Scaling your SaaS company with Sage Intacct

October 10, 2023



INTRODUCTION AND RSM OVERVIEW



With you today



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Agenda

Торіс	Minutes
Introduction and RSM overview	5
SaaS business environment	10
Salesforce and Advanced CRM Connector	15
Contracts and revenue management	20
Reporting and metrics	5
Q&A	5



Learning objectives

By the end of this presentation, participants will be able to:

- Describe integrations that sync customer relationship management records to enterprise resource management systems.
- Illustrate how customer contract invoices can be invoiced in bulk.
- Explain how to recognize revenue in accordance with ASC 606 based on fair value.

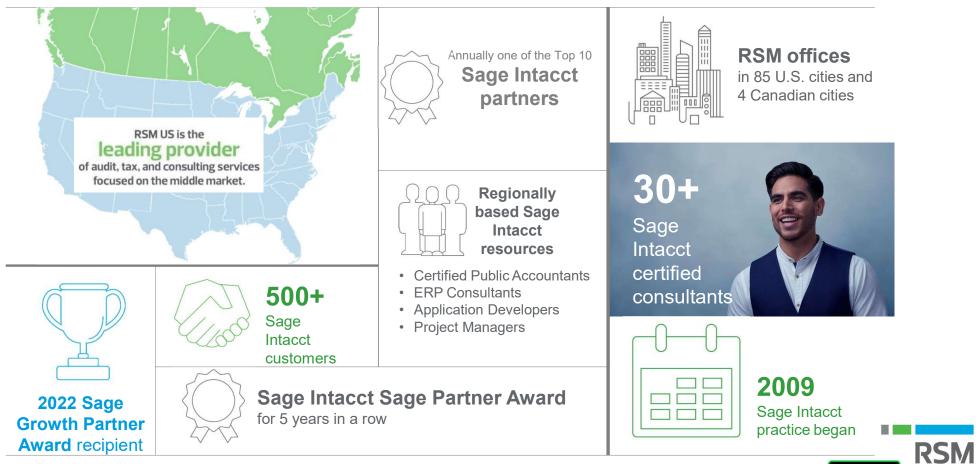
RSM consulting service overview

The right strategies and solutions require specialized knowledge, on-point experience and the depth of resources to respond quickly

STRATEGY AND MANAGEMENT	TECHNOLOGY	RISK	TRANSACTION ADVISORY	FINANCIAL ADVISORY
CONSULTING	CONSULTING	CONSULTING	SERVICES	SERVICES
Business transformation and improvement • Finance and accounting • Technology and digital • Human capital • Supply chain • Operations Strategy execution • Strategy and planning • Economic and social impact • Mergers and acquisitions • Program and project management • Change enablement	 Business applications— enterprise resource planning (ERP) Business applications—customer relationship management (CRM) Corporate Performance Management (Budgeting & Planning) Data and analytics Finance and accounting outsourcing Infrastructure Cloud solutions Managed services Application development and integration E-commerce solutions Lease accounting, including LeaseQuery 	 Internal audit and controls Cybersecurity and data privacy AML and regulatory compliance Technology risk Risk management process automation Enterprise and strategy risk Third-party and credit risk Systems and process assurance 	 Due diligence Merger integration Divestitures and carveouts Portfolio optimization 	 Valuation services Litigation and dispute advisory Financial investigations



Our Sage Intacct practice



Soge Partner

SaaS BUSINESS ENVIRONMENT



SaaS business environment – Overview

- Inflation
- Bank failures
- Rising interest rates
- IPO market
- Tech layoffs
- Hopeful soft landing

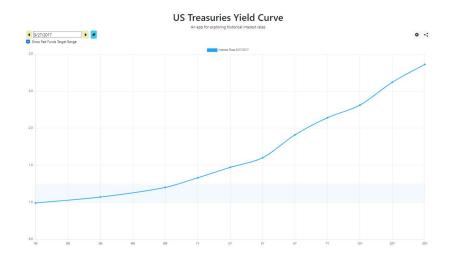


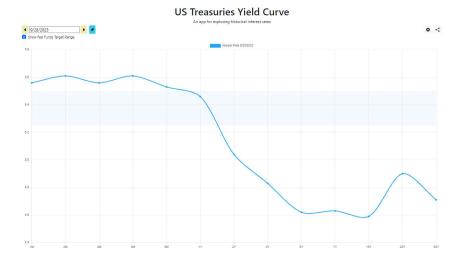


SaaS business environment – Yield curve

Healthy

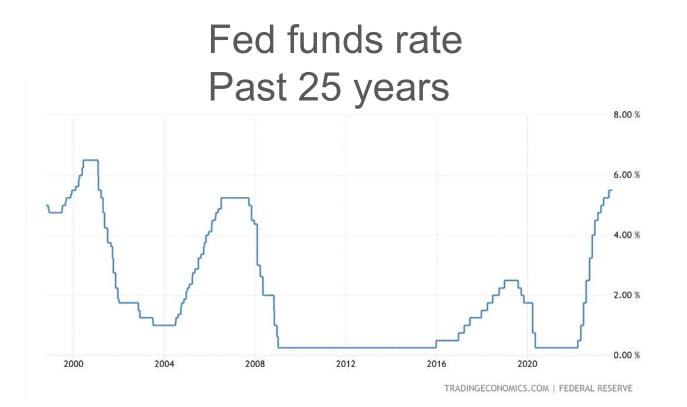






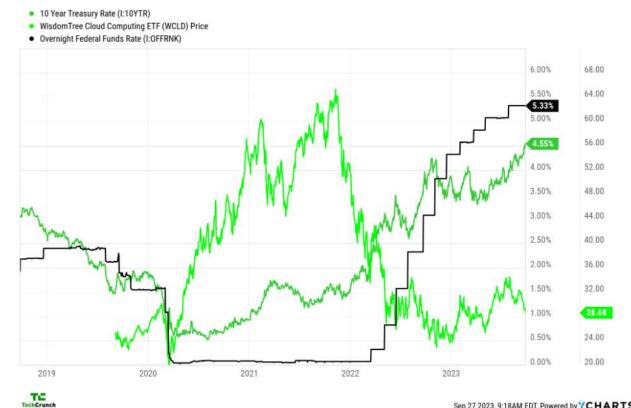


SaaS business environment – Fed funds rate





SaaS business environment – Interest rates vs SaaS performance



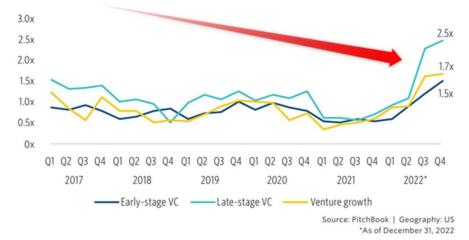
Sep 27 2023, 9:18AM EDT. Powered by YCHARTS



SaaS business environment – Runway

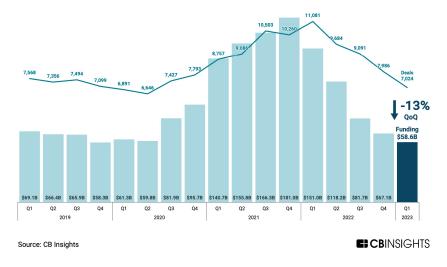
Estimated venture capital demanded to supplied multiple by quarter

Capital demanded by startups has far exceeded capital supply, starving startups



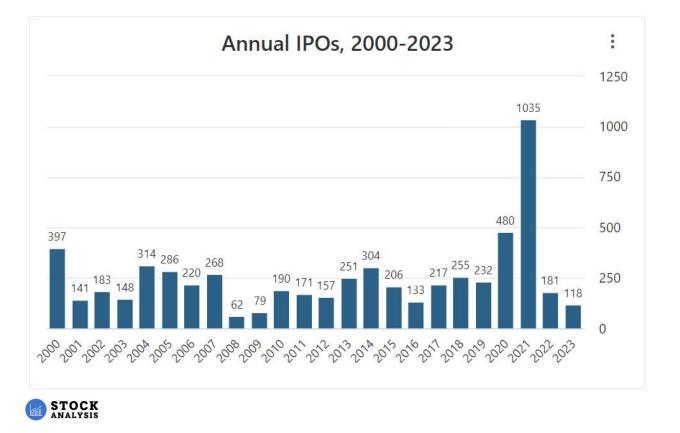


Global venture funding continues to slide in Q1'23, despite Stripe's \$6.5B deal



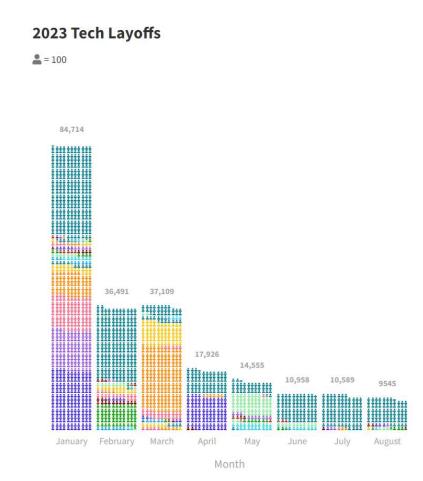


SaaS business environment - IPOs



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SaaS business environment – Tech layoffs





SALESFORCE AND ADVANCED CRM CONNECTOR



Salesforce and Advanced CRM Connector – About Salesforce

- #1 ranked CRM application for 10 consecutive years by IDC
- Used by 150,000 companies, big and small, across all industries





Salesforce and Advanced CRM Connector – RSM Salesforce team





Salesforce and Advanced CRM Connector – Overview

- Pre-built integration
- Works with Salesforce Enterprise, CPQ and Nonprofit Success Pack
- Seamlessly integrates data bi-directionally in real time between Salesforce and Sage Intacct
 - Customer and contact information
 - Invoicing and payment activity
 - Salesforce Price Book and Sage Intacct Price List
- Scale sales process and reduce quote to cash cycle
 - Create and modify orders, projects, and contracts within Salesforce
 - One click quote conversion
 - Predefined email templates and notifications
 - Automatically generate renewal sales opportunities
- Supports a variety of Salesforce workflows including
 - Lead to Cash
 - · Contract and subscription billing
 - Project tracking



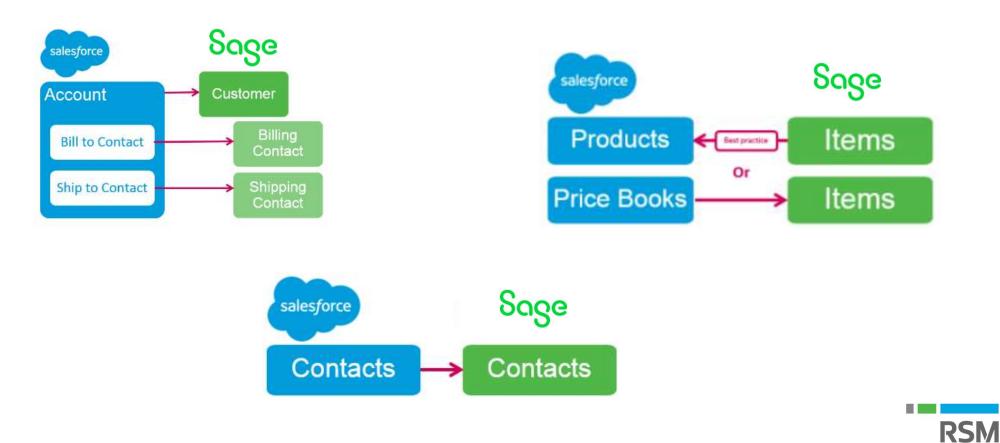




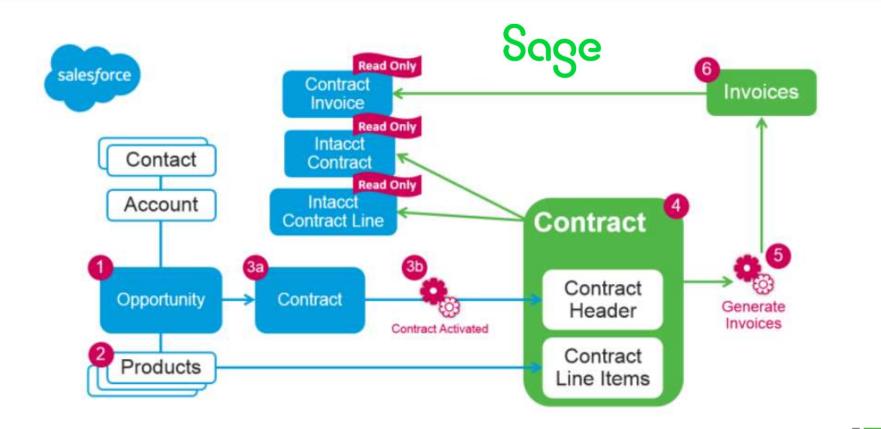


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Salesforce and Advanced CRM Connector – Master records



Salesforce and Advanced CRM Connector – Lead to cash workflow





Salesforce and Advanced CRM Connector – Field mapping

SFDC contract field mapping

	Intacct field *		Salesforce fie	ld *		Sync rule	Stat	us
	Contract ID (CONTRACTID)		Intacct Contra	act ID (ia_crm_Intacc)	t_Contract_IDc)	To Intacct	Act	ive
	Contract name (NAME)		Contract Nam	ie (Name)		To Intacct	Act	ive
	Start date (BEGINDATE)		Contract Star	t Date (StartDate)		To Intacct	Act	ive
	Customer (CUSTOMERID)		Account ID (A	ccountid)		To Intacct	Act	ive
	Payment term (TERMNAME)		Term (ia_crm_	_Term_c)		To Intacct	Act	ive
	Transaction currency (CURRENC	Y)	Currency ISO	Code (CurrencylsoCo	de)	To Intacct	Act	ive
	Location (LOCATIONID)		Intacct Entity/	Location (ia_crmInta	acct_Entityc)	To Intacct	Act	ive
	End date (ENDDATE)		Contract End	Date (EndDate)		To Intacct	Ac	tive
	Bill to (BILLTOCONTACTNAME)		Bill to (ia_crm	_Bill_toc)		To Intacct	Ac	tive
0	Ship to (SHIPTOCONTACTNAME	5)	Ship to (ia_crr	mShip_toc)		To Intacct	Ac	tive
1	Billing frequency (BILLINGFREQ	JENCY)	Billing Frequency (la_crm_Billing_Frequency_c)			To Intacct	Ac	tive
2	Renew (RENEWAL)		Renew (ia_crn	n_Renew_c)		To Intacct	Ac	tive
3	Renewal template (RENEWALMA	(CRO)	Renewal Template (ia_crm_Renewal_Template_c)			To Intacct	Ac	tive
4	Evergreen template (EVERGREEI	MACRO)	Renewal Template (ia_crm_Renewal_Template_c)			To Intacct	Ac	tive
5	Term type (TERMTYPE)		Term type (ia_crmTerm_typec)			To Intacct		tive
6	Renewal term length (RENEWTE	RMLENGTH)	Renewal length (ia_crmTerm_Lengthc)			To Intacct	Ac	tive
7	Renewal term period (RENEWTERMPERIOD)		Renewal period (ia_crm_Renewal_period_c)			To Intacct	Ac	tive
8	Billing price list (PRCLIST)		Price Book ID (Pricebook2ld)			To Intacct	Ac	tive
9	Description (DESCRIPTION)		Description (Description)			To Intacct	Ac	tive
0	Bill in advance (ADVBILLBY)		Bill in advance (ia_crm_Bill_in_advance_c)			To Intacct	Ac	tive
1	Bill in advance term (ADVBILLBY	TYPE)	Bill in advance term (ia_crm_Bill_in_advance_term_c)			To Intacct		tive
2	Exchange rate type (EXCHRATE)			To Intacct		tive		
Cı	ustom mapping							
	Intacct field *	Salesforce fie	eld *	Sync rule	Lookup object	S	tatus	
1	Intacct field ·		id 👻	To Intacct ~	Lookup object	~ [<i>i</i>	Active ~	+ 1
2				To Intacct			Active	+ 1



Salesforce and Advanced CRM Connector

Demo



CONTRACTS AND REVENUE MANAGEMENT



Sage Intacct Contracts introduction

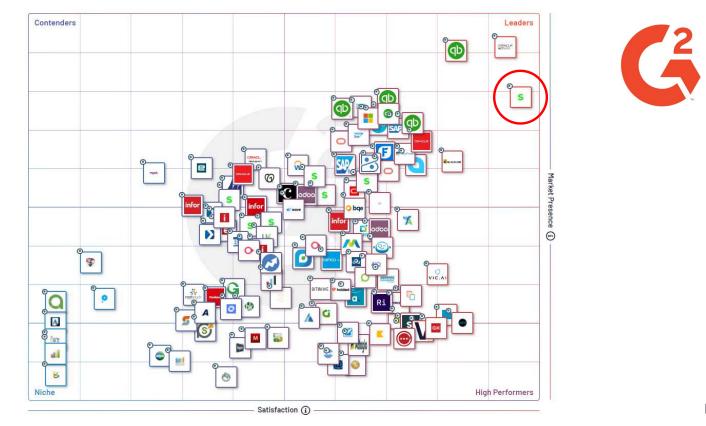


- Contract lifecycle management
- Billing automation
- Revenue management
- Seamless GL posting





Sage Intacct Contracts solution – G2 Crowd reviews

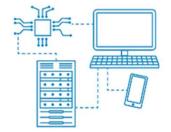


G2 Grid[®] Scoring



Sage Intacct Contracts - Key features

- Automate SaaS billing to reduce costs associated with manual billing processes
- Improve accuracy with flexible pricing models tied to terms and usage or subscription
- Supports regular billing cadences and non-linear billing schedules
- Streamline renewal process
- Supports project billing including fixed fee and T&M
- Integrates with automated revenue recognition as performance obligations are met







Sage Intacct Contracts solution – What is a contract?

What is a contract?

A contract is a container for the products or services you are providing to a customer.

Contract	t				
Custome Start date End date	•	Coffee CRM Jan. 1 Dec. 31			
Contract	lines				
Contract Line no	lines Item	Line start	Line end	Total flat/fixed amount	Billing method
		Line start Jan. 1	Line end Dec. 31	Total flat/fixed amount 10,000.00	Billing method Fixed price



Contracts

RSM VAR Top level ~

Company type: Sales demo 🕷

★ 🐔 Contracts ~

eneral Renewals	Journal balances	Transaction history	Billing transaction	on history	MEA allocations	Compliance	
State In progress	Contract total 13,750.00	Billed amount 13,150.00	Received amount 0.00		ling amount 150.00		
Contract ID 10004		Contract type		Description Rebook Syste	m Implementation		
Customer		Bill to		Ship to			
ReebokReebok		Reebok(CReebok)		Reebok(CReebok)			
Contract name		State		Status			
Rebook Test MEA		In progress		Active			
Term type Termed		Post memo					
Start date 08/01/2023		Payment term Net 30		Attachment 6	•		
End date 12/31/2023		Billing price list System			ed time-based revenue by		
Billing frequency Monthly		Fair value price list Test001					
Bill in advance							
No. of days or months before (contract start date						

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Sage Intacct Contracts solution – What is a contract line?

Contract line

A contract line is a product or service associated with the contract.

Contract line		
Item	Service	
Line start	Jan. 1	
Line end	Dec. 31	
GL posting date	Jan. 1	
Billing		
Billing method	Flat/fixed amount frequency	Amount
Fixed price	One-time	10,000.00
Revenue		
REV Template	Rev Straight Line	



Contract lines

Line ▲ no.	Item	Item description	Kit	State	Line start	Line end	Total flat/fixed amount	Billing method	Billing status	CNRJ status
1	HWD001Hardware 001	-	-	In progress	08/01/2023	12/31/2023	9,000.00	Fixed price	Completed	In progress
2	SFT001Software 001			In progress	08/01/2023	12/31/2023	4,000.00	Fixed price	Completed	In progress
3	SER001Services 001			In progress	08/01/2023	12/31/2023	750.00	Fixed price	In progress	In progress





Billing and renewals automation

- Automated billing schedules—monthly, quarterly, annual, custom, non-linear
- Bill by customer group
- Automatic renewals
- Copy existing contracts
- Contract change automation and scheduling
- Process in multiple currencies
- Real time tax (exclusive)





Pricing models and billing approaches

- Billing models:
 - Fixed price
 - Usage
 - Tiered
 - Volume
 - Billing and renewals automation
 - Price per thousand
 - Discount tiers
 - Minimum flat fees
 - Included units
 - Overages
 - Customer-specific

- Billing approaches:
 - One-time
 - In advance
 - In arrears
 - Every invoice





Revenue and expense management

- Revenue management
 - ASC606 and IFRS 15
 - Automatic revenue reallocation for contract changes
 - Template-based revenue recognition, independent of billing
 - Usage-based revenue recognition
 - Revenue recognition across multielement arrangements
 - Flexible automation of cancellations, hold/resume, and renewals
 - Revenue details in one location—the contract

- Multi-element arrangements
 - Audit trail for MEA executions
 - Separate book processing
 - MEA effective dates for execution
 - Multiple execution of MEA allocations
- Expense management
 - Expense amortization at contract or line level
 - Automatic expense amortization—including changes and updates
 - Expense amortization templates, independent from the revenue term





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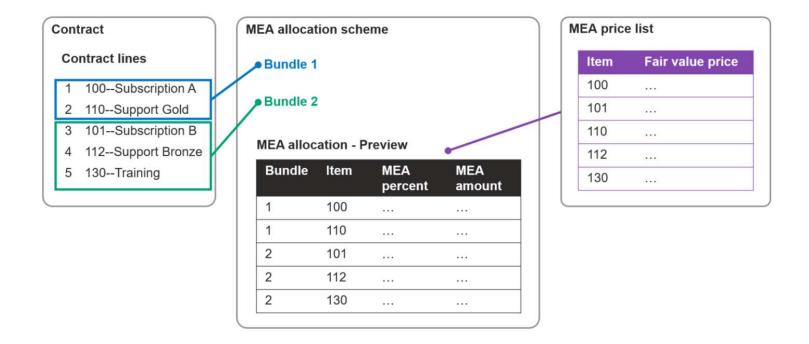
Sage Intacct Contracts solution – ASC 606



Contract Identification Obligation Identification Price for Transaction Allocation of transaction price to obligation Recognise Revenue



Sage Intacct Contracts solution – MEA setup





Sage Intacct Contracts solution – Fair value pricing (multiple element arrangements)

Total transaction price of the bundle =	80,000	
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Bundle	Fair value	% of total	Allocated price
Software	75,000	75%	75% of 80,000 = 60,000
Support	15,000	15%	15% of 80,000 = 12,000
Training	10,000	10%	10% of 80,000 = 8,000
Total	100,000	-	80,000



Seamless general ledger posting

- Automatically generate posts to the GL
- Easy drill-down and investigation from GL into the subledger
- Slice and dice data by dimensions
- Maintain compliance with audit trails and compliance checklist



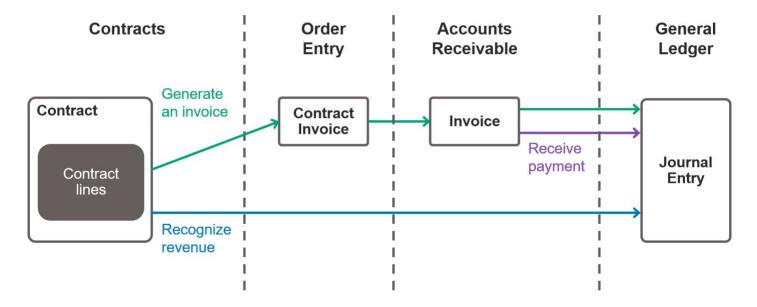




Sage Intacct Contracts solution – GL and subledger impact

Contracts revenue recognition accounting flow

The diagram shows the revenue recognition accounting flow in Contracts.





Sage Intacct Contracts solution

Demo



REPORTING AND METRICS



Sage Intacct contract and revenue reports



Customizable dashboards allow role-based and processbased metrics, reports, and charts to be created for quick insight and data-driven decisions

00,020							
			\$746,596			\$0	\$3,255,580
00,000		\$677,001		\$(176.922)	\$(30,364)	10	\$3,255,500
0,000	\$2,039,269						
00,000							
00,000							
0	Beginning CMRR	New CMRR (All)	Expansion CMRR	Contraction CMRR	Chur CMRR (445	Other CHIRR	Total
		(Trailing 12 M	Months)	Total C	MRR (Trailing	12 Months)	
tal Co	ntract Value (
	ntract Value (,		\$4,830,000			
	ntract Value (\$4,030,000			
	ntract Value (
tal Co	ntract Value (\$3,290,000			

\$

For in-depth reporting, the Sage Intacct Report Center contains a library of reports and financial statements, as well as charts and tools for modifying, duplicating, or creating completely new reports and charts



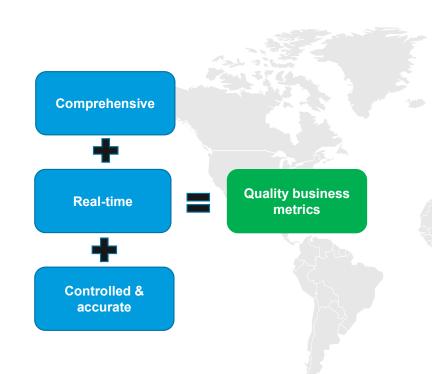
Activity-specific subledger reports, like customer aging and check registers, can also be found in the individual task area



External processes, like business intelligence or data warehousing, can be driven by using Web Services APIs or setting up data delivery services



Sage Intacct contract and revenue reports



Ability to view and manage data from across the organization using:

- Performance cards
- Financial reports
- Financial graphs
- Custom and memorized reports
- Period close and consolidation checklists
- External links and custom navigation
- Instant drill-down into transaction detail



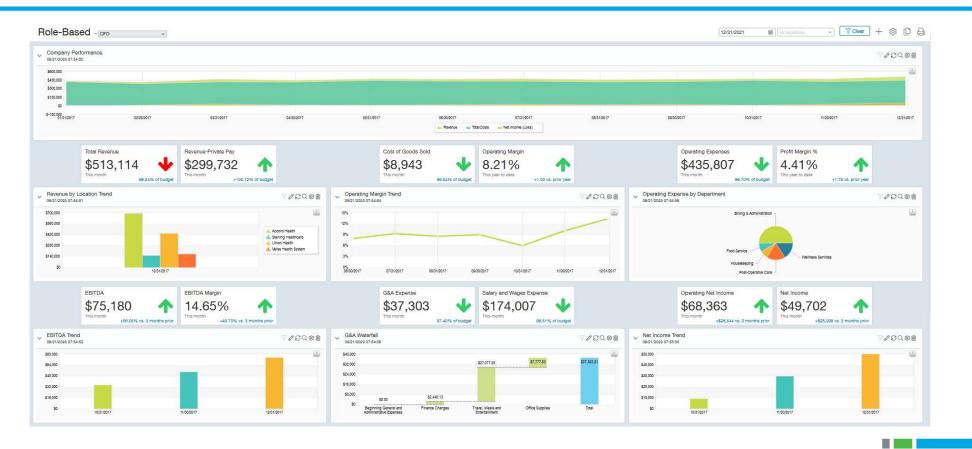
KPIs

- All billing, revenue, and expense in one place
- Forecast billing, payments, and revenue across deferred and accrued revenue
- Unified reporting on billing and accounting
- Board-ready insights, including churn, CLTV, CMRR, Cash, CAC, and economic unit





Role-based dashboards



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Sage Intacct contract and revenue reports

Skyline Software USA 1 -

Contracts

CN_Contract Subledger

										1
 Subtotal name 	Contract Id	Contract name	Customer ID	Customer name	Line number	Item ID	Location ID	Department ID	Transaction Amount	Base Amount
 Accounts Receivable, Billed 										
Sum for 768	CN1001	11001 - Annual Contract	11001	Corley Energy	1/	10100	100	100	63,700.00	63,700.00
Sum for 769	CN1001	11001 - Annual Contract	11001	Corley Energy	2	10200	100	100	1,104.00	1,104.00
Sum for 770	CIV1001	11001 - Annual Contract	11001	Corley Energy	3	10300	100	100	10,000.00	10,000.00
Sum for Accounts Receivable, Billed Accounts Receivable, Unbilled									74,804.00	74,804.00
Sum for 768	CN1001	11001 - Annual Contract	11001	Corley Energy	1	10100	100	100	0.00	0.00
Sum for 769	CN1001	11001 - Annual Contract	11001	Corley Energy	2	10200	100	100	0.00	0.00
Sum for 770	CN1001	11001 - Annual Contract	11001	Corley Energy	3	10300	100	100	0.00	0.00
Sum for Accounts Receivable, Unbilled									0.00	0.00
Sum for Accounts Receivable									74,804.00	74,804.00
 Deferred expense, Deferred 										
Sum for No Contract detail key									3,208.34	3,208.34
Sum for Deferred expense, Deferred									3,208.34	3,208.3
Sum for Deferred expense									3,208.34	3,208.3
 Deferred revenue, Billed 										
Sum for 768	CN1001	11001 - Annual Contract	11001	Corley Energy	1	10100	100	100	58,340.78	58,340.7
Sum for 789	CIV1001	11001 - Annual Contract	11001	Corley Energy	2	10200	100	100	1,011.11	1,011.1
Sum for 770	CN1001	11001 - Annual Contract	11001	Corley Energy	3	10300	100	100	9,158.69	9,158.6
Sum for Deferred revenue, Billed									68,510.58	68,510.5
 Deferred revenue, Unbilled 										
Sum for 788	CN1001	11001 - Annual Contract	11001	Corley Energy	1	10100	100	100	0.00	0.0
Sum for 769	CIV1001	11001 - Annual Contract	11001	Corley Energy	2	10200	100	100	0.00	0.0
Sum for 770	CN1001	11001 - Annual Contract	11001	Corley Energy	3	10300	100	100	0.00	0.0
Sum for Deferred revenue, Unbilled									0.00	0.0
Sum for Deferred revenue Expense accrual, Deferred									68,510.58	68,610.5
Sum for No Contract detail key									7,000.00	7,000.0
Sum for Expense accrual, Deferred									7,000.00	7,000.0
Sum for Expense accrual									7,000.00	7,000.0
Sum for No Contract detail key									3,791.66	3,791.6
um for Recognized expense, Recognized									3,791.66	3,791.8
Sum for Recognized expense									3,791.66	3,791.8
 Sales revenue, Billed 										
Sum for 768	CN1001	11001 - Annual Contract	11001	Corley Energy	1	10100	100	100	5,359.22	5,359.2
Sum for 789	CIV1001	11001 - Annual Contract	11001	Corley Energy	2	10200	100	100	92.89	92.8
Sum for 770	CN1001	11001 - Annual Contract	11001	Corley Energy	3	10300	100	100	841.31	841.3
Sum for Sales revenue, Billed									6,293.42	6,293.42

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Contract billing forecast reports

Contra	icts	×																			Q Search
_Forecast	- Schedu	lles by Contract											C •	ustomize	Graph Vie	w Print	Process & st	ore Email	Add to de	shboard Mer	morize Export •
																					\$
✓ Subtotal name	Contract ID	Contract name	Customer name	Contract State	Туре	Posted/Scheduled	Classification	2017/01	2017/02	2017/03	2017/04	2017/05	2017/08	2017/07	2017/08	2017/09	2017/10	2017/11	2017/12	2018/01+	Total Forecasted Value
Sum for CN1001	CN1001	11001 - Annual Contract	Corley Energy	Renewed	Billing	Posted	Unpald	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,125.00	0.00	0.00	0.00	7,125.00
Sum for CN1001-	CN1001-1	11001 - Annual Contract	Corriey Energy	Renewed	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	48,753.35	46,753.36
Sum for CN1001- 2	CN1001-2	11001 - Annual Contract	Corley Energy	In progress	Billing	Posted	Unpald	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	49,091.02	49,091.02
Sum for CN1002	CN1002	11002 - Annual Contract	National Clean Energy	Renewed	Billing	Posted	Unpaid	0.00	38,900.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	36,900.00
Sum for CN1002-	CN1002-1	11002 - Annual Contract	National Clean Energy	Renewed	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	38,745.00	38,745.00
Sum for CN1002-	CN1002-2	11002 - Annual Contract	National Clean Energy	in progress	Baing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40,682.25	40,682.26
Sum for CN1003	CN1003	11003 - Annual Contract	Porter Technologies	Renewed	Billing	Posted	Unpaid	0.00	68,852.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	68,862.00
Sum for CN1003- 1	CN1003-1	11003 - Annual Contract	Porter Technologies	Renewed	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	72,294.60	72,294.60
Sum for CN1003-	CN1003-2	11003 - Annual Contract	Porter Technologies	In progress	Billing	Posted	Unpald	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75,909.34	75,909.34
Sum for CN1004	CN1004	11004 - Annual Contract	Powell Clean Tech	Renewed	Billing	Posted	Unpaid	0.00	0.00	37,764.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	37,784,00
Sum for CN1004-	CN1004-1	11004 - Annual Contract	Powell Clean Tech	Renewed	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	39,652.20	39,852.20
Sum for CN1004-	CN1004-2	11004 Annual Contract	Powell Clean Tech	In progross	Billing	Postod	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	41,834.82	41,834.82
Sum for CN1005	CN1005	11005 - Annual Contract	Vallante	Renewed	Billing	Posted	Unpaid	0.00	0.00	70,214.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,200.00	0.00	77,414.00
Sum for CN1005- 1	CN1005-1	11005 - Annual Contract	Vallante	Renewed	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	81,284.70	81,284.70
Sum for CN1005-	CN1005-2	11005 - Annual Contract	Vallante	In progress	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	85,348.94	85,348.94
Sum for CN1008	CN1008	11008 - Annual Contract	Vapid Battery	Renewed	Billing	Posted	Unpaid	0.00	0.00	66,855.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	66,855.00
Sum for CN1008-	CN1008-1	11008 - Annual Contract	Vapid Battery	Renewed	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	70,197.75	70,197.76
Sum for CN1008-	CN1008-2	11008 - Annual Contract	Vapid Battery	In progress	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	73,707.65	73,707.66
Sum for CN1007	CN1007	11007 - Annual Contract	Acme	Fenewed	Billing	Posted	Unpaid	0.00	0.00	0.00	37,002.00	0.00	0.00	14,550.00	0.00	0.00	0.00	0.00	0.00	6,817.50	58,369.50
Sum for CN1007-	CN1007-1	11007 - Annual Contract	Acme	Renewed	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	61,287.98	61,287.98
Sum for CN1007-	CN1007-2	11007 - Annual Contract	Acme	In progress	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	64,352.39	64,352.39
2 Sum for CN1008	CN1008	11008 - Annual Contract	ARCAM Corporation	Renewed	Billing	Posted	Unpaid	0.00	0.00	0.00	68,415.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	68,415.00
Sum for CN1008-	CN1008-1	11008 - Annual Contract	ARICAM Corporation	Renewed	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	71,838.75	71,836.76
1 Sum for CN1008-	CN1009-2	11008 - Annual Contract	ARCAM Corporation	In progress	Billing	Posted	Unpald	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75,427.54	76,427.64
2 Sum for CN1009	CN1009	11009 - Annual Contract	Biffoo	Renewed	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	38,740.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	38,740.00
Sum for CN1009-	CN1009-1	11009 - Annual Contract	Biffoo	Renewed	-	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40,677.00	40,877.00
1 Sum for CN1009-					Billing																
2	CN1009-2	11009 - Annual Contract	Biffico	In progress	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	42,710.88	42,710.88
Sum for CN1010 Sum for CN1010-	CN1010	11010 - Annual Contract	Binford	Renewed	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	71,915.00	0.00	0.00	14,860.00	0.00	0.00	14,100.00	0.00	0.00	100,885.00
1	CN1010-1	11010 - Annual Contract	Binford	Renewed	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	105,908.25	105,908.26
Sum for CN1010-	CN1010-2	11010 - Annual Contract	Binford	In progress	Billing	Posted	Unpaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	111,203.67	111.203.67



Contract revenue forecast reports

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Forecast	- Sched	ules by Contract												Customize	Graph (View Prin	nt Process	a & store En	nali Add to d	dashboard [filter	norize Export
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 Subtotal name 	Contract	Contract name	Customer name	Contract State	Туре	Posted/Scheduled	Classification	2017/01	2017/02	2017/03	2017/04	2017/05	2017/08	2017/07	2017/08	2017/09	2017/10	2017/11	2017/12	2018/01+	Total Forecasted Value
ium for CN1001	CN1001	11001 - Annual Contract	Coney Energy	Renewed	Revenue	Posted	Unbilled	3,176.60	2,889.18	3,176.61	3,074.14	3,178.61	3,074.14	3,176.61	3,176.61	3,074.14	5,677.42	5,397.51	5,577.43	0.00	44,627.00
Sum for CN1001-1	CN1001-1	11001 - Annual Contract	Corley Energy	Renewed	Revenue	Posted	Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	48,763,35	46,753.35
Sum for CN1001-2	CN1001-2	11001 - Annual Contract	Coney Energy	In progress	Revenue	Posted	Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	49,091.02	49,091.02
um for CN1002	CN1002	11002 - Annual Contract	National Clean Energy	Renewed	Revenue	Posted	Unbilled	0.00	2,830.70	3,133.97	3,032.87	3,133.97	3,032.88	3,133.97	3,133.97	3,032.88	3,133.97	3,032.88	3,133.97	3,133.97	36,900.00
Sum for CN1002-1	CN1002-1	11002 - Annual Contract	National Clean Energy	Renewed	Revenue	Posted	Unbilled	0.00	0.00	0.00	0.00	0,00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	38,745.00	38,746.00
Sum for CN1002-2	CN1002-2	11002 - Annual Contract	National Clean Energy	In progress	Revenue		Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40,682.25	40,882.25
um for CN1003	CN1009	11003 - Annual Contract	Porter Technologies	Renewed	Revenue	Posted	Unbilled	0.00	6,281.79	8,847.70	6,669.07	6,847.71	5,659.06	6,847.71	5,847.71	5,659.06	6,847.71	5,659.06	5,847.71	6,847.71	68,882.00
Sum for CIV1003-1	CN1009-1	11003 - Annual Contract	Porter Technologies	Renewed	Revenue	Posted	Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	72,294.80	72,294.60
Sum for CN1003-2	CN1009-2	11003 - Annual Contract	Porter Technologies	In progress	Revenue		Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75,909.34	75,909.34
m for CN1004	CN1004	11004 - Annual Contract	Powell Clean Tech	Renewed	Fevenue	Posted	Unbilled	0.00	0.00	3,207.38	3,103.90	3,207.35	3,103.89	3,207.38	3,207.35	3,103.89	3,207.35	3,103.89	3,207.35	6,104.32	37,764.00
Sum for CN1004-1	CN1004-1	11004 - Annual Contract	Powell Clean Tech	Renewed	Revenue	Posted	Unblied	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	38,662.20	39,662.20
Sum for CN1004-2	CN1004-2	11004 - Annual Contract	Powell Clean Tech	In progress	Revenue		Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	41,634.82	41,634.82
m for CN1005	CN1005	11005 - Annual Contract	Vallante	Renewed	Revenue	Posted	Unbilled	0.00	0.00	6,963.38	5,771.01	5,963.39	5,771.02	6,963.38	6,963.38	5,771.01	5,963.38	6,771.01	8,443.38	16,069.66	77,414.00
Sum for CN1005-1	CN1005-1	11006 - Annual Contract	Vallante	Renewed	Revenue	Posted	Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	81,284.70	81,284.70
Sum for CN1005-2	CN1005-2	11005 - Annual Contract	Vallante	In progress	Revenue		Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	85,348.94	86,348.94
um for CN1008	CN1006	11008 - Annual Contract	Vapid Battery	Renewed	Revenue	Posted	Unbilled	0.00	0.00	5,878.10	5,494.95	5,678.09	5,494.94	5,678.09	5,678.09	5,494.94	5,678.09	5,494.94	5,678.09	10,808.88	66,855.00
Sum for CN1008-1	CN1006-1	11008 - Annual Contract	VapId Battery	Renewed	Revenue	Posted	Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	70,197.76	70,197.76
Sum for CN1006-2	CN1006-2	11008 - Annual Contract	Vapid Battery	In progress	Revenue		Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	73,707.65	73,707.85
um for CN1007	CN1007	11007 - Annual Contract	Acme	Renewed	Revenue	Posted	Unbilled	0.00	0.00	0.00	3,041.28	3,142.84	3,041.28	4,788.79	4,788.79	4,634.33	4,788.80	4,634.33	4,788.80	20,720.48	68,369.50
Sum for CN1007-1	CN1007-1	11007 - Annual Contract	Acme	Renewed	Revenue	Posted	Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	61,287.98	61,287.96
Sum for CN1007-2	CN1007-2	11007 - Annual Contract	Acme	in progress	Revenue		Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	64,352.39	64,352.39
um for CN1008	CN1006	11008 - Annual Contract	ARCAM Corporation	Renewed	Revenue	Posted	Unbilled	0.00	0.00	0.00	5,623.15	5,810.68	5,623.15	6,810.59	6,810.59	5,623.15	5,810.59	5,623.15	5,810.59	16,869.46	68,416.00
Sum for CN1008-1	CN1008-1	11008 - Annual Contract	ARCAM Corporation	Renewed	Revenue	Posted	Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	71,835.75	71,836.76
Sum for CN1008-2	CN1008-2	11008 - Annual Contract	ARCAM Corporation	In progress	Revenue		Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75,427.54	78,427.84
m for CN1009	CN1009	11009 - Annual Contract	Biffco	Renewed	Revenue	Posted	Unbilled	0.00	0.00	0.00	0.00	3,290.28	3,184.12	3,290.25	3,290.25	3,184.11	3,290.24	3,184.11	3,290.24	12,738.42	38,740.00
Sum for CN1009-1	CN1009-1	11009 - Annual Contract	Bittoo	Renewed	Revenue	Posted	Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40,677.00	40,677.00
Sum for CN1009-2	CN1009-2	11009 - Annual Contract	Biffoo	In progress	Revenue		Unbilled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	42,710.88	42,710.88
m for CN1010	CN1010	11010 - Annual Contract	Binford	Renewed	Revenue	Posted	Unbilled	0.00	0.00	0.00	0.00	6,107,85	5,910.82	6,107,84	7,794,11	7,642.69	7,794,11	9.879.71	10,209.02	39.518.85	100.885.00



MEA allocation details

Contracts	v																				Q, Search
_MEA Allocation [Details													C	Customize	Graph View	Print Proc	ess & store CEma	il Add to d	ashboard Memorize	Export •
 Subtotal name 	Contract	Effective	Adjustment	Journal	Journal	Status	Allocation name	Bundle	Line	Line	Item	Rate	Quantity	Multiplier	Incl with	Ext txn	Fair value	Ext fair value	MEA	Carve in Carve out	¢ MEA
	Contract	date	type	1	2	Status	Allocation name	*	no	type	name	Pate	Quantity	wurupner	every inv	value	price	price	percent	amount	amount
CN1183 Sum for CN1183-Mea Allocation	CN1183	12/01/2019	One time	TRUE	TRUE	Active	CN1183-Mea Allocation	1		Sale				1.0000000000		58,126.00	50,470.00	68,850.00	100.00	0.00	58,128.00
Sum for CN1183-Mea Allocation-Revalue1	CN1183	12/15/2019	One time	TRUE	TRUE	Active	CN1183-Mea Allocation- Revalue1	1		Sale				1.0000000000		50,426.00	50,470.00	61,150.00	100.00	0.00	50,428.00
Sum for CN1183																108,552.00	100,940.00	130,000.00	200.00	0.00	108,552.00
Sum for CN1184-MEA Allocation 1	CN1184	01/01/2019	One time	TRUE	TRUE	Active	CN1184-MEA Allocation 1	1						1.0000000000		45,391.00	50,250.00	52,500.00	100.00	0.00	45,391.00
Sum for CN1184-MEA Allocation 2	CN1184	04/01/2019	One time	TRUE	TRUE	Active	CN1184-MEA Allocation 2	1						1.0000000000		69,934.00	61,500.00	63,750.00	100.00	0.00	69,934.00
Sum for CN1184-MEA Allocation 3	CN1184	07/01/2019	One time	TRUE	TRUE	Active	CN1184-MEA Allocation 3	1						1.0000000000		89,534.00	61,750.00	63,250.00	100.00	0.00	69,534.00
Sum for CN1184																184,859.00	173,500.00	179,500.00	300.00	0.00	184,859.00
Sum for CN1185-MEA Allocation 1	CN1185	01/01/2019	One time	TRUE	TRUE	Active	CN1185-MEA Allocation 1	1		Sale			1.0000	1.0000000000		38,934.00	17,520.30	17,520.30	0.00	0.00	38,934.00
Sum for CN1185-MEA Allocation 2	CN1185	07/01/2019	One time	TRUE	TRUE	Active	CN1185-MEA Allocation 2	1		Sale			1.0000	1.0000000000		41,882.50	20,573.60	20,573.60	0.00	0.00	41,682.50
Sum for CN1185 CN1186																80,596.50	38,093.90	38,093.90	0.00	0.00	80,596.50
Sum for CN1186-Bundle Sale 1	CN1188	01/01/2019	One time	TRUE	TRUE	Active	CN1188-Bundle Sale 1	1		Sale				1.0000000000		50,000.00	10,000.00	10,000.00	0.00	0.00	50,000.00
Sum for CN1188																50,000.00	10,000.00	10,000.00	0.00	0.00	50,000.00
Sum for CN1187-Bundle sale licence	CN1187	01/01/2019	One time	TRUE	TRUE	Active	CN1187-Bundle sale licence	1		Sale			1.0000	1.0000000000		60,000.00	12,000.00	12,000.00	0.00	0.00	60,000.00
Sum for CN1187																60,000.00	12,000.00	12,000.00	0.00	0.00	60,000.00
Sum for CN1208-MEA Allocation 1	CN1208	01/01/2019	One time	TRUE	TRUE	Active	CN1208-MEA Allocation 1	1		Sale				1.0000000000		50,000.00	10,000.00	10,000.00	0.00	0.00	50,000.00
Sum for CN1208-MEA Allocation 2	CN1208	07/01/2019	One time	TRUE	TRUE	Active	CN1208-MEA Allocation 2	1		Sale				1.0000000000		50,000.00	10,000.00	10,000.00	0.00	0.00	50,000.00
Sum for CN1208 CN1207																100,000.00	20,000.00	20,000.00	0.00	0.00	100,000.00
Sum for CN1207-MEA Allocation 1	CN1207	01/01/2019	One time	TRUE	TRUE	Active	CN1207-MEA Allocation 1	1		Sale				1.0000000000		50,000.00	10,000.00	10,000.00	0.00	0.00	50,000.00
Sum for CN1207-MEA Allocation 2	CN1207	07/01/2019	One time	TRUE	TRUE	Active	CN1207-MEA Allocation 2	1		Sale				1.0000000000		50,000.00	10,000.00	10,000.00	0.00	0.00	50,000.00
Sum for CN1207																100,000.00	20,000.00	20,000.00	0.00	0.00	100,000.00
Sum Total																684,007.50	374,533.90	409,593.90	500.00	0.00	684,007.50



SaaS Intelligence*

CMRR per Customer	CMRR \$225K	T	Annualized CMRR \$2,708K	Ť	New CMRR \$83,386	T
Customer Churn 2.27%	Revenue Churn 2.66%	Ť	Customer Renewal	¥	Revenue Renewal	1
\$29,833 J	Payback in Months 8	1	New Customers 38	T	Avg New CMRR/Cu \$1,939	ustomi V
CMRR Trend			Customer Tren	d		
			8			

- Sage Intacct SaaS Intelligence helps you measure and monitor the key SaaS metrics that matter to you and your investors
- Sage Intacct SaaS intelligence automatically identifies different SaaS metrics scenarios
- Receive an accurate representation of client subscription
 activity and the impact on ARR or CMRR
- Distinguish between different factors driving changes in CMRR using the application's intelligent engine
- Eliminate the need for manual intervention or additional analysis of transactions
- Streamline your finance team's processes with a single source of the truth

* Requires subscription



SaaS Intelligence

Dashboards	~												Q	Search
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this month	79 1	total CAR \$39,	066K	A va. prior month	Total Sub \$5,6 this month	,	ikings 39 个	\$5,	i .	VIRR	\$1		New) 7	peth
CMRR Growth Rate 5.31% this month	+2.58 vs. prior month	SaaS Quid 3.18 this month		Vis. prior month	Rule of 4 35.2 trailing 1 ye	26%				Rate	-0.		rn (% of Total 0.01 vs. prior m	
Total Customers 304 this month	+25 vs, prior month	New & Rev 26 this month	covered Custo	B vs. prior month		r Customer ,709 -\$3	71 vs. prior month	this month		32 1	58		ding (DSO)	onth
CMRR Growth Breakdor 07/26/2022 10:28:01 AM	wn												70	3001
								Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending 01/31/2020	Tr
	Month Ending 01/31/2019 Actual	Month Ending 02/28/2019 Actual	Month Ending 03/31/2019 Actual	Month Ending 04/30/2019 Actual	Month Ending 05/31/2019 Actual	Month Ending 05/30/2019 Actual	Month Ending 07/31/2019 Actual	06/31/2019 Actual	09/30/2019 Actual	10/31/2019 Actual	11/30/2019 Actual	12/31/2019 Actual	Actual	A
Subscription Bookings Non-Subscription Bookings	01/31/2019	02/28/2019	03/31/2019	04/30/2019	05/31/2019	05/30/2019	07/31/2019	08/31/2019	09/30/2019	10/31/2019 Actual 3.743,922.96 0.00	11/30/2019			35,846.05
Subscription Bookings Non-Subscription Bookings	01/31/2019 Actual 19,860,741.68	02/28/2019 Actual 192,749.15	03/31/2019 Actual 1,645,678.47	04/30/2019 Actual 4,755,388.01	05/31/2019 Actual 6.289,790.64	05/30/2019 Actual 2,729,709.30	07/31/2019 Actual 4,602,053.33	08/31/2019 Actual 2.264.778.06	09/30/2019 Actual 1,670,445.60	Actual 3,743,922.95	11/30/2019 Actual 272,228.55	Actual 2,047,023.55	Actual 5,631,289.58	35,846,00
Subscription Bookings Non-Subscription Bookings otal Contract Value MRR Beginning CMRR	01/31/2019 Actual 19,860,741,68 3,820,000,00	02/28/2019 Actual 192,749 15 0.00	03/31/2019 Actual 1,645,678.47 20,453.52	04/30/2019 Actual 4,755,388.01 157,594.00	05/31/2019 Actual 6,289,790.64 0.00	05/30/2019 Actual 2,729,709.30 5,390.40	07/31/2019 Actual 4,602,053 33 4,581.84	08/31/2019 Actual 2.254,778.05 0.00	09/30/2019 Actual 1,670,445.60 0.00	Actual 3,743,922.96 0.00	11/30/2019 Actual 272,228.55 0.00	Actual 2,047,023,55 101,375,08	Actual 5,631,289,58 91,000,00	35,846.00 380.42 \$36,225,48
Non-Subscription Bookings lotal Contract Value	01/31/2019 Actual 19,860,741.68 3,820,000.00 \$23,680,741.68	02/28/2019 Actual 192,749.15 0.00 \$192,749.15	03/31/2019 Actual 1,645,678.47 20,483.52 \$1,667,161.99	04/30/2019 Actual 4,755,388.01 157,594.00 \$4,912,982.01	05/31/2019 Actual 6.289,790.54 0.00 \$6.289,790.64	05/30/2019 Actual 2,729,709.30 5,390.40 \$2,735,099.70	07/31/2019 Actual 4,602,053,33 4,581,84 \$4,606,635,17	06/31/2019 Actual 2.254,778.05 0.00 \$2.254,778.05	09/30/2019 Actual 1.670,445.60 0.00 \$1.670,445.60	Actual 3,743,922,96 0,00 \$3,743,922,96	11/30/2019 Actual 272,228.55 0.00 \$272,228.55	Actual 2,047,023 55 101,375,08 \$2,148,398,63	Actual 5,631,289,58 91,000,00 \$5,722,289,58	A/ 35,646.05 360.42 \$36,226.48 \$2,039.26 643.58 33,41



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