200			6000000 - Melrose Meals - Bar
6000000-0020-300			6000000 - Melrose Meals - Management
6000000-0022-100			6000000 - Lowell Lake Lane - Kitchen
6000000-0022-200			6000000 - Lowell Lake Lane - Bar
6000000-0022-300			6000000 - Lowell Lake Lane - Management
6000000-0024-100			6000000 - Arlington Alley - Kitchen
6000000-0024-200			6000000 - Arlington Alley - Bar
6000000-0024-300			6000000 - Arlington Alley - Management

~ 24 Separate GL Account Combinations

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Power of Dimension

WHAT?

Service

Class (Restriction)

Customer/ Funder

WHO?

Vendor

Employee

Repurpose for your specific use

Dimensions

Segment

Add more or use less as needed

Project/ (Grant)

Department

Location

WHERE?

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Where Sage Intacct Is Great Fit for GP Customers

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Multi everything, multi entity with scale

Integration with line of business applications

Real-time visibility to operations

If using Salesforce

Ideal verticals

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Get Current with Modern "Born-in-Cloud" SaaS Solution

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- Born in the cloud in 1999 as a true cloud solution, focused exclusively on Finance professionals

- Forget the limitations of Microsoft Dynamics GP. With Sage Intacct, you can change your business processes without the headaches

- Scale up and reduce the cost of compliance with consistent workflows.

- Meet all of your reporting needs regardless of the complexity of ownership structures.

- Employees can be productive from any location, whether they are entering data, accessing information, or approving transactions.

- Auditors, board members, or other remote stakeholders can participate in audits, financial reviews, and approval workflows.

- Right from your smartphone or tablet, you can access the metrics and reports you need – anytime, anywhere.

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Visibility into Financials and Operations

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- Get a real-time picture of your financial performance – right down to the granular details.

- See your financial information your way, without resorting to other tools or complex charts of accounts.

- Create real-time, self-service stakeholder dashboards and reports for a holistic view of business performance that include financial, operational, and external data without any programming knowledge.

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API Integrations – ISVs, Sage Intacct Marketplace Partners

- Get the rich accounting and finance functionality you need from the AICPA's preferred provider.

- Keep working with the other business applications (like Salesforce.com) that meet your needs.

- Skip expensive software bundles that give you additional modules you won't use.

- Enjoy the convenience of "point-and-click" integration with popular applications – no writing and maintaining your own code.

Total Cost of Ownership

- You can reduce the TCO of your financial management system by eliminating hardware costs and reducing software and IT expenses.

- Say goodbye to installing, maintaining, and upgrading your financial management applications - no more dependence on scarce IT resources. With Intacct, you focus on business, not technology.

- Reduce your risk with enterprise-class security, backups, and disaster recovery – all included.

- Flexible pay-as-you-go per-user subscriptions mean you don't see surprises or hidden costs.

RECAP – TOP 10 REASONS TO CONSIDER SAGE INTACCT

1. Dimensions

2. Real-time visibility

3. Multi-entity – intercompany, consolidations

4. API

5. Tailoring & customizing

6. Industry functionality such as NFP, Contracts, Revenue Recognition, Projects, Audit Trail and GAAP Compliance/HIPAA Compliance, Budgeting & Planning

7. "Born in the cloud" – no infrastructure, scalability, access anywhere

8. AICPA – only preferred provider

9. Customer Satisfaction

10. Innovation

CUSTOMER STORY

Customer Story

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Overview & Background

- Franchise organization with 100s of locations and entities

- Needed a scalable cloud-based ERP to support and sustain their growing business

- The accounting team needed an ERP that had strong capabilities for multi-entity, intercompany, reporting, and solid core accounting processes

- After seeing several demos of various cloud ERP solutions, Sage Intacct was selected for the software's scalability, built-in multi-entity capabilities, dynamic reporting and simpler third party integrations through the API.

Out with the Old Technology

- Microsoft Dynamics GP

- Management Reporter

- Binary Stream Multi-Entity Management

- Excel reports

- Highly customized integrations with .NET applications and SQL code

In with the Sage Intacct native capabilities:

- GL, AR, AP, Purchasing

- Dashboards

- Financial Reports

- API 1st technology

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QUESTIONS
AND ANSWERS

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