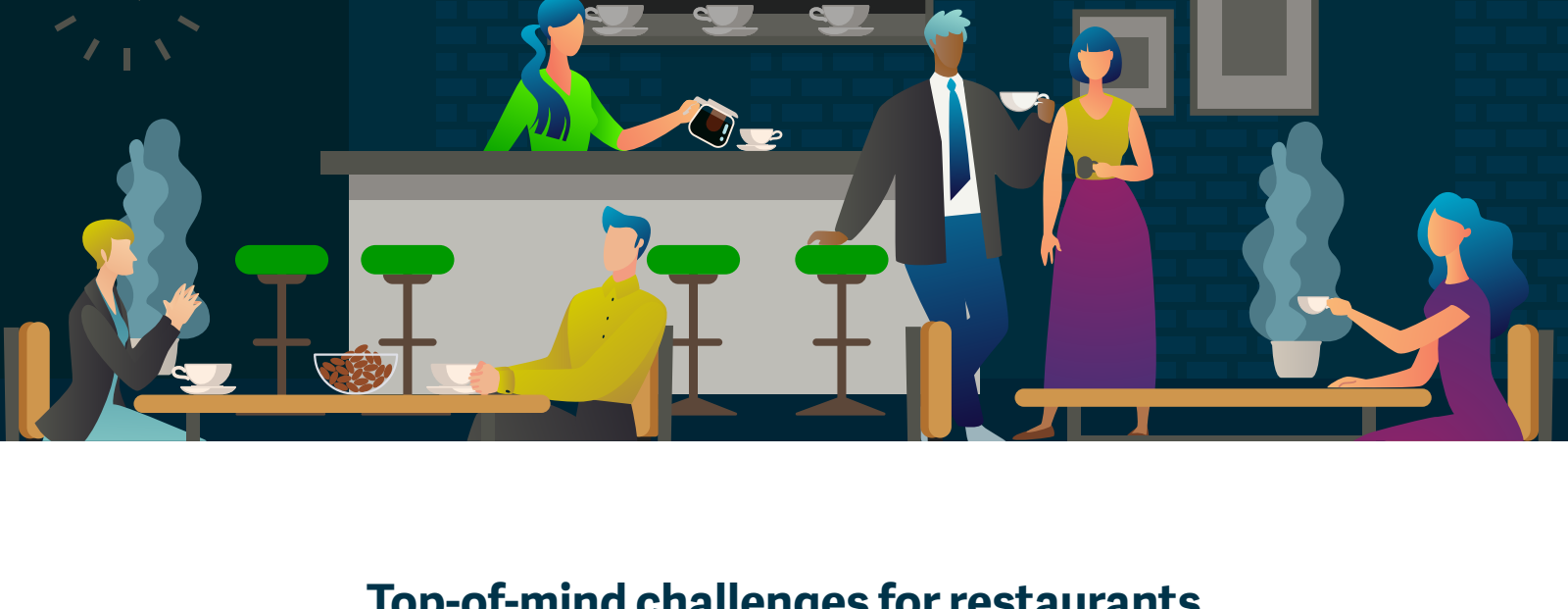
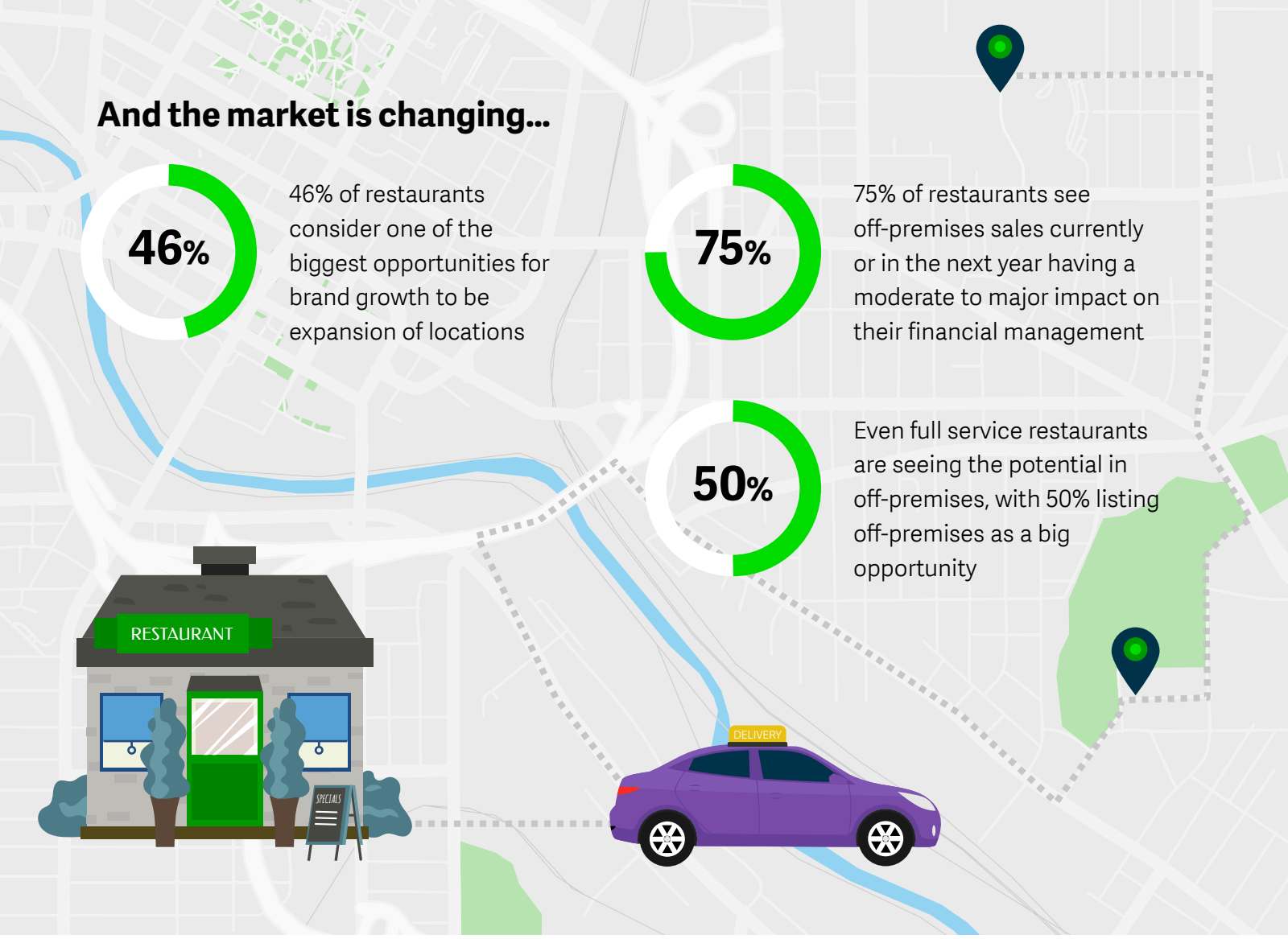


Is your restaurant financial system helping you remain adaptable?

The National Restaurant Association partnered with Sage Intacct to conduct a survey in January 2020 to uncover restaurant finance professionals' top industry challenges and the essential capabilities to remain competitive in an ever-changing market.



Top-of-mind challenges for restaurants



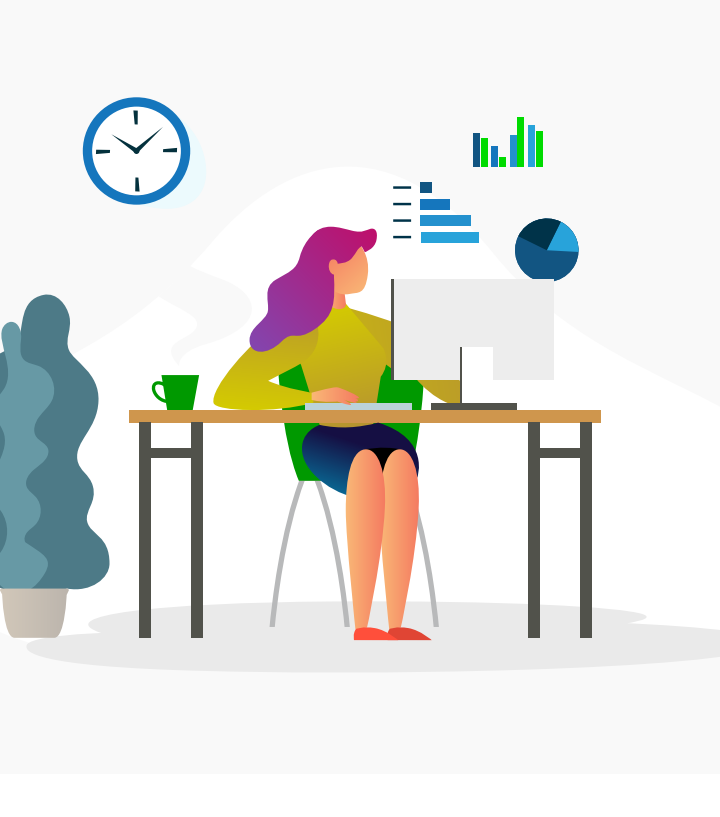
Restaurants need to equip themselves with essential capabilities in their financial software.



Your accounting and financial software should enable you to steer your business in ever-changing market conditions.

Yet, over 85% of organizations on restaurant-specific accounting software find the software falls short in meeting long-term needs.

Top 5 desired features in accounting and financial software



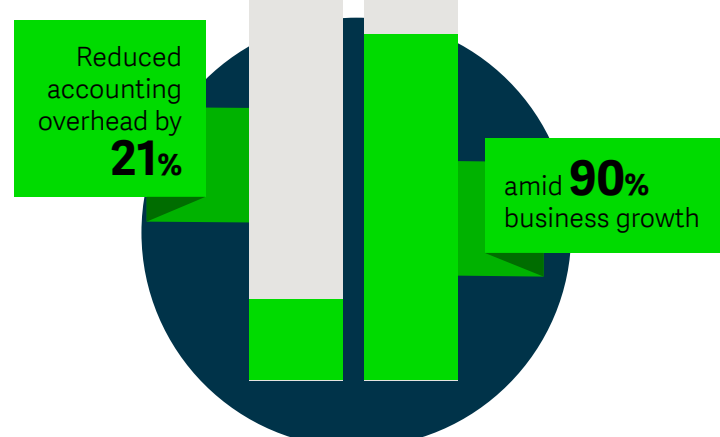
Sage Intacct's modern cloud financial management platform...

- 1 Automates and streamlines processes across entities to increase efficiency 25-50%
- 2 Integrates with best-in-class systems suited for your ecosystem through its open API
- 3 Analyzes real-time performance by drivers
- 4 Empowers with easy-to-use custom report writers and dashboards
- 5 Continuously consolidates multiple entities



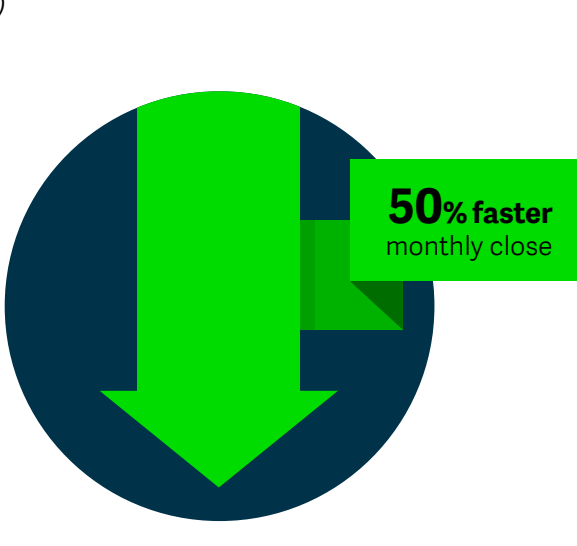
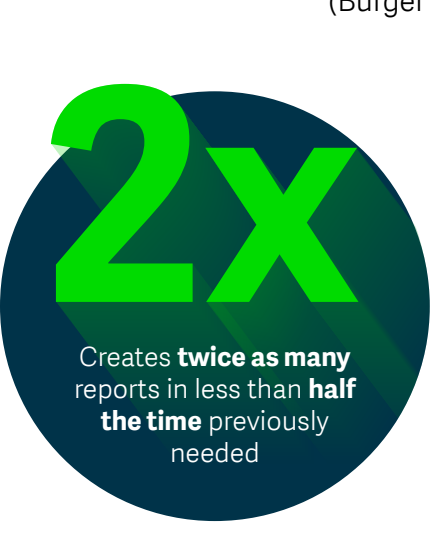
“ Now I love Sage Intacct and am probably one of its biggest fans. The beauty is its flexibility to fit any business' custom needs and provide automation that lets accounting departments thrive.”

Sean Skuro
Controller, Tender Greens



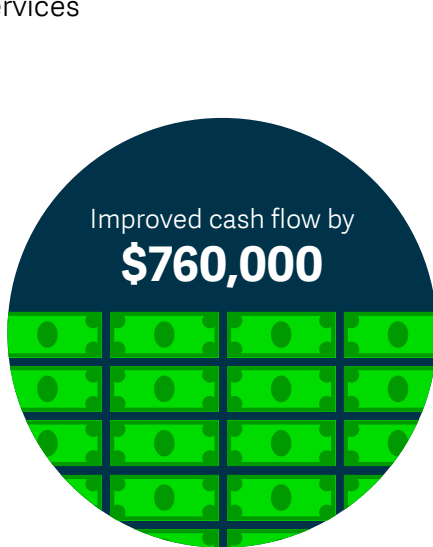
“ We really wanted a platform that would grow with us, was user-friendly, and would deliver regular updates that we didn't have to wait for or pay extra for... Sage Intacct has helped streamline our business by allowing us to create twice as many reports in less than half the time we needed in the past.”

Pam Bakker
Controller, Laird Management
(Burger King franchisee)



“ We're seeing massive savings due to the automation we've accomplished with Sage Intacct. And rather than crunching numbers all day, we are seen as strategic business advisors to our client location units.”

Jeff Banaszack
CFO, Creative Dining Services



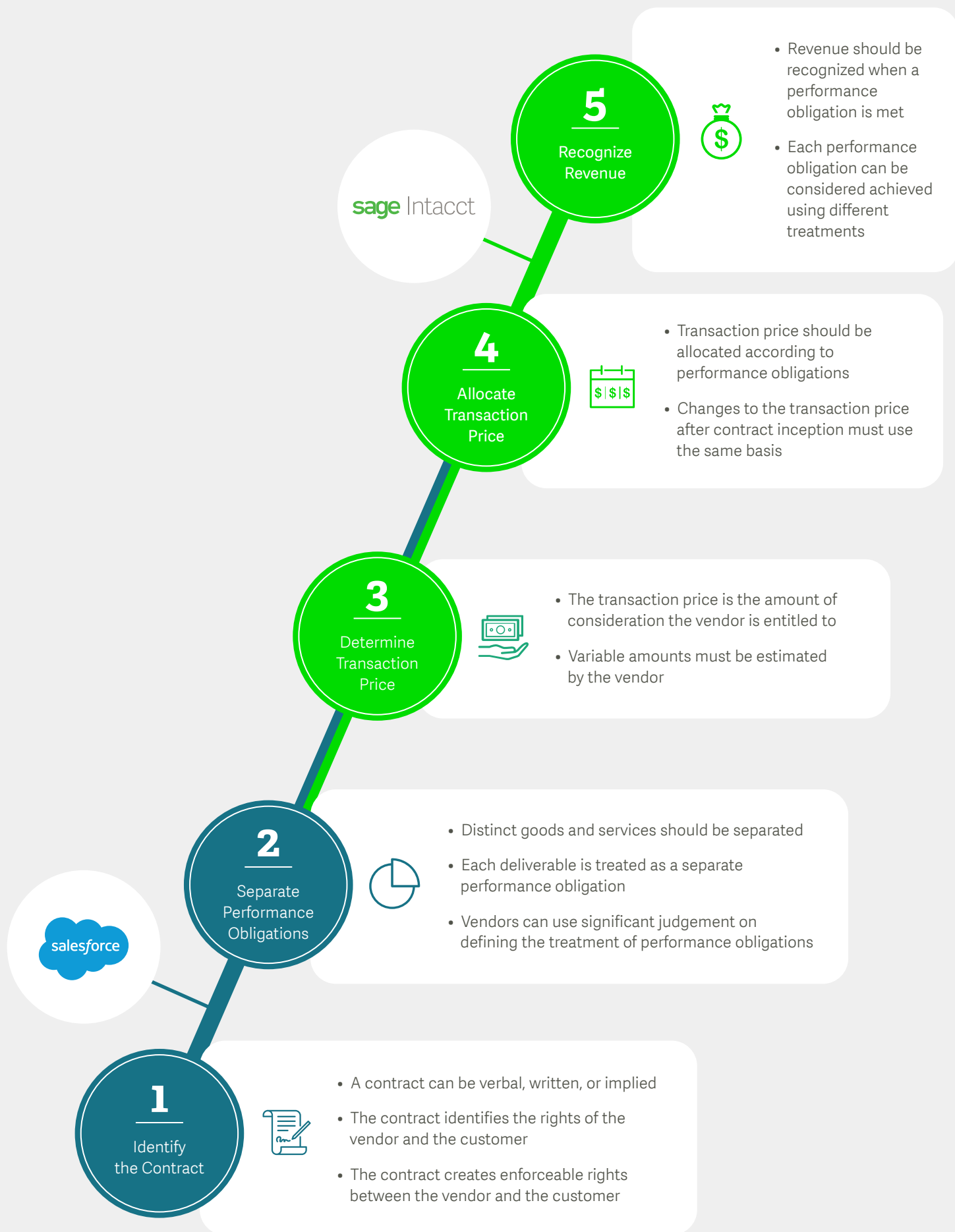
Sage Intacct is the leading accounting and financial management software. Born in the cloud and designed to let you focus on delivering customer satisfaction, driving revenue, and reducing operational costs.

Visit sageintacct.com/hotel-hospitality-accounting-software



5 Steps to Navigate the New ASC 606 & IFRS 15 Revenue Recognition Standard

A Guide for SaaS & Software Companies



One revenue lifecycle through automation, control, and integration

Don't get left behind. Sage Intacct delivers:

- ✓ Best-in-class billing automation for SaaS and subscription companies
- ✓ One revenue lifecycle with Salesforce.com
- ✓ Real-time SaaS metrics
- ✓ Cloud financials bring improved ROI and lower TCO

Your best choice for cloud financial management solutions – but don't take our word for it.



Overcoming Financial Growing Pains in Professional Services Organizations

5 PROVEN STRATEGIES

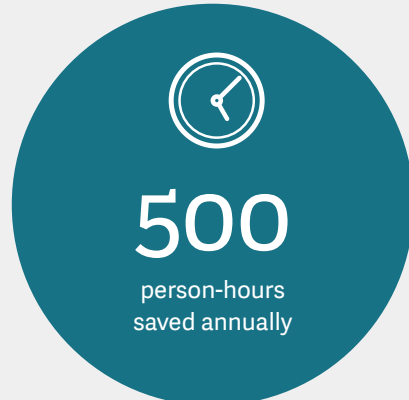
1 Increase Productivity with Automation

TANDEM HR



With Sage Intacct, our finance team now has much more time to analyze data, as opposed to worrying about data entry and processing spreadsheets.

SAM KASHY
Director of Business Development
Tandem HR



2 Accelerate Global Consolidation



19

hours per month saved by streamlining global consolidation

One of the most powerful features of Sage Intacct is its global financial consolidations. We have three entities with three currencies. The consolidation process before Sage Intacct was a very, very painful process that took approximately 30-40 hours a month. Now, our consolidation process is as close to a one-button consolidation as you can get.



proKarma

CRAIG STACK
CFO
ProKarma

3 Gain Visibility into Project Profitability

Cameo GLOBAL



As our leaders have learned Sage Intacct's powerful capabilities, they've started using more and more reports and are employing an increasingly data-driven approach for every business decision. Now everybody sees the same data, and we have much better information with which to collaborate and make decisions.

MIKE MUNSON
Controller
Cameo Global



4 Streamline Processes and Integrate IT Systems



40

hours of data entry cut each month through integration

We love Sage Intacct's ease-of-use, robust reporting capabilities, and its tight integration with Salesforce. It also offers flexible APIs to connect with other business systems and the ability to grow with us over time as we automate more and more processes.



TENZING

JODIE WATTS
Director of Finance
Tenzing

5 Future-proof Your Investment with a Scalable Solution

system|one



System One is continuing to grow through acquisitions and internal growth. We are happy to partner with Sage Intacct because we know that Sage Intacct will be able to grow with us.

TIM KELLY
Vice President of Finance
System One



Achieve scale through automation, control, and integration

Best-in-class, project-centric cloud financial management solutions:

- ✓ Automated project accounting
- ✓ Full picture of project profitability
- ✓ Track operational and financial data in one place
- ✓ Self-service dashboards for everyone

Your best choice for cloud financial management solutions – but don't take our word for it.



Does your close make the grade?

"Close the Books" Survey

We asked small to mid-size businesses across a variety of industries and accounting solutions what they would change about their close. The most common themes were to make it faster and easier. Recurring suggestions included more automation, integration, and better reporting.

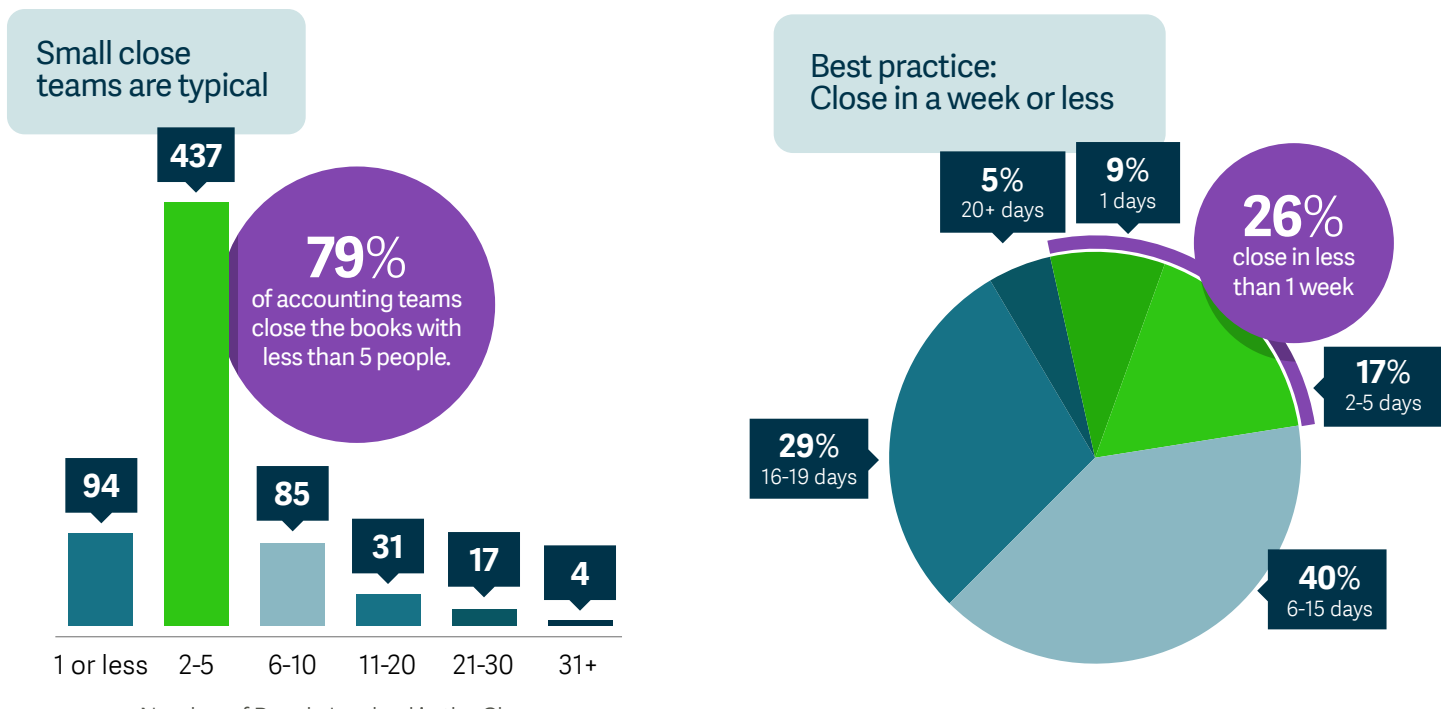
Read on to find out how your close compares and grade your close with the "Close the Books" report card.

[Download the eBook](#)



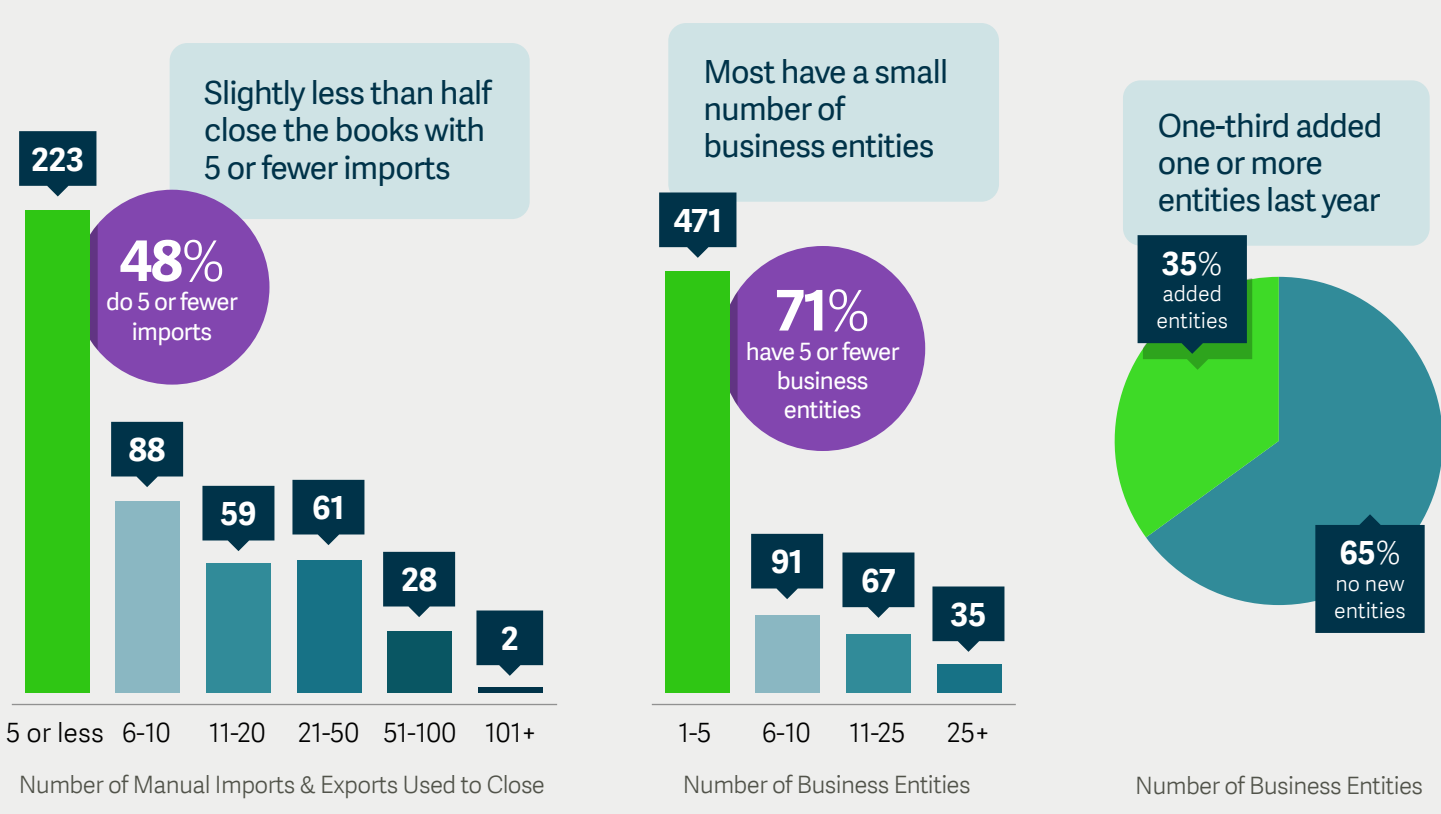
People

What people resources are needed to close?



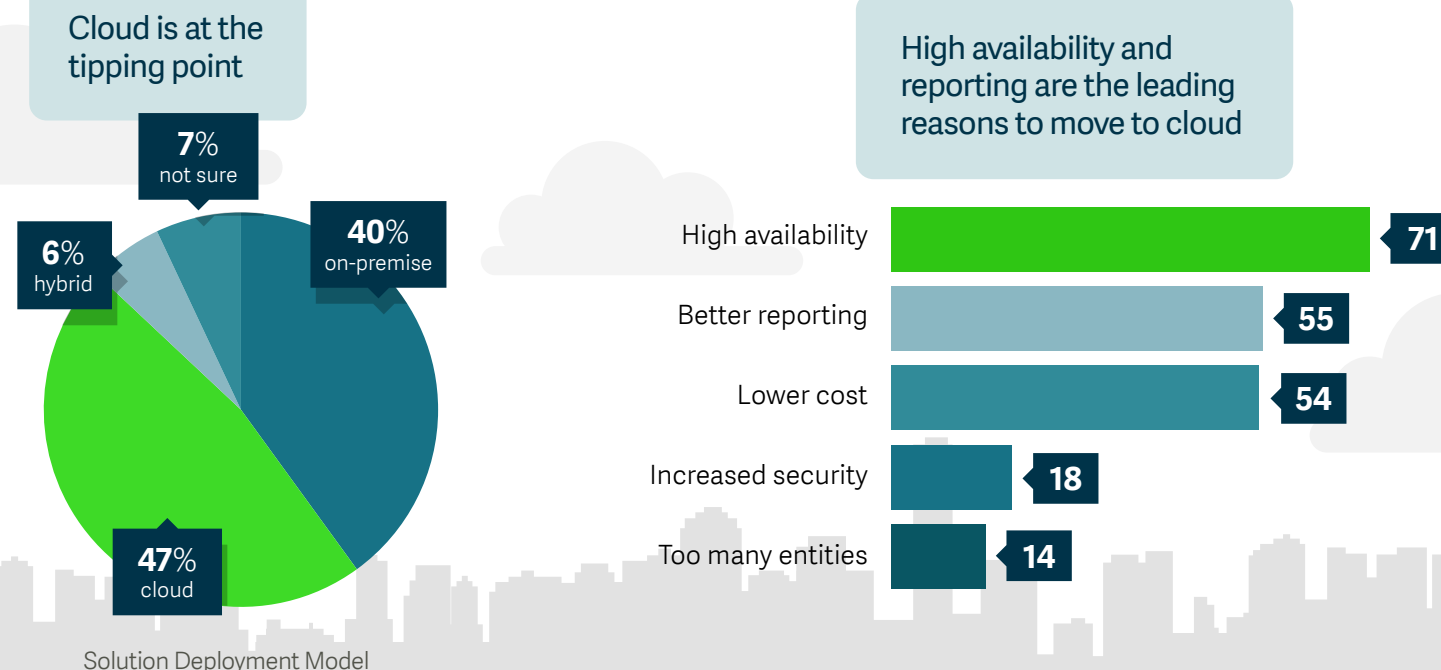
Process

How complex is your close?



Technology

Are you cloud-based or on-premise?



Does Your Close Make the Grade?

There is a correlation between hours spent on closing the books and some accounting solutions used by the respondents. Respondents on modern cloud solutions tended to be more satisfied with reporting and automation than those on legacy or on-premise solutions.

Grade	A	B	C
Time	< 1 week	1-3 weeks	3+ weeks
Imports	1-5	6-10	11+
Entities	Automated consolidations so it doesn't matter	5-10 Manual consolidations	11+ Manual consolidations
Action	Ask for a raise.	Look for opportunities to integrate or automate your current solutions. Or evaluate alternatives.	Look for alternative solutions.

A+

“If you're making sure your entries are booked every day, you could argue that your books are closed every day, allowing you to have continuous, consolidated reports that are always live.”

Len Weedman
Triam Partners

“Sage Intacct was the perfect fit for us. It supports our multi-entity environment, gives us a single chart of accounts, makes consolidations and monthly reporting simple, and gives us full visibility into all our shows across various cable networks.”

- Mark Bellich, RIVR, CFO

“I've worked with several different accounting and ERP systems over the years – including QuickBooks and Microsoft Great Plains – but none of them come close to offering the user-friendly capabilities and granular visibility we have with Sage Intacct. In the time we've been on the system, we've sped processes, increased data accuracy, and improved reporting without increasing our accounting staff. As a result of all the business value Sage Intacct delivers, we estimate that the software pays for itself in under three months each year.”

- Jay Jackson, CFO, CareATC

To see why our customers love our financial management solution, join our Coffee Break Demo.



[Register Now](#)

The first and last financial management solution your business will ever need.



Getting Religious About the Cloud

Cloud computing, which is loosely defined as utilizing software applications over the Internet, is taking hold in churches and other religious institutions.

A recent survey by Sage Intacct shows forward-thinking faith-based congregations that deploy cloud solutions for financial management are also more apt to utilize modern approaches to engage a younger generation of churchgoers in worship while increasing attendance and giving.



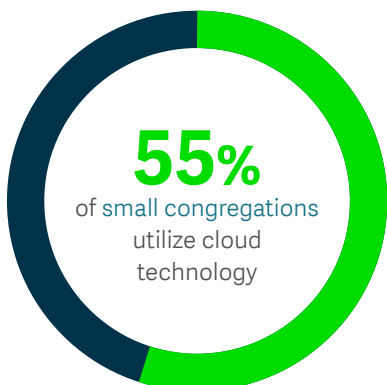
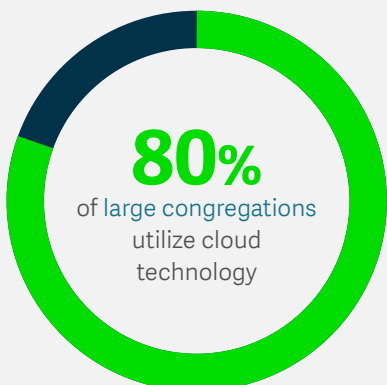
Large Faith-based Congregations
1,000+ weekly attendees



Small/Medium Faith-based Congregations
1,000 or fewer weekly attendees

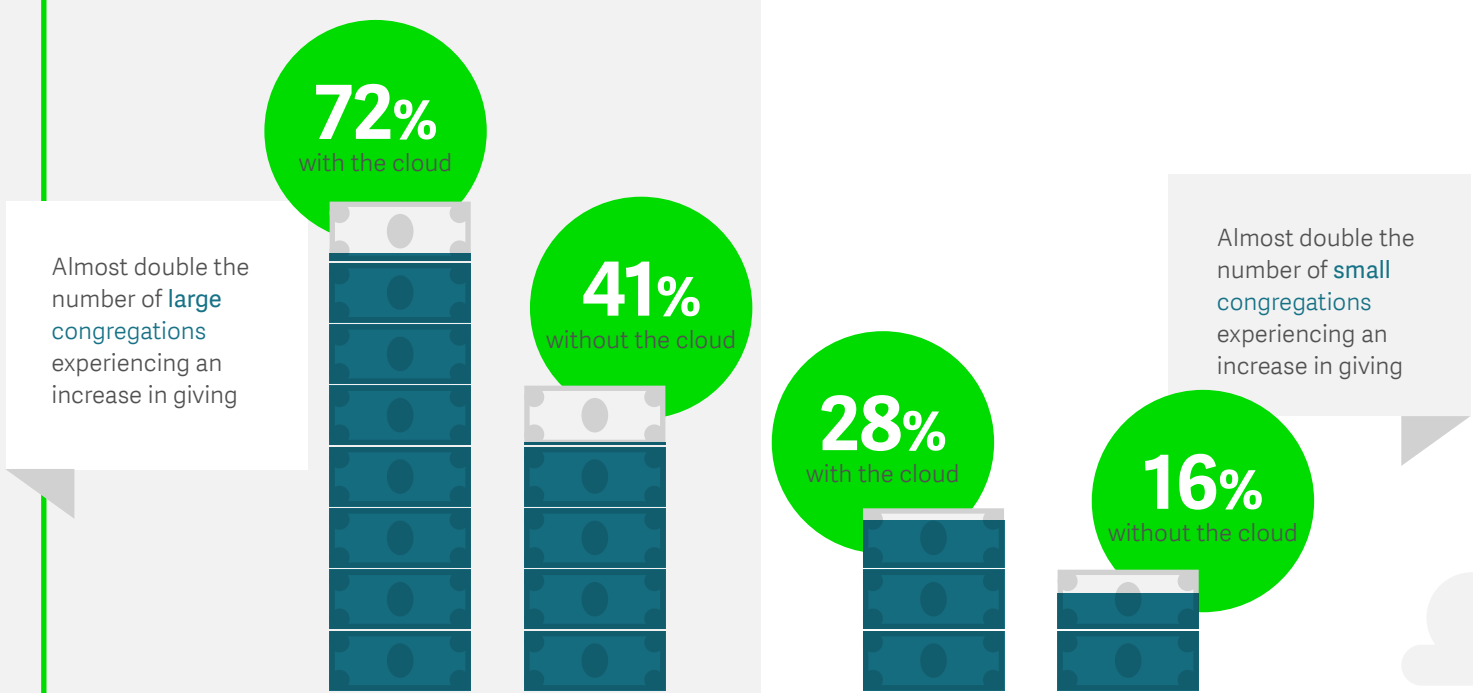
Use of Cloud Technology

Although large faith-based congregations are leading the way in the adoption of cloud technologies, an increasing number of small congregations are also realizing the benefits of the cloud.



Tithes and Offerings

Congregations using cloud technology to support online giving were much more likely to experience an increase in giving.



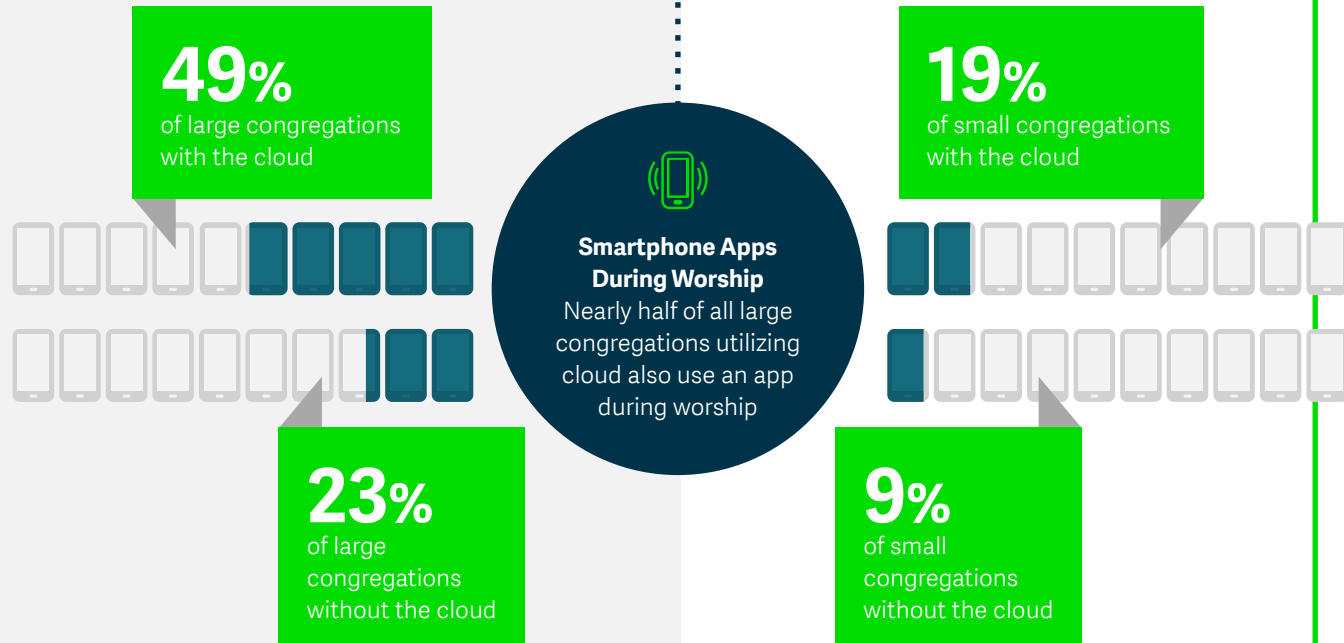
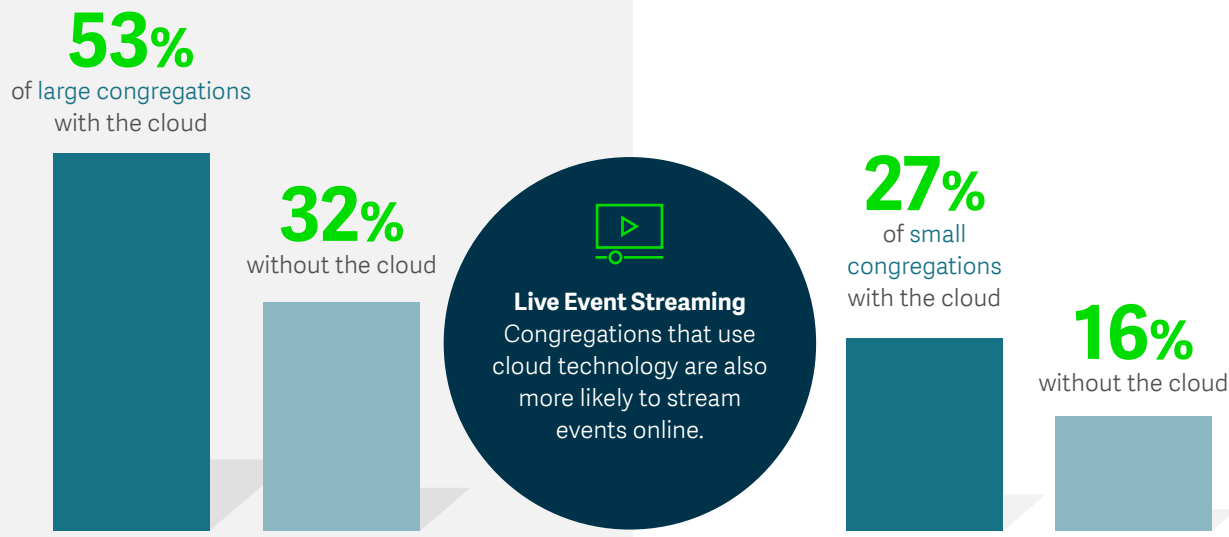
Why Faith-based Congregations Utilize the Cloud

According to survey respondents, investing in cloud technologies can have far-reaching benefits for faith-based congregations.

- Cost Savings**
Predictable, low monthly fees
- Access**
Anytime, anywhere access
- Ease**
Simple to support, manage and use
- Security**
Tighter security than most congregations could implement on their own
- Multisite**
Everyone can connect to the same system

Tools for Engagement

Faith-based congregations using cloud technology, regardless of size, are significantly more likely to utilize modern technologies for engaging worshippers.



5

Steps to Prove Out and Scale Your Subscription Model



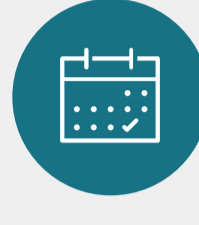
Fragmented customer lifecycle



Can't track performance obligations over customer's lifetime



Doesn't handle complex tracking and forecasting of revenue streams



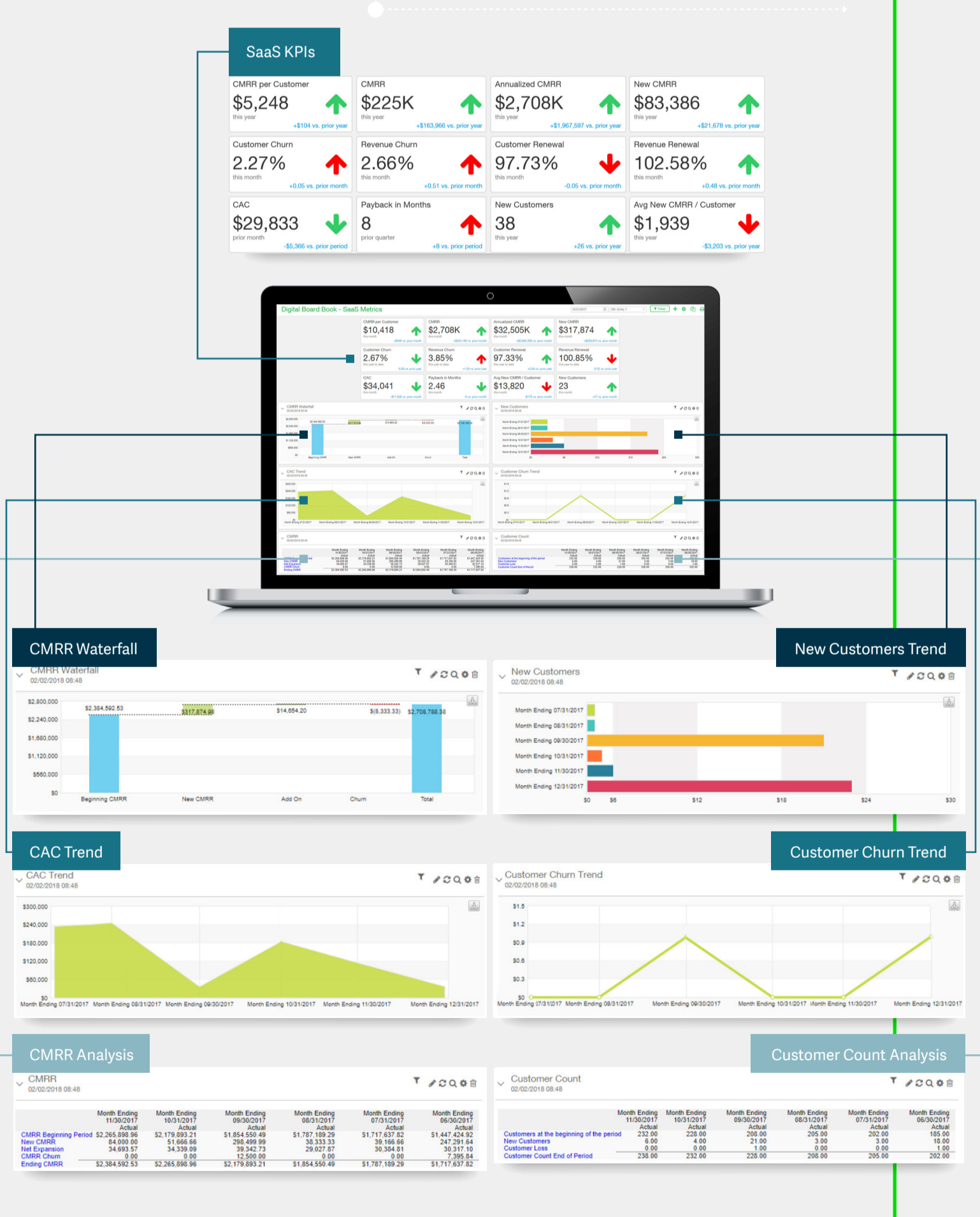
Lack separate schedules for billing and revenue

THE PROBLEM | Order-Centric Financials Don't Scale in a Subscription World

THE SOLUTION | 5 Steps You Can Take to Automate



THE RESULT | SaaS Metrics Dashboards



Manage the entire quote-to-financial forecast to prove out and scale your commercial model with Sage Intacct.

- Become a business model architect:
- ✓ Best-in-class billing automation for SaaS and subscription companies
 - ✓ One revenue lifecycle with Salesforce.com
 - ✓ Real-time SaaS metrics
 - ✓ Cloud financials bring improved ROI and lower TCO



Cybersecurity Firms - Roadmap to Growth

2017 global cybersecurity market
\$170B

Market growth over last 13 years
35x

Cybersecurity funding up
26%

Cybersecurity firms equity funding in Q2 2017
\$1.6B

This puts pressure on cybersecurity firms to grow and on their finance teams to manage the cash-flow and metrics to fuel that growth.

Company Stage

4

Public Companies

3

Growth Stage Companies

2

Early Stage Companies

1

Super Early Stage Companies



As companies compete, you need metrics, but the metrics change over time.



The processes you automate to drive these metrics change as you evolve.

Segment & Exploratory Analysis
Deferred Revenue
YoY, MoM Customers & Revenue Growth
EBITDA
Forecasted Sales & Quota
Expenses

XBRL Reporting
Compliance
Governance

Quantitative

Cohort Analysis
Up-sell, Cross-sell & Down-sell
Gross Margin
COGS
Net Churn
Cash
Customer Lifetime Value
Average Revenue per Account
Invoicing
CLTV/CAC Ratio

Financial Planning
Closing
Customer Success
Professional Services
Revenue Recognition

Metric Complexity

Customer Acquisition Cost
Customer Count
Gross Churn
Monthly & Annual Recurring Revenue

Quote to Cash
Financial Reporting
SaaS Metrics
Billing
Expenses
Order Entry

Qualitative

Bookings
Website Visits, Leads & Conversions
Customer Engagement
Qualitative Feedback

A/P, A/R
Payroll
CRM

3 Transition Points

~\$1 - 10M Emerging

- > Need to solve billing or metrics
- > Need A/P or A/R automation

~\$25 - 50M SMB

- > Need order entry and rev rec
- > Need Salesforce.com integration

~\$100 - 250M Mid-Market

- > Mature firm going through a private equity buy-out
- > Preparing for an IPO

Achieve scale through automation, control, and integration

Best-in-class cloud financial management solutions provider:

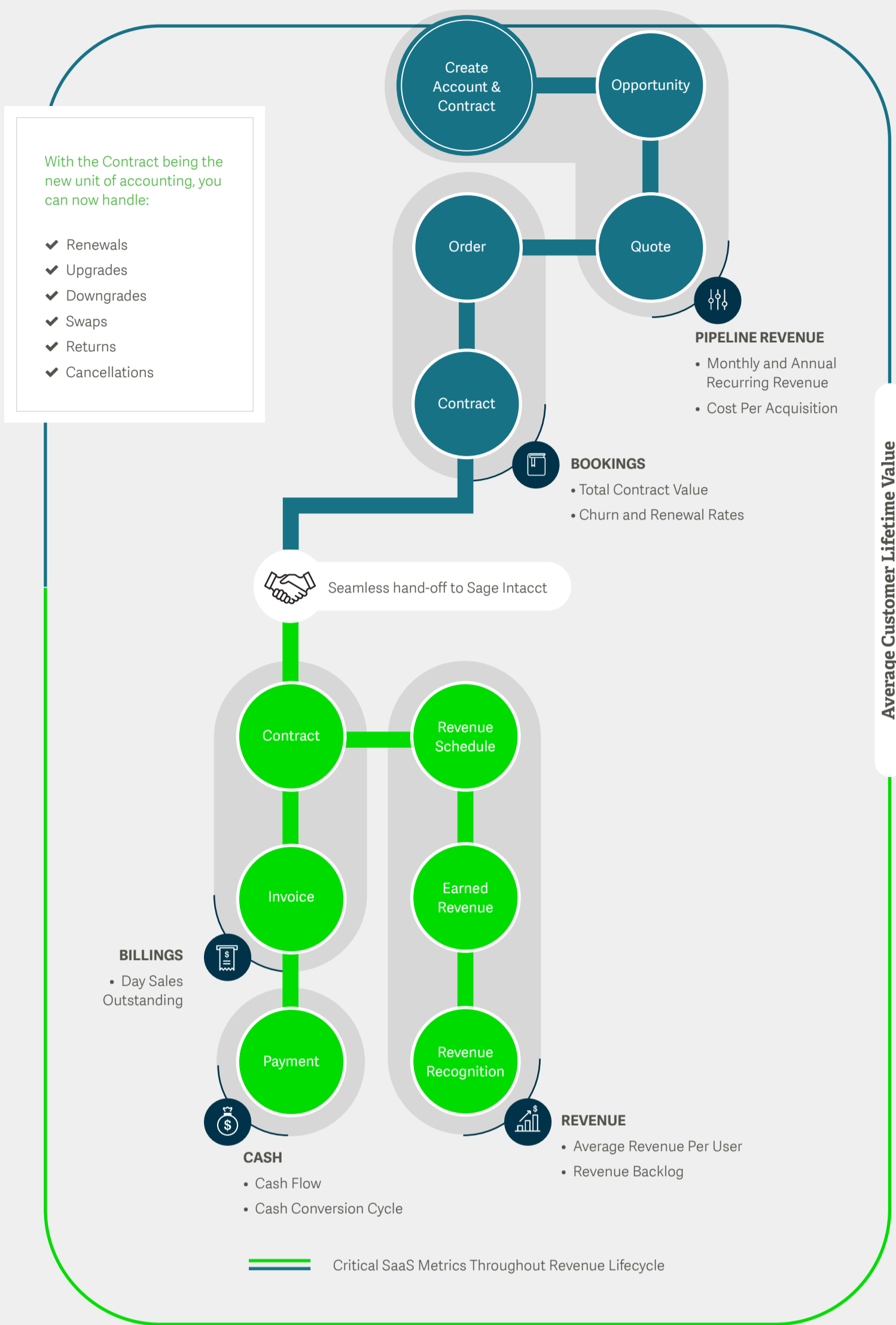
- ✓ Automated subscription billing
- ✓ Full-picture of invoicing, cash, and collections
- ✓ Track operational and financial data in one place
- ✓ Self-service dashboards for everyone

Your best choice for cloud financial management solutions – but don't take our word for it.

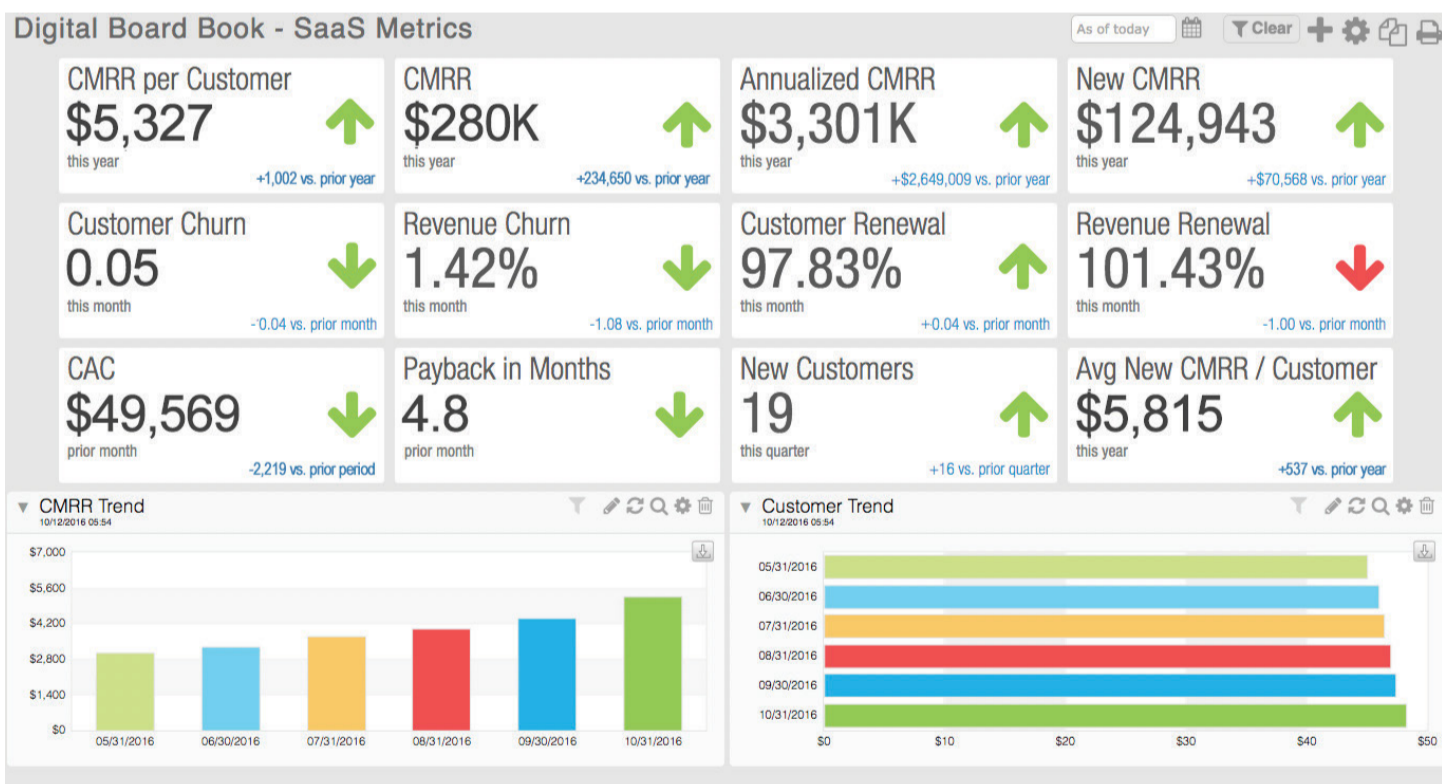


Quote-to-Cash Process across Sales and Finance for SaaS Organizations

Create in  with a seamless hand-off to **sage Intacct**



Track to Your Model with Real-Time SaaS Metrics



Achieve scale through automation, control, and integration

Best-in-class cloud financial management solutions provider:

- ✓ Automated subscription billing
- ✓ Full-picture of invoicing, cash, and collections
- ✓ Track operational and financial data in one place
- ✓ Self-service dashboards for everyone

Your best choice for cloud financial-management solutions – but don't take our word for it.



The Transition from Perpetual License to Subscription Billing For Software Companies

4

Reasons to Make the Change from Perpetual License to Subscription Billing



1

Smooth out revenues from lumpy end of quarter deals to consistent monthly subscriptions



2

Able to sign longer term contracts to have more predictable revenue



3

Move your customer's expenses from CapEx to OpEx, making their budgeting easier



4

Offer multiple pricing models and options to your customers

5

Impacts of the Change from Perpetual License to Subscription Billing

Revenue Recognition

A change from up-front to ratable revenue recognition may adjust revenue significantly during the transition period

Close Process

Be prepared to manage the close process during the transition to ensure timely and accurate reporting

P&L Management

P&L management will be affected by the adjustments in timing between revenue and expenses under the SaaS business model

Cash Management

Treasury managers will need to prepare for the new misalignment of inflows and outflows, cash controls, and other risks related to liquidity.

Guidance and Forecasting

The finance team must be prepared to provide guidance to investors both during and after the transaction around subscription adoption and achievement of SaaS milestones compared to the forecasting that was done with the on-premise products.

SUBSCRIPTION BILLING

1

Consolidated SaaS and GAAP Dashboard

Digital Board Book - SaaS Metrics



Achieve scale through automation, control, and integration

Best-in-class cloud financial management solutions provider:

- ✓ Automated subscription billing
- ✓ Native Salesforce.com CPQ integration
- ✓ Full-picture of invoicing, cash, and collections
- ✓ Track operational and financial data in one place
- ✓ Self-service dashboards for everyone

Your best choice for SaaS cloud financial management solutions – but don't take our word for it.

