



Sage Intacct: unlocking efficiency

When and why to transition your construction or real estate company from your legacy financial systems to a new cloud based ERP solution.

Agenda

- 01 Introductions
- 02 Overview of accounting and ERP systems
- 03 Legacy vs. cloud systems
- 04 Sage Intacct ERP
- 05 Sage Intacct CRE
- 06 RSM
- 07 Q&A

Introductions

Introductions



Melissa Perkins
Sage Intacct CRE Lead



Mark Cronin
Sage Intacct CRE Solution Architect

“

The secret of change is
to focus all of your energy
not on fighting
the old, but on building the new

Socrates

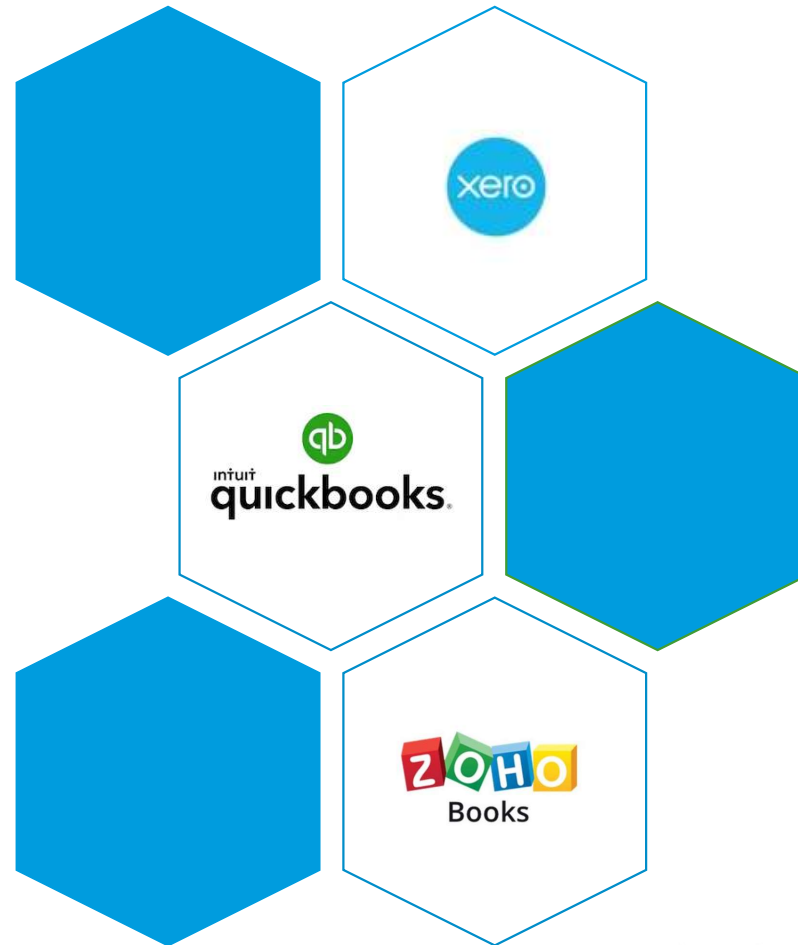
”

What is an enterprise resource planning (ERP) system vs. an accounting system?

Accounting system

Accounting software is a specialized tool primarily designed to manage and automate finance and accounting tasks, such as bookkeeping, invoicing, payroll, and inventory tracking related to financial transactions, and generating financial reports.

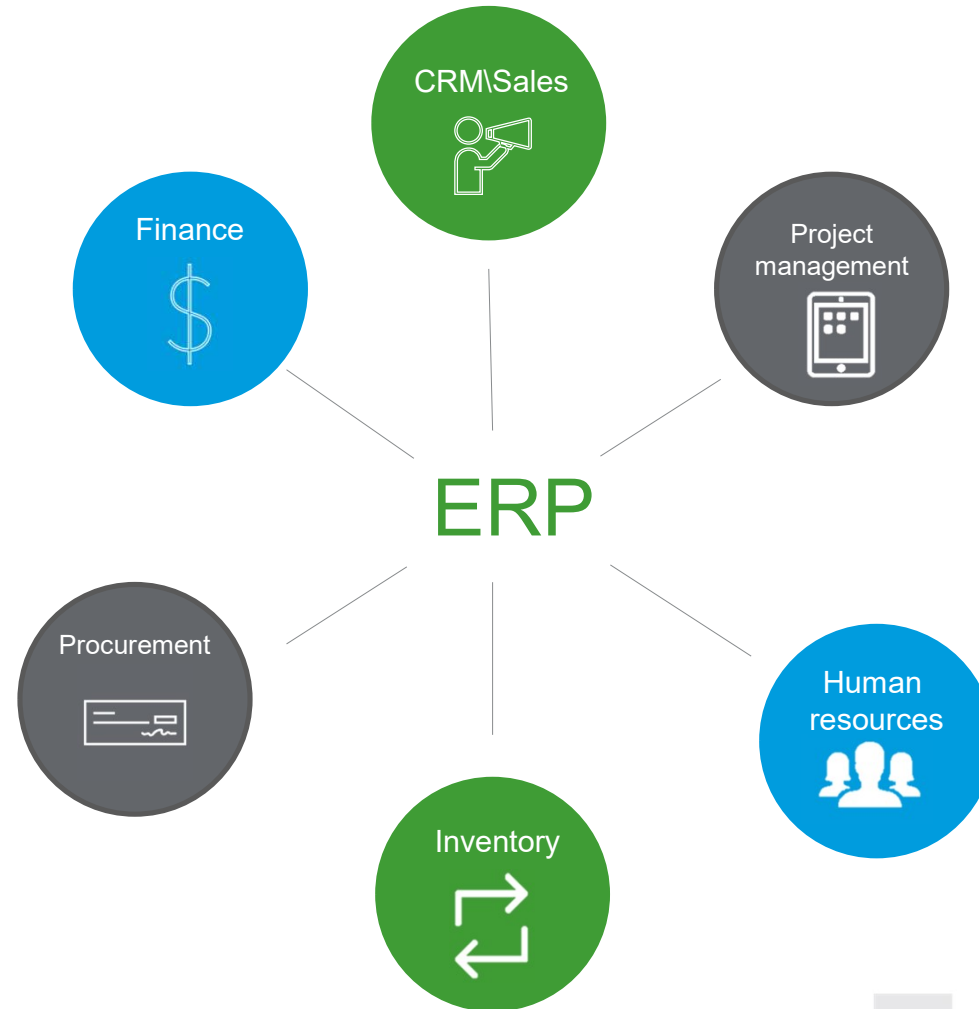
Accounting systems examples



ERP system

An ERP system is a suite of integrated applications that manage and automate many functions of a business, spanning from procurement, supply chain management, and manufacturing to accounting, human resources, construction, real estate, customer relationship management, and beyond.

Enterprise Resource Management System



Accounting vs. ERP system

Accounting system

- Designed specifically for financial management
- Not designed for industry specific needs
- Holds general accounting functions like banking, accounts payable, accounts receivable, financial reporting, billing
- Offers limited or no modules for other business processes outside of accounting.
- Typically, less expensive and may offer both basic and advanced versions to cater to businesses of different sizes
- Offers fewer customization options, mainly tailored to specific financial operations
- Quicker to implement as it primarily deals with financial data and processes

ERP system

- Designed for financial and operations management
- Designed for industry specific needs (construction, real estate)
- Hold general accounting functions and tracks all business needs to operate, track and report. For example, warehouses, inventory, sales opportunities)
- Typically modular, allowing organizations to select specific components based on their needs
- More expensive due to its comprehensive nature
- Offers more flexibility and customization options, catering to the unique needs of each department within an organization
- More complex and can take a longer time to implement due to its vast scope and the need for integration across various departments

What does a legacy system
versus a cloud ERP system
mean?

Legacy vs. Cloud



Legacy system



Live on computers and servers you own or lease and maintain

Need special tools for mobile access

Usually have to buy software and hardware upfront (capital expense)

Require more maintenance\IT team

You need to take care of updates (if you don't do updates software can become obsolete)

Cloud system




Users access cloud ERP's through a web browser on any computer or mobile device

Cloud ERP are often bought as software as a service so pay subscription fees (operating expense)


Automatic updates (always running most current version)

Legacy vs. Cloud


 Legacy system 

sage 50 **sage** 100 **Sage** 300

Cloud system 

Sage Intacct

Sage Intacct Construction 

When would a company start looking to transition to an ERP cloud based system?

Questions to ask?

01

Does my team need to work outside the office?

02

Does my business need to accelerate financial processes—without increasing headcount or IT budget?

03

Does my financial system need to integrate with other applications?

Is there a need to streamline operations and integrate systems?

04

Does my organization struggle with inefficient processes?

Am I running by business on spreadsheets?

05

Do we need to compete with bigger businesses—on a smaller budget?

06

Are your monthly closes taking longer and longer?

07

Are we running on outdated systems?

Are our system meeting our business needs?

08

Is there a need for better consolidated reporting and financials?

Do we need more visibility?

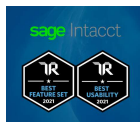
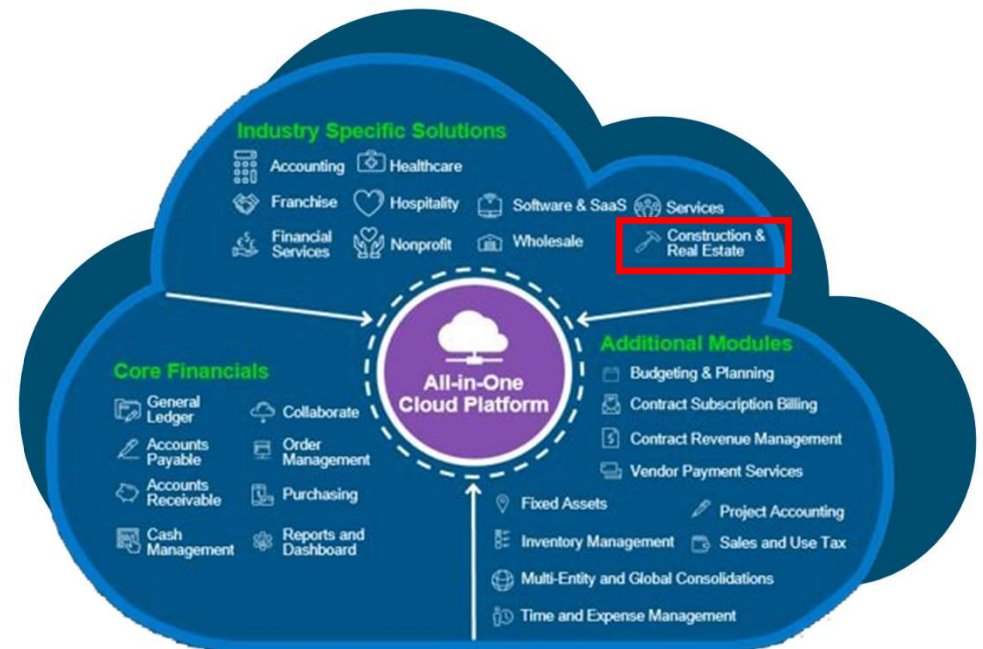
Sage Intacct ERP



'Born in the cloud' financial management solution

Why Sage Intacct?

- Native Cloud from the 1st line of code
- Deep multi-dimensional accounting & automation for efficient financial operations
- Sophisticated visibility for real-time decision making
- Best of breed, easy integration to other solutions
- Fresh & modern user interface
- Designed for CFOs and professional finance teams looking for a powerful solution



Best of
Feature set and Usability



Platinum
Provider



Preferred
Provider



Preferred
Choice



Visionary
Cloud Financial
Management



#1
Customer
Satisfaction

Access and connection

- ✓ Access financials from anywhere
- ✓ See across locations
- ✓ Enter orders and project updates from the field
- ✓ Connect to other systems
- ✓ Report from a single system of record



Consolidating entities

Cloud 9 Security Top level

- Top level
- 10--Texas
- 20--Maine
- 30--California
- 40--Florida

CFO Daily View

Assets
\$17,791K
this month
+\$387,918 vs. prior month

Revenue per Retail Hour by Location
02/11/2021 00:11:10

Shared COA for continuous consolidation

Different COA consolidate in a few clicks

Consolidation

Book * USD Period range *

Consolidate

Consolidation book USD Book currency USD Reporting period Jan 2021

Entity	Currency	Ending spot rate	Weighted average rate
100-France	EUR	1.213900000	1.217800000
200-GERMANY	EUR	1.213900000	1.217800000
250-INDIA	INR	0.013720000	0.013690000
300-UK	GBP	1.371200000	1.364100000
450 - Czech Republic	CZK	0.046670000	0.046590000
500-US	USD	1.000000000	1.000000000
900-GLOBAL ELIMINATION [Elimination]	USD	1.000000000	1.000000000

Consolidate now Consolidate offline Cancel

Typical value

Anywhere, any time access
(secured)

Reduce close time
(40–70% typical)

Multi-dimensional reporting
across organization
(without spreadsheets)

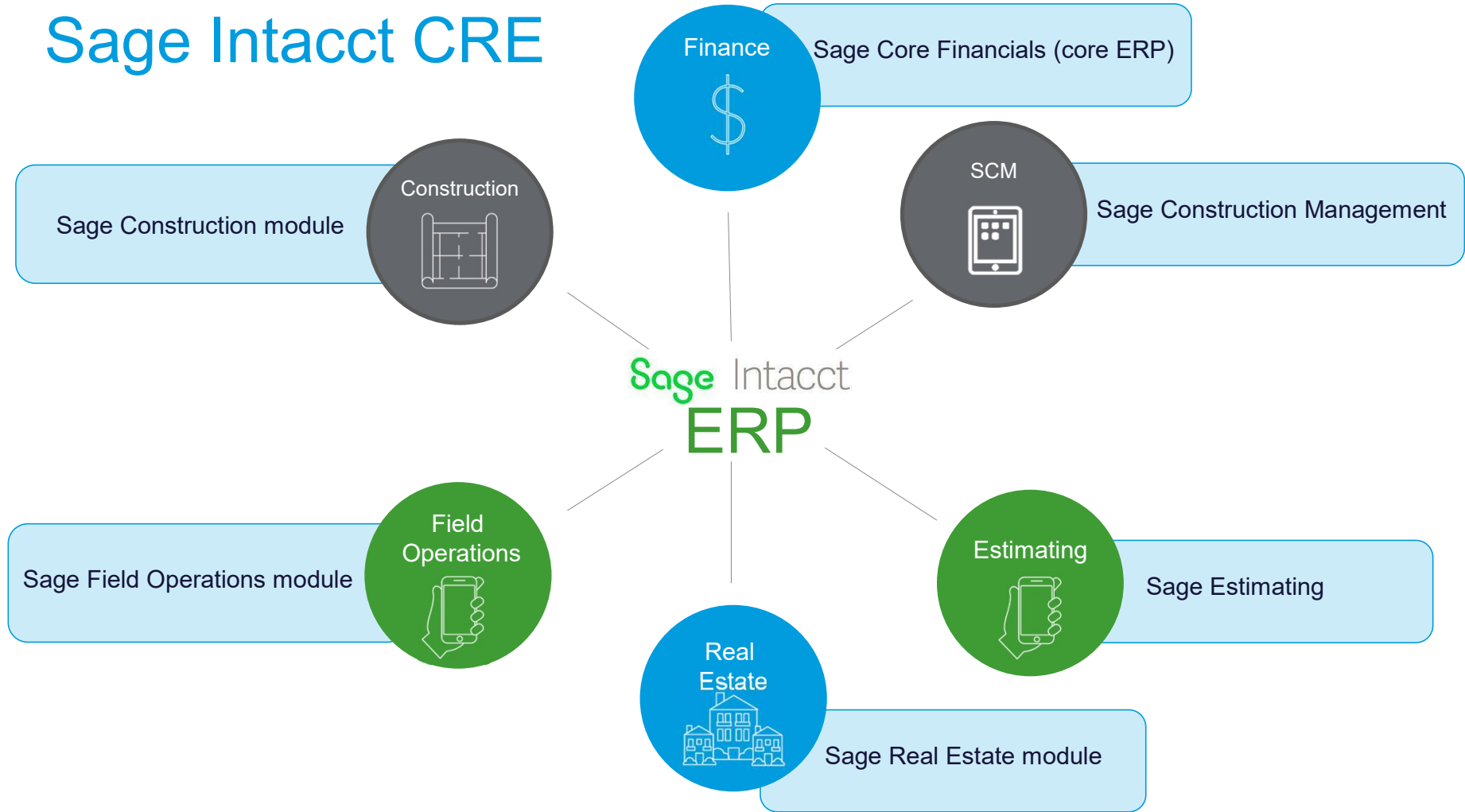
Increase AP and AR efficiency
(80% typical)



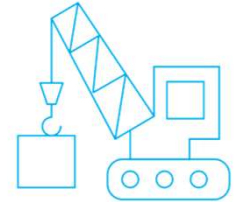
Sage Intacct for CRE



Sage Intacct CRE



Sage Construction module



Core Intacct

- Customizable reporting + dashboards
- Multi-entity + global consolidations
- Job costing and billing
- Dimensional general ledger
- Accounts payable + receivable
- Fixed assets
- Cash management
- Integrated cloud payroll
- Allocations management
- Time + expense

Construction module

- Purchasing + commitments
- Project estimates
- Work breakdown structure (WBS) to track cost by category and type
- Retainage tracking
- Change order management
- AIA style invoicing
- Track price conversions in purchasing
 - - price vs. quantity
- Spend management
- WIP reporting
- Vendor compliance
- Commitment compliance
- Actual vs. budget reporting

Sage Construction module

Project Performance

8/4/2020

Project Revenue: **\$107,107,567** (exception to date)

Project Costs: **\$93,355,155** (exception to date)

Project Profit Margin: **\$13,752,411** (exception to date)

Project Profit Margin %: **12.84%** (exception to date)

Active Jobs - GC: **14** (exception to date)

Active Jobs - MEP: **0** (exception to date)

MTD Project Revenue: **\$23,371K** (This month to date) ↑ +87,224,454 vs. prior month

MTD Project Costs: **\$19,315K** (This month) ↑ +84,867,824 vs. prior month

Monthly Project Profit Margin: **\$4,056,141** (This month) ↑ +82,336,570 vs. prior month

Monthly Project Profit Margin %: **17%** (This month) ↑ +8 vs. prior month

New Jobs this Month: **0** (This month) ↓ -2 vs. prior month

All Active Jobs: **14** (exception to date)

Project Overview (10/20/2024 10:36:42)

Active Projects	Original Contract	Approved Changes	Contract Total	Budget / Estimate	Est Gross Profit	Est Profit Margin %	Commitments	Total Billings	Total Cost	Gross Profit	% Spent	% Billed	Profit Margin %
22.001 - Quik Bases - Postcast	594,800.00	6,310.00	601,110.00	432,736.54	76,553.46	15.83%	288,067.73	604,888.00	416,249.57	188,638.43	64.58%	60.66%	15.68%
22.002 - The Crest	26,444,300.00	869,800.00	27,314,100.00	22,848,033.42	3,736,246.58	14.49%	21,133,000.00	21,688,443.00	17,452,540.50	3,900,482.42	77.28%	80.65%	19.12%
22.003 - Pan Quid Storage	1,244,000.00	24,000.00	1,268,000.00	1,183,501.69	167,248.31	13.19%	885,200.00	1,244,888.00	1,054,979.77	188,638.23	66.64%	67.16%	15.25%
22.004 - Quik Bases - Taper	554,075.00	47,000.00	601,075.00	431,741.47	159,533.53	14.84%	424,400.30	608,775.80	458,947.46	131,117.34	79.18%	81.04%	25.87%
22.005 - Strata Corporate Center T1	174,400.00	0.00	174,400.00	143,414.54	36,985.46	17.71%	78,200.00	174,400.00	139,620.41	36,985.46	87.22%	21.69%	>200.82%
22.006 - The Sugar Shooze	522,750.00	0.00	522,750.00	284,539.57	237,978.43	17.79%	111,900.00	762,388.80	117,238.75	-45,298.12	42.39%	50.41%	27.77%
22.008 - GreenView #1	188,884,298.00	0.00	188,884,298.00	141,898,000.00	17,311,831.00	10.49%	118,188,158.00	38,514,863.00	36,153,281.21	2,361,581.79	25.42%	28.22%	4.13%
22.007 - Quik Bases - Veneer	525,000.00	0.00	525,000.00	426,000.00	75,000.00	14.29%	0.00	0.00	0.00	0.00	0.00%	0.00%	0.00%
22.008 - The Laces Hotel	10,388,000.00	0.00	10,388,000.00	14,288,000.00	3,500,000.00	19.44%	0.00	0.00	0.00	0.00	0.00%	0.00%	0.00%
22.010 - Healthcare #1	200,429,888.00	0.00	200,429,888.00	170,411,307.23	30,188,088.77	15.14%	181,828,000.00	35,774,825.40	30,384,846.00	4,690,388.43	17.75%	17.01%	16.38%
22.011 - Labview Distribution Center	3,447,000.00	0.00	3,447,000.00	2,746,720.40	2,006,146.55	7.75%	2,184,300.00	2,656,216.00	2,136,739.96	418,586.04	68.86%	76.57%	15.76%
22.014.001 - Suncoast Warehouse Distribution Ctr - Building 1	16,323,800.00	0.00	16,323,800.00	17,849,451.41	624,748.59	4.44%	14,489,475.00	2,059,748.80	2,378,976.34	400,831.66	11.68%	14.62%	10.62%
22.014.002 - Suncoast Warehouse Distribution Ctr - Building 2	1.00	0.00	1.00	16,318,098.81	18,358,866.91	0.89%	0.00	0.00	0.00	0.00	0.00%	0.00%	0.00%
22.016 - Prime Mart - Warehouse - All Stages of Work	15,751,828.19	0.00	15,751,828.19	14,219,571.99	1,421,867.19	9.09%	13,281,000.00	330,183.71	762,184.00	67,848.53	5.32%	5.27%	0.19%
22.020 - The Chevalier Suite #101	27,984,420.00	0.00	27,984,420.00	26,498,403.75	1,515,816.25	5.43%	23,149,800.00	2,174,822.00	1,984,533.91	346,511.98	5.98%	7.41%	27.38%
Total Active Projects	473,742,641.19	1,033,790.00	474,776,431.19	433,892,488.27	48,824,458.42	6.88%	357,881,701.03	607,107,567.86	493,856,024.72	10,752,543.13	29.51%	32.54%	12.84%

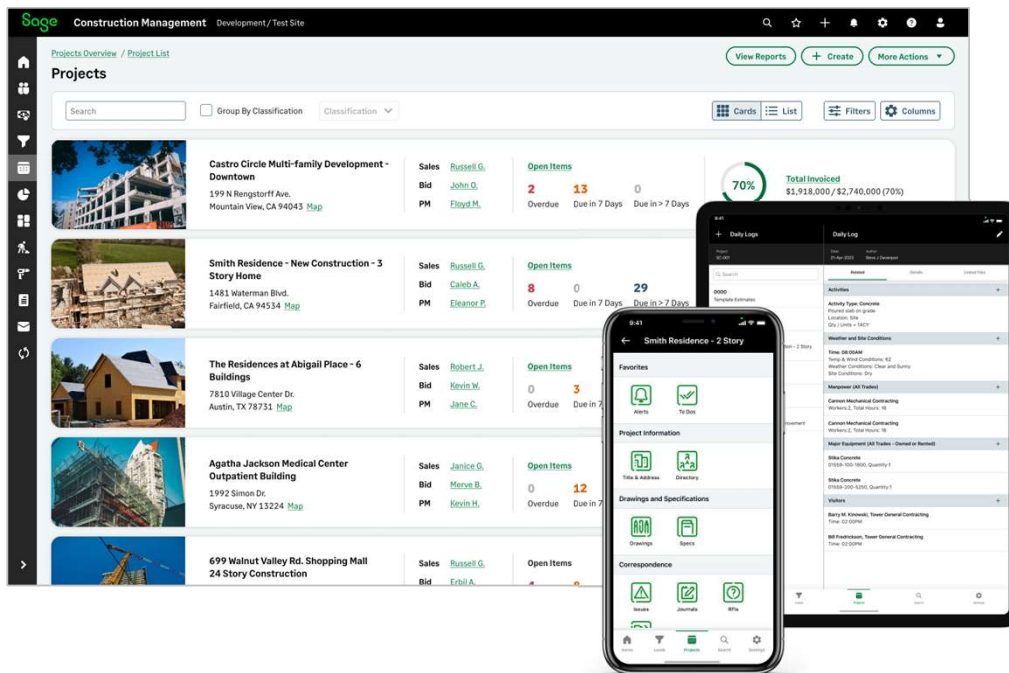
Project Overview by PM (10/20/2024 10:36:42)

PM Group Name	Contract - Original	Approved Changes	Contract Total	Budget / Estimate	Est Gross Profit	Est Profit Margin %	Commitments	Total Billings	Total Cost	Gross Profit	% Spent	% Billed	Profit Margin %
PM Group Suncoast	152,940,200.00	0.00	152,940,200.00	141,695,588.00	17,311,831.00	11.32%	118,188,158.00	38,514,863.00	36,153,281.21	2,361,581.79	25.42%	28.22%	4.13%
22.005 - Strata Corporate Center T1	174,400.00	0.00	174,400.00	143,414.54	36,985.46	17.71%	78,200.00	174,400.00	139,620.41	36,985.46	87.22%	21.69%	>200.82%
Total PM Group Suncoast	153,114,600.00	0.00	153,114,600.00	141,839,003.54	17,348,816.46	11.32%	118,266,358.00	38,689,263.00	36,289,881.62	2,361,581.79	25.39%	28.22%	5.95%
PM Group Hotel	28,682,200.00	888,000.00	29,570,200.00	22,860,873.42	3,789,246.58	14.80%	21,133,000.00	21,688,443.00	17,452,540.50	3,900,482.42	77.88%	80.65%	19.12%
22.002 - The Crest	26,444,300.00	869,800.00	27,314,100.00	22,848,033.42	3,736,246.58	14.49%	21,133,000.00	21,688,443.00	17,452,540.50	3,900,482.42	77.28%	80.65%	19.12%

Sage Construction Management

Project Management

Connect field and office teams, anytime/anywhere, to efficiently execute projects

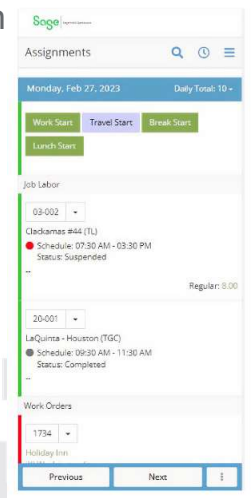


Build on time, on budget

- Projects, contracts, change orders
- Scheduling / activity management
- Field productivity
- Collaboration & document control
- Quality control & safety

Sage Field Operations

- Real-time project data sharing between field and office leads
- Mobile application helps deliver critical information on-site
- Schedule and monitor resources and control labor costs
- Simplify service operations with one source of truth
- Create and manage service agreements
- Service reports dashboards





Sage Estimating

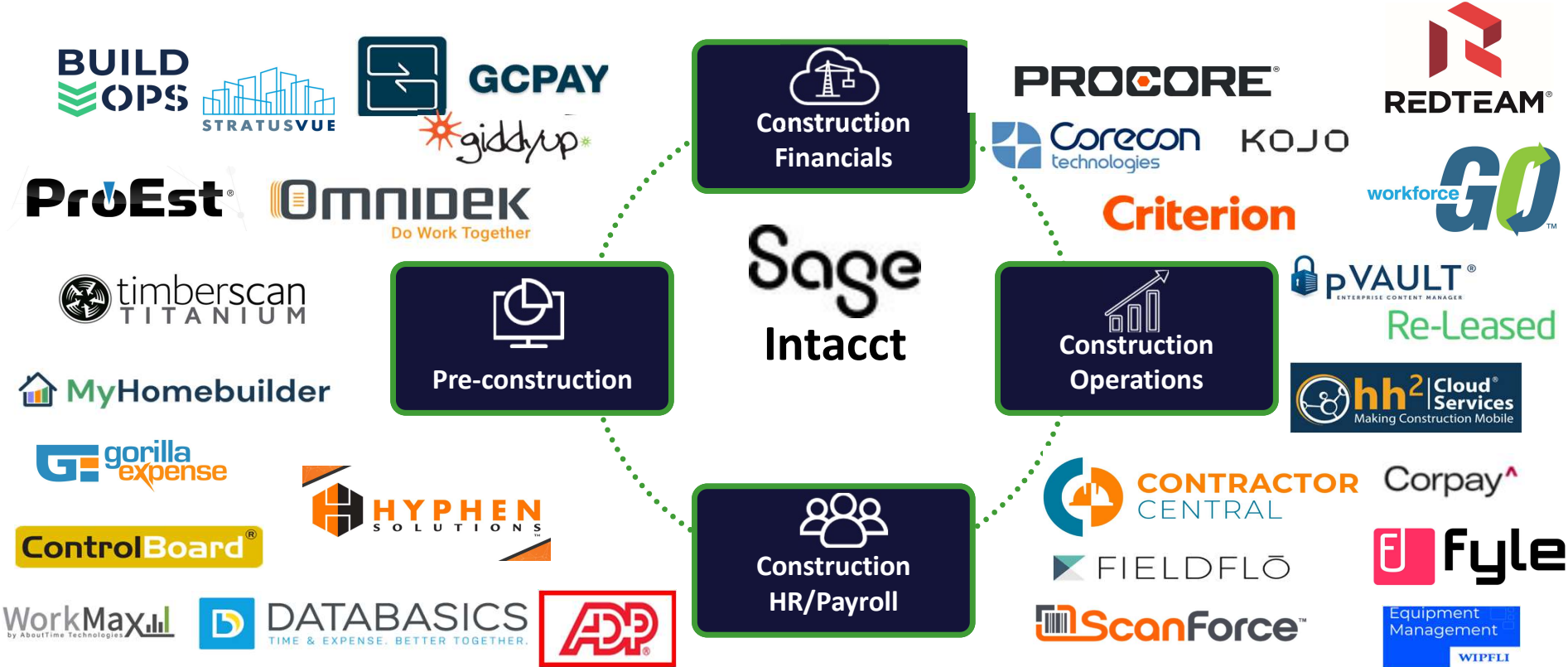
Sage enhances construction sector portfolio with the strategic acquisition of Bridgetown Software

Deal elevates Sage's position in the construction and real estate market, advancing estimating solutions with leading pre-construction cloud-native platform.

Sage Real Estate module

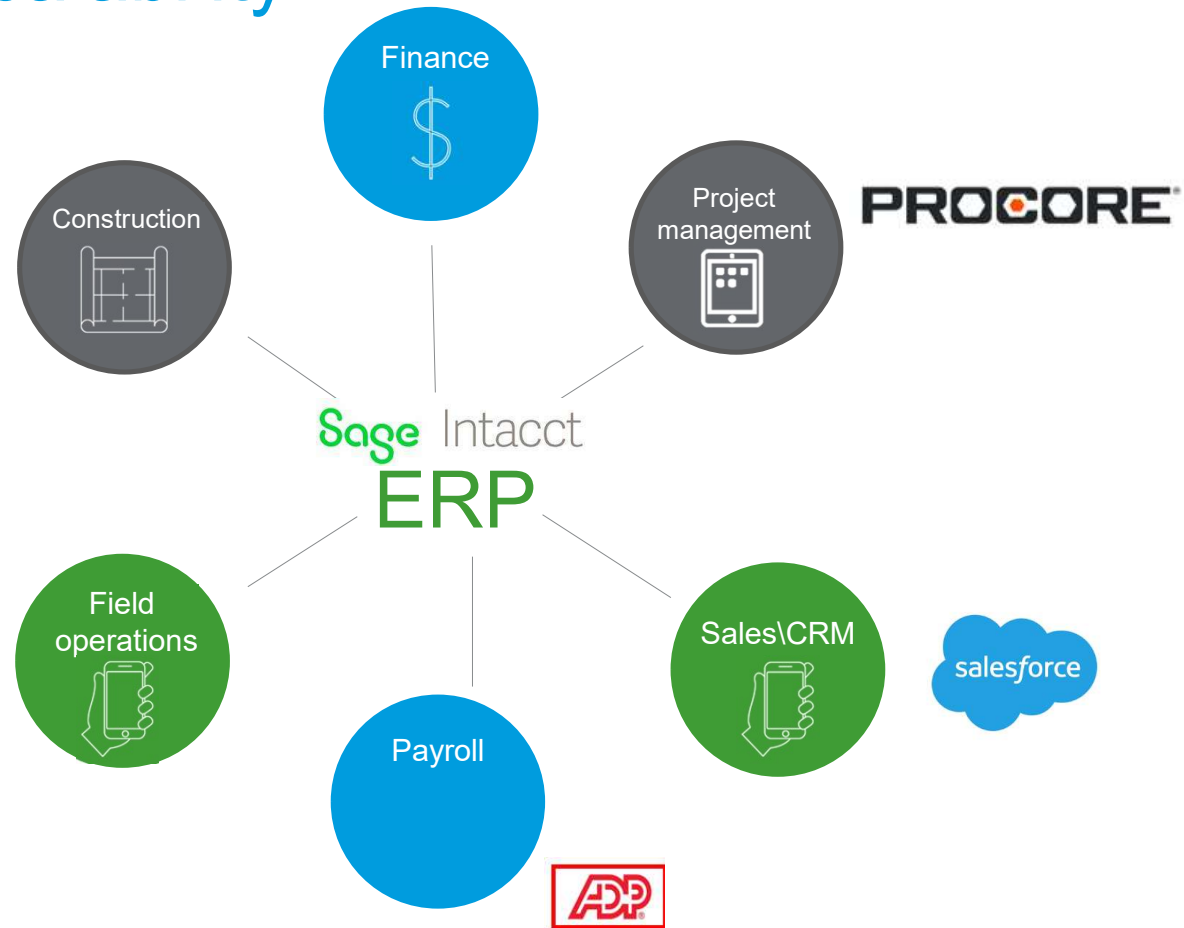
- Commercial and residential real estate cloud solution
- Multi entity capabilities
- Lease administration and management
- Generate management fees
- Modern, easy to learn interface
- In-depth financial reporting
- Simplified month end close

Sage Intacct Construction strategic partners



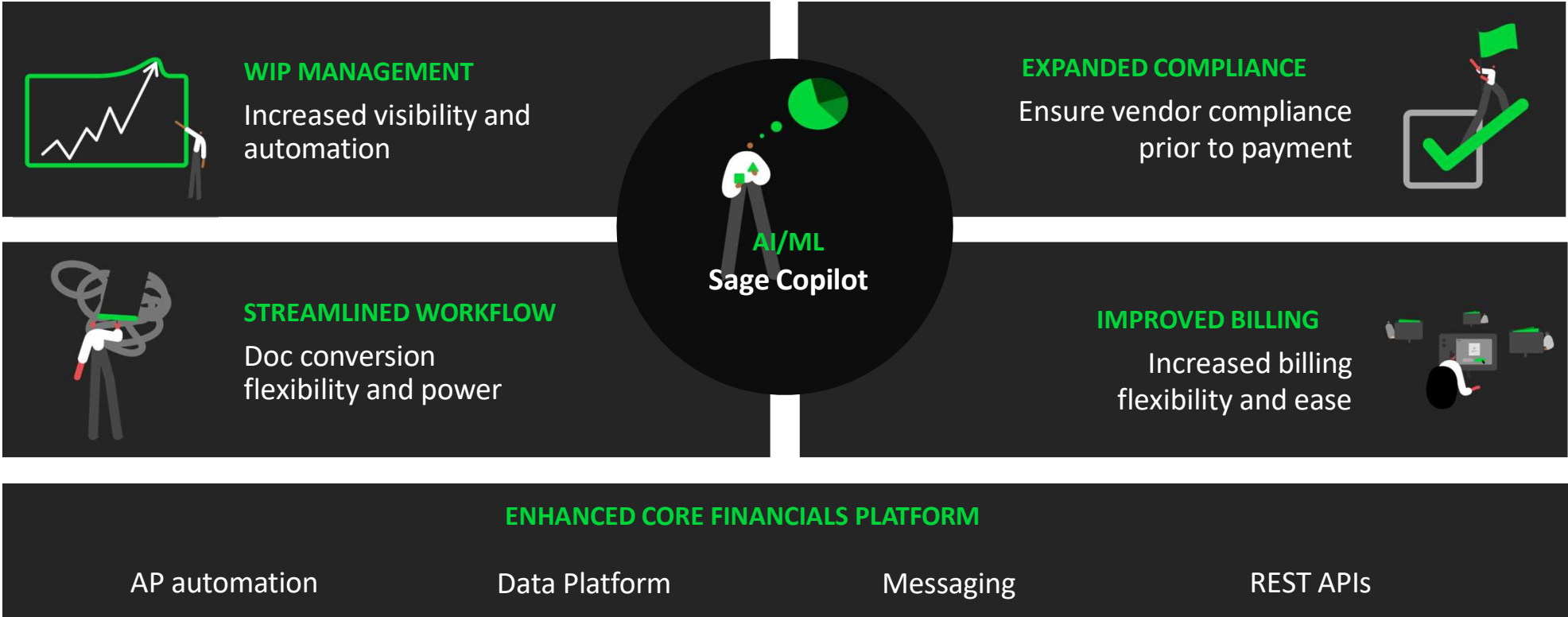
Flexibility & scalability

Sage Core Financials (core ERP)



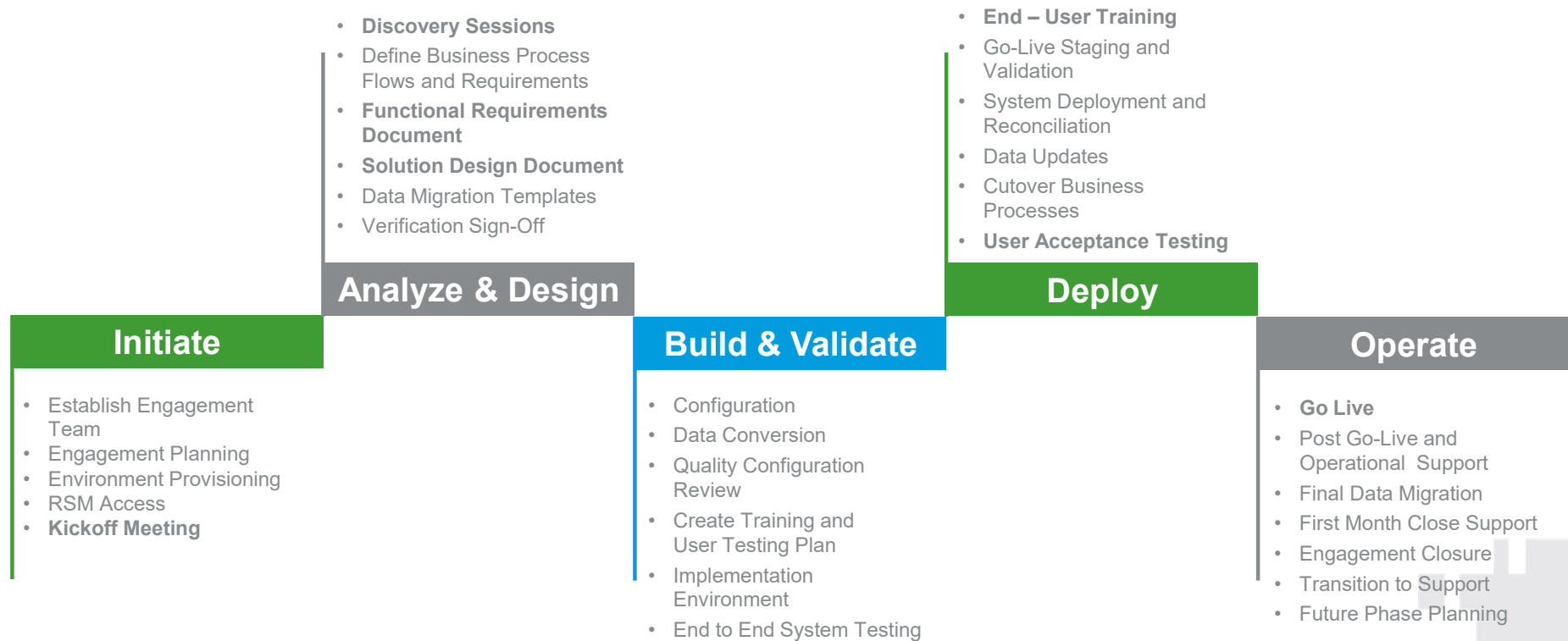
Sage Intacct Construction Financials

More automation and flexibility to increase efficiencies



What does it look like to
implement an ERP?

Sage Intacct Implementation Methodology



Our Sage Intacct practice

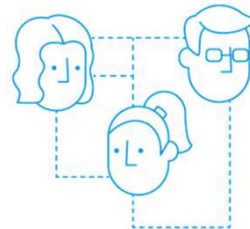
Your End-to-End Sage Intacct Partner



Sage Intacct Premier Partner



RSM Offices
In 81 U.S
Cities and 6
Canadian
Offices



Regionally based Sage Intacct resources

- Certified Public Accountants
- ERP Consultants
- Application Developers
- Project Managers

2009 Intacct Practice began



35+ Sage Intacct Certified Consultants



FY22 Sage Intacct Growth Partner of the Year



Sage Partner Award
For 4 years in a row (2019, 2020, 2021, 2022)

RSM breadth of services



As a leading provider of audit, tax and consulting services, RSM is well-positioned to bring the network of experience and resources to help overcome any unexpected challenges.

Consulting

The RSM Consulting practice provides an extensive range of capabilities and expertise, from infrastructure set-up to strategic planning. Whatever the challenge, RSM can provide the right experts to help determine the right solution.

Our Consulting Services Include:

- Application and infrastructure support
- Business intelligence
- **Business process improvement**
- **Cost optimization**
- Finance and accounting outsourcing
- Information security
- Internal control consulting
- **IT strategy and optimization**
- Lease due diligence
- Operations and supply chain
- People and organization optimization
- **Project management**
- SOX compliance
- Systems integrations
- **Systems selections**

Audit

The RSM Audit practice offers a full-scale line of services to help build, establish and verify trust in your financial reports. We have strict quality standards and deliver a full, fair and independent perspective throughout our services.

Our Audit Services Include:

- Asset valuation
- Complex debt and equity transactions
- Derivatives (hedging)
- Discounting and other promotional activities
- Exclusivity agreements/purchase commitments
- Gift card accounting and related breakage
- Incentive compensation arrangements
- Lease accounting
- Loyalty programs
- Self-insurance

Tax

RSM Tax services helps clients take a comprehensive perspective in a highly-dynamic and complex world of tax to deliver real savings. Our practitioners deliver value by creating a customized, integrated approach for each client to help achieve their specific objectives.

Our Tax Services Include:

Credits and Incentives

- EOTCs
- Research and development
- TIPS credits
- WOTCs

Expenditure analysis

- Meals and entertainment
- Charitable
- Package design costs
- Research and development

Leasing

- Anchor tenant benefits
- Qualified leasehold improvements
- Tenant allowances

Fixed assets

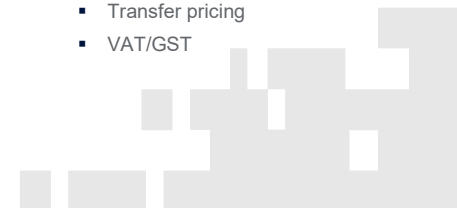
- Bonus depreciation
- Cost segregation
- Retail depreciation
- TARS

State and local issues

- Sales and use
- Structuring/planning
- Unclaimed property/property tax

International

- Tax treaty/withholding comp.
- Transfer pricing
- VAT/GST



“

The measure of
intelligence is the
ability to change

Albert Einstein

”

Thank You



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ASSURANCE | TAX | CONSULTING



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