Intacct. | Preferred Provider of Financial Applications for **AICPA** business solutions

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Solution Brief

Intacct for Professional Services Organizations

Intacct is the leading provider of cloud computing financial management and accounting applications. Our award-winning solution helps Professional Services businesses maximize profitability and gain a competitive advantage. Intacct delivers the only project accounting solution built on a deep and robust cloud accounting foundation. We seamlessly combine financial information and project information in one system, ensuring total transparency into your business and improving operational efficiencies and finance department productivity.

As a Professional Services business, you're focused on delivering exceptional client value and ensuring project profitability. In order to maximize financial performance you need real-time visibility into project status to proactively manage costs, revenues and margins. And any way you can reduce non-productive, non-billable hours will improve your company's bottom line. Intacct can help your business maximize project performance and profitability, control costs and increase real-time visibility into the financial and operational performance of your business.

Gain Real-time Operational and Financial Visibility
Intacct is the first and only financial system that provides a rich multi-dimensional general ledger that allows you to easily capture granular financial and operational data. Utilizing Intacct's powerful general ledger you can gain
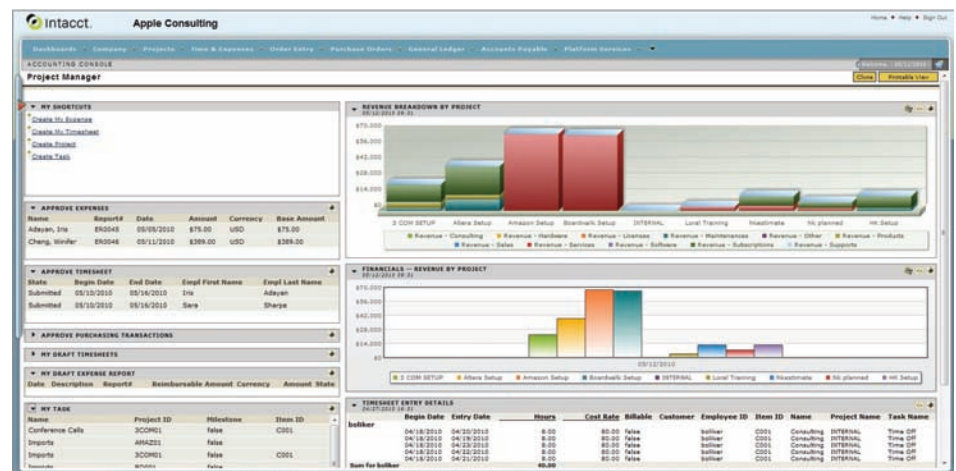
real-time visibility into all aspects of your business — whether you're interested in which clients are the most profitable, the true cost of projects, the cost tied to each service delivery employee or any other aspect unique to your business. Intacct's role-based dashboards and rich reporting and analytics allow you to keep a pulse on the financial health of your business as well as the health of individual

projects, and to accurately budget for the months ahead.

Deep visibility into your company's financial information can also help you improve cash flow management and revenue forecasting by providing real-time visibility into current and projected inflows, outflows and revenue streams.

Maximize Revenue and Reduce Leakage
As a services company, it's imperative that you accurately track 100% of services rendered to ensure that all billable transactions are invoiced, to proactively manage project costs and to ensure the accuracy of future bids. Intacct automatically captures client billable and non-billable time and expenses, increasing the accuracy of invoices and reducing revenue leakage. Additionally, your company gains improved visibility into the true cost

Intacct lets you easily see all project related details in one place.

of each project, ensuring that you can forecast more accurately in the future for similar projects and increase your project margins.

> "Intacct has put us in control of our financial information, both from a historical perspective and in a proactive, planning capacity."
>
> – Herzog & Company

Accelerate Billing and Collection Cycles

The more quickly and accurately you generate invoices, the faster you get paid. Intacct helps speed the invoicing cycle by automatically generating invoices from timesheets, expenses, purchases and accounts payable transactions. This automation eliminates manual data re-entry and provides more accurate billing, reducing conflict with your customers and accelerating the billing and collection cycles.

Intacct's powerful project and billing rules and schedules help you keep track of even the most complex billing terms — including one time, recurring, fixed price, cost plus and many more — increasing the productivity of your finance team. Out-of-the-box templates also allow you to quickly and easily customize your invoices to your company's brand.

Automate Revenue Management

Revenue management is complex, especially for services companies. Often times the way you bill your customers is drastically different from the way you recognize revenue. For example, you may bill your customer 50% upfront, 50% upon project completion, but revenue is recognized at regular intervals as the service is delivered. Intacct allows you to decouple the billing schedule from revenue recognition so you can efficiently and accurately manage even the most complex billing and revenue recognition schedules.

Intacct also automates the recognition and deferral of project-based revenue — saving your finance team time and improving accuracy. If there are subsequent modifications after the start of the project, you can easily
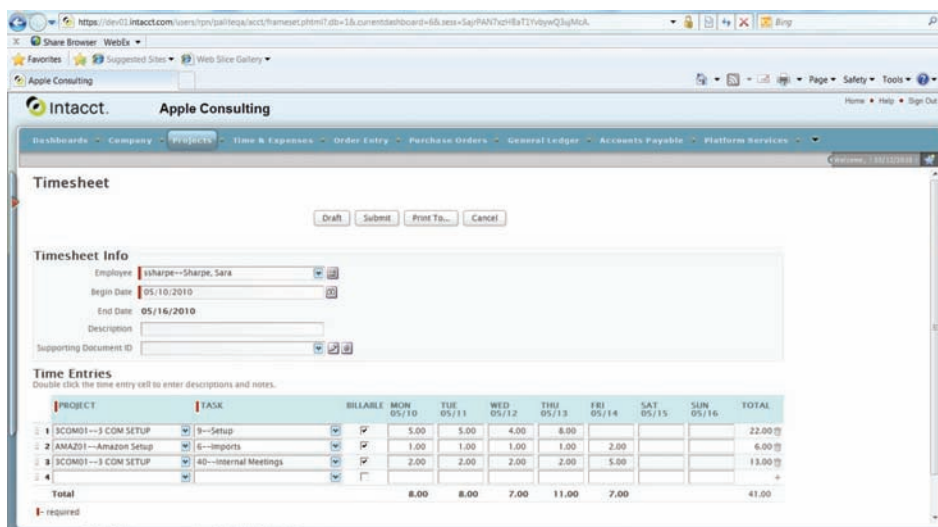
pause, resume, modify and cancel a revenue recognition schedule that's already in progress.

Manage Project Performance and Profitability

Intacct provides all the tools you need to effectively organize people, projects, tasks and budgets. Maximize project efficiency by proactively managing project deadlines and monitoring project progress against plan.

Role-based dashboards, robust reporting and deep analytics help stakeholders measure the profitability of each client, project and team, using financial and operational key performance indicators as a yardstick. Armed with this information, you can quickly gather and analyze client and project related information to keep costs in check and deliver services on time.

With accurate real-time and historical data, you can also plan and forecast more accurately. This allows you to generate better quotes for future bids, helping you deliver future project on-time and on (if not under) budget.

Connect Professional Services and Finance

Intacct connects project information with robust financial management, providing your organization with a

Intacct's cloud computing model allows your employees to enter time and expense from anywhere, at anytime.
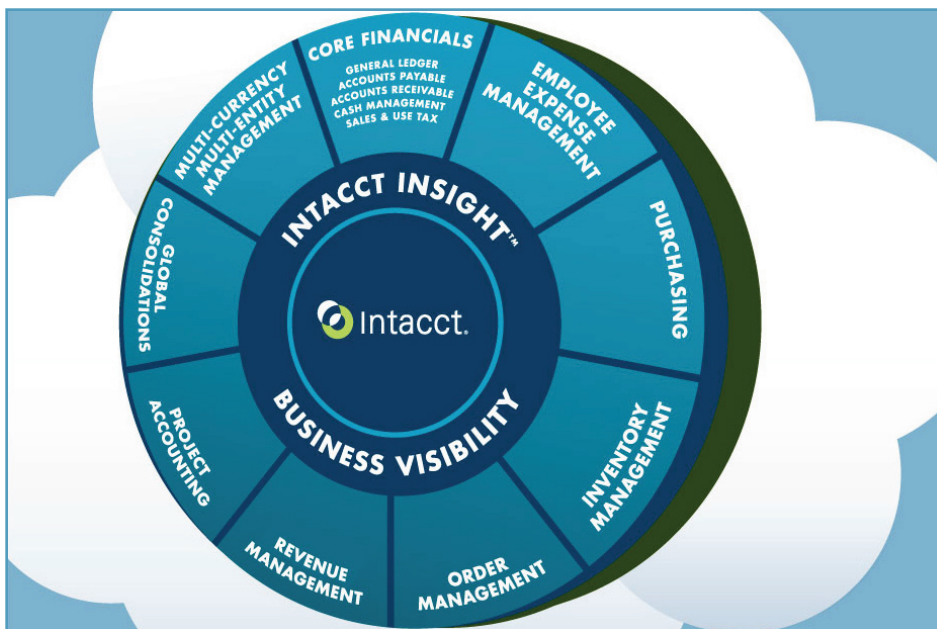
single source of truth throughout the services delivery lifecycle. Intacct's deep and mature financial management and accounting solution automates and streamlines error-prone and time-consuming processes so you can improve operational efficiencies, reduce costs and increase margins. And, if your business expands to include multiple offices in multiple countries, Intacct can easily handle multiple currencies and consolidate the financials of your global organization with a click of a button.

"We don't have an IT department, so it was critical to find a financial solution that didn't require heavy lifting. Intacct put us in control of our data and how we use it, while eliminating any burden of software maintenance and upgrades."

– The Carrera Agency

Deliver Real-time Accessibility to Your Mobile Workforce
Intacct's cloud computing model provides an increasingly mobile workforce, including subcontractors, with anywhere, anytime access to time

and expense management. Distributed staff and stakeholders can securely access Intacct 24 x 7 from a web browser with access to the most current data — without the hassle of maintain your own IT infrastructure.

The ability to enter information on the go boosts productivity, allowing team members to focus on projects — not paperwork and decreasing non-billable time. The data is then also immediately available to Professional Services and Finance.

Intacct provides a comprehensive financial management and accounting system that connects project and finance information, delivering a single source of truth.

INTACCT FINANCIAL MANAGEMENT FOR PROFESSIONAL SERVICES ORGANIZATIONS

Intacct Financials and Accounting
- Intacct General Ledger
- Intacct Accounts Payable
- Intacct Accounts Receivable
- Intacct Cash Management
- Intacct Expense Management

Intacct Insight™
Intacct Order Management
Intacct Purchasing and Inventory
Intacct Revenue Management
Intacct Multi-Currency Management
Intacct Global Consolidations

Intacct Project Accounting
Intacct MAX for Salesforce CRM
AvaTax for Intacct

Intacct.