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

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Solution Brief

Intacct for QuickBooks® Users

For millions of small business owners, QuickBooks® is the perfect accounting system. Cost-effective and easy-to-use, QuickBooks lets you organize your business finances, pay bills and track your sales and expenses. But, for owners, CEOs, CFOs and controllers of growing small and midsized businesses, there inevitably comes a time to evaluate whether QuickBooks is still meeting your needs. Outgrowing QuickBooks is a milestone you should celebrate — it means you have achieved the level of success and scale in your business where you are ready to graduate from QuickBooks to a professional, full featured financial management system.

Intacct is the award winning cloud financial management and accounting system specifically designed to help small and midsized businesses who have outgrown QuickBooks. Intacct and our partners have helped thousands of companies like yours move from QuickBooks to Intacct — your next (and last) financial management and accounting system.

With automated conversion tools, pre-defined industry templates and built-in best practice business processes, Intacct is quickly becoming the de facto standard for QuickBooks graduates — the lowest cost, lowest risk choice with the best track record of success and the highest level of customer satisfaction. In fact, 9 out of 10 of our clients indicated that they would recommend Intacct to their colleagues.

As your company grows, the decision to move from QuickBooks to a new financial system can take several shapes. For some companies, a compelling event — such as a control issue highlighted by your auditors or an issue of employee fraud results in an immediate decision. For others, it's a more considered decision where the finance team knows that it needs to graduate to a system with deeper financial management and accounting functionality and the question becomes when and how to make the move.

For QuickBooks users with rapidly growing businesses, financial visibility and control often become critical. The requirement to continuously manage your business from anywhere — monitoring and forecasting cash, tightening down on receivables and managing payables is a major catalyst for upgrading to an industrial strength system like Intacct. Co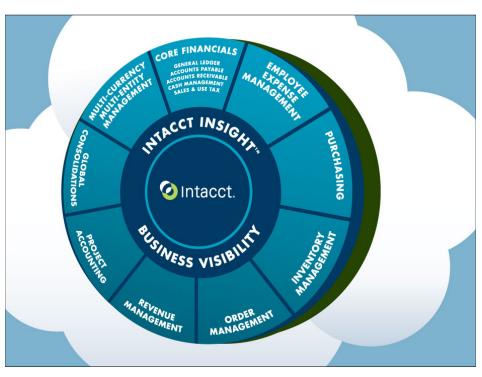st savings may also drive the decision; businesses using QuickBooks often find that they can more than justify the entire cost of Intacct by automating their financial processes and freeing finance staff from tedious manual work.

Whether it's a single catastrophic accounting failure, a deep-seated knowledge that you need more sophisticated accounting functionality, a mandate to improve financial control and visibility or the need to automate your financial processes as you scale your business, thousands of QuickBooks users like you have made the decision to move to Intacct. Here are some of the things that companies evaluating whether QuickBooks is still meeting their needs typically consider:

- Is QuickBooks meeting all of your financial and accounting needs? Does it have all of the functionality and control you need today? How about a year from now?

- Can you provide your management team and board with the information they need in a timely fashion?

- Are your auditors concerned about your financial controls or security? Do you have the need to segregate your financial duties to reduce the risk of fraud?

- Does your team spend significant time outside of QuickBooks, using paper or Excel spreadsheets?

- How much would you save if you could automate your financial processes to free your finance staff from repetitive, manual processing?

- Do you need to manage complex requirements like revenue deferral and recognition?

- Can QuickBooks handle your multi-currency and multi-entity requirements as you add locations and do business in multiple currencies?

- Have you been able to integrate QuickBooks with your other key business systems, like sales force automation, to avoid rekeying data or islands of information?

"We don't have an IT department, so it was critical to find an 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."

— Partner, The Carrera Agency

- Can your team work remotely? Can you access your financials and perform common tasks like purchasing approvals from anywhere?

- How are you handling backup and recovery? What would data loss cost your business?

If you're like many growing companies, these questions may trigger even more questions as you evaluate whether you have outgrown QuickBooks. But beware, not making a decision to graduate to a professional system like Intacct can by itself be a costly decision, as you are likely to increasingly struggle with underpowered accounting functionality, overspending on staffing for manual tasks, leaving yourself open to a catastrophic control failure and exposing your business to technical and security risks.

Intacct's cloud platform delivers the highest level of customer success, satisfaction and value.

SUPERIOR ACCOUNTING AND FINANCIAL MANAGEMENT APPLICATIONS

Moving to your next financial management and accounting system is a big step, but Intacct and our partners can help you every step of the way. Once you move to Intacct, you have everything you need to grow your business: proven deep and mature financial management and accounting applications, real-time visibility and control, reliable on-demand delivery and a low total cost of ownership.

Intacct's applications were named "Best for replacing QuickBooks" by Inc. Magazine. The Intacct financial management system includes best of breed applications for core financials and accounting, including Intacct General Ledger, Intacct Accounts Receivable, Intacct Accounts Payable, Intacct Cash Management and Intacct Expense Management, plus applications for purchasing, order management and financial reporting and business intelligence.

Optional Intacct applications include FAS-52 compliant multi-currency support, real-time financial consolidation, sales tax management, inventory management, revenue management, Web Services and pre-packaged integration with Salesforce CRM.

Quickly Get Started

To speed the implementation and conversion process, you can take advantage of automated conversion tools that accelerate the process of making the switch from QuickBooks to Intacct. Simply point the tools at your existing QuickBooks data files, answer a few simple questions and your data is automatically converted and uploaded into Intacct.

Intacct QuickStart Financials lets you choose from a library of pre-configured, industry-specific financial templates with built-in best practices charts of accounts, financial processes, reports, dashboards and much more. Once you select your template, QuickStart Financials easily maps your existing charts of accounts to Intacct, automatically creating all of your account hierarchy structures and giving you extensive financial reporting 'out of the box'.

Manage Multiple Entities with Ease

Intacct multi-entity and financial consolidation capabilities improve your productivity, accuracy and compliance by managing detailed local financial information for all of your business entities along with automatic rollup, consolidation and reporting across your entire business. Intacct supports simple and automatic rollups for businesses like franchises and restaurant chains all the way through advanced global financial consolidation for holding companies and multi-national corporations.

If you have multiple business entities, by upgrading from QuickBooks to Intacct you can typically expect to reduce your financial closing cycle, improve the quality of your financial information and manage your multiple business units in real time, as well as ensure compliance with financial and regulatory requirements in the regions where you do business. You'll never again have to worry about installing multiple copies of software, dealing with multiple data files or wasting time manually cutting and pasting information into Excel.

Automatic Multi-Currency

Businesses that operate in multiple currencies and use QuickBooks have traditionally had to perform currency conversion using calculators, spreadsheets or other manual methods. With Intacct, robust, automated, FAS-52 compliant currency conversion is built-in. The Intacct financial management system handles multiple currencies with ease, automatically maintaining rates, calculating values across the system, and performing adjustments such as recording gain or loss impact on foreign currency transactions.

Intacct Multi-Currency complies with GAAP and other commonly applicable standards, such as Financial Accounting Standards (FAS) Statement 52 Foreign Currency Translation and FAS 141R Business Combinations (covering FAS 52, EITF 87-12).
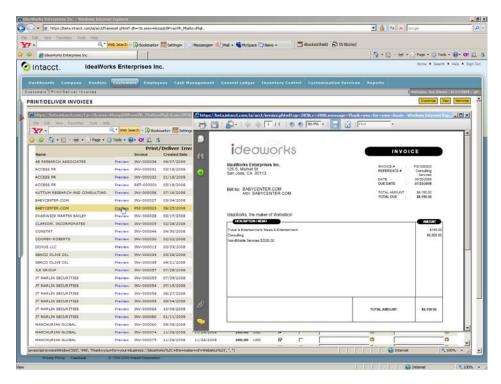
View Your Data Any Way You Want, From Anywhere at Any Time

Intacct delivers sophisticated financial reporting capabilities that you can fine tune to any level of detail you need. You can easily drill down from summary financial reports to any level of detail including detail balances, journals or subledger transactions. Intacct combines inquiry, reporting and analysis into a single reporting solution, giving you real-time visibility across your entire company.

The built-in report wizard allows you to create unlimited variations of reports and graphs, including income statements, balance sheets, budget variance reports, financial ratios, gross margin, statements of cash flow and more. Columns may contain time periods or side-by-side comparisons of any level of department or location hierarchy detail, financial vs. operational results comparison, as well as budget vs. actual. Your users can retrieve important information by drilling down from each report, including supporting documents like scanned signature pages that back-up each transaction.

Intacct Accounts Receivable lets you easily create invoices to support quick payment.
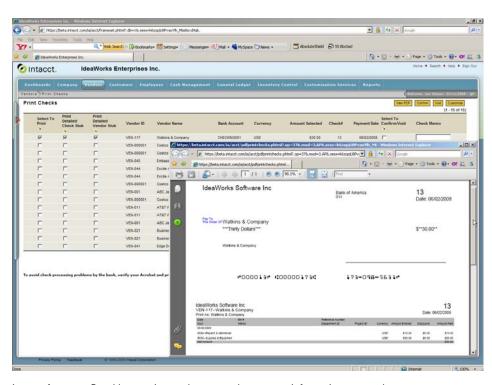
Improved Control and Compliance

Intacct provides very detailed security permissions, so you have precise control over who can see and do what across the system. You can segregate your financial duties. For instance, in Intacct it is easy to assign different staff

members the ability to enter vendor bills, request payments, approve payments and print checks. It is also easy to implement approval processes; you may decide that no approval is

necessary on checks less than $500, but all checks over $5,000 may need two approvals by staff with specific signing authorities.

Intacct's applications are compliant with GAAP, IFRS, Sarbanes-Oxley and SAS 70 Type II. Intacct also supports compliance with many government, tax, legal, statutory and industry requirements including Financial Accounting Standards (FAS) Statement 52 Foreign Currency Translation and FAS 141R Business Combinations (covering FAS 52, EITF 87-12) for multi-currency businesses, or AICPA's Statements of Position (SOP) 81-1, 97-2 and 98-9, SEC Staff Accounting Bulletins (SAB) 101 and 104, VSOE, and FASB's Emerging Issues Task Force (EITF) 00-21 for contract-based businesses.

Intacct Accounts Payable organizes and presents the payment information you need.

Reliable Cloud Delivery

Intacct on-demand applications enable you to run your business better and more flexibly. Intacct applications are always on and always current and you can access them securely anytime, from anywhere, as long as you have a Web browser and an Internet connection. This means your employees can work from home or remote locations as easily as they can from the office, and they can work at any time of day. They can easily collaborate in real-time with outside accountants and auditors.

Lowest Total Cost of Ownership

Prior to Intacct, the cost of graduating from QuickBooks to the next level financial management system has been daunting. For companies used to spending a few thousand dollars per year on QuickBooks, the prospect of a minimum $150,000 per year Total Cost

"We selected Intacct to replace QuickBooks when we found Intacct delivers superior remote access, automated deferred revenue management, and outstanding reporting tools that let us see our data in a way that makes sense for our business needs. That Intacct was able to offer all this in an on-demand solution made it the only product worthy of serious consideration."

– CFO, Atomic Learning

of Ownership (TCO) for products like Microsoft Dynamics, Sage or Oracle has been a compelling reason to do nothing at all.

Intacct changes all of this. With Intacct, there are no capital costs, no IT staff, no operating costs, no hardware or software to install or maintain, no programming, easy upgrades and low administrative costs. You simply use a Web browser and a standard PC or Mac and access your system over the

Internet. Intacct also includes free US-based support and free online training, all for an affordable and predictable subscription fee that starts at just a few hundred dollars per month. With Intacct, companies graduating from QuickBooks can typically deploy in weeks. Our clients are able to reduce administrative overhead, do more with less headcount by eliminating manual processes and redeploy staff to more value-added functions.

Configurable dashboards let you view multiple entities in one place.

Best Opportunity for Success

Intacct's mission is to take the cost and risk out of graduating from QuickBooks. In fact, the performance, reliability and security characteristics of Intacct are almost certainly far superior to those you would be able to afford if you were running your financial systems yourself. Intacct has a team of experts managing your system 24 hours a day, seven days a week, from three continents. Intacct applications run in Fortune 100 class IBM and SunGard data centers with world class security, reliability, backup and recovery.

But great operations and high client satisfaction aren't enough. We go one step farther by guaranteeing that we will provide you with excellent service and if

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we fail to meet our commitments, you'll get money back. Intacct is very proud of our Buy with Confidence SM guarantee, the strongest client satisfaction program in the software industry. Our commitments to our clients include 99.8% system availability, comprehensive disaster recovery services, rapid response customer support, fixed price implementation packages and more.

Intacct. A Better Way to Run Your Business.

Superior financial applications. Real-time business visibility. An open, on-demand platform. Easy administration and configuration without programming. You can have all these things and the highest rate of customer success and satisfaction and the lowest total cost of ownership. Contact us to learn how Intacct can help you graduate from QuickBooks to the last financial management system you will ever need.

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