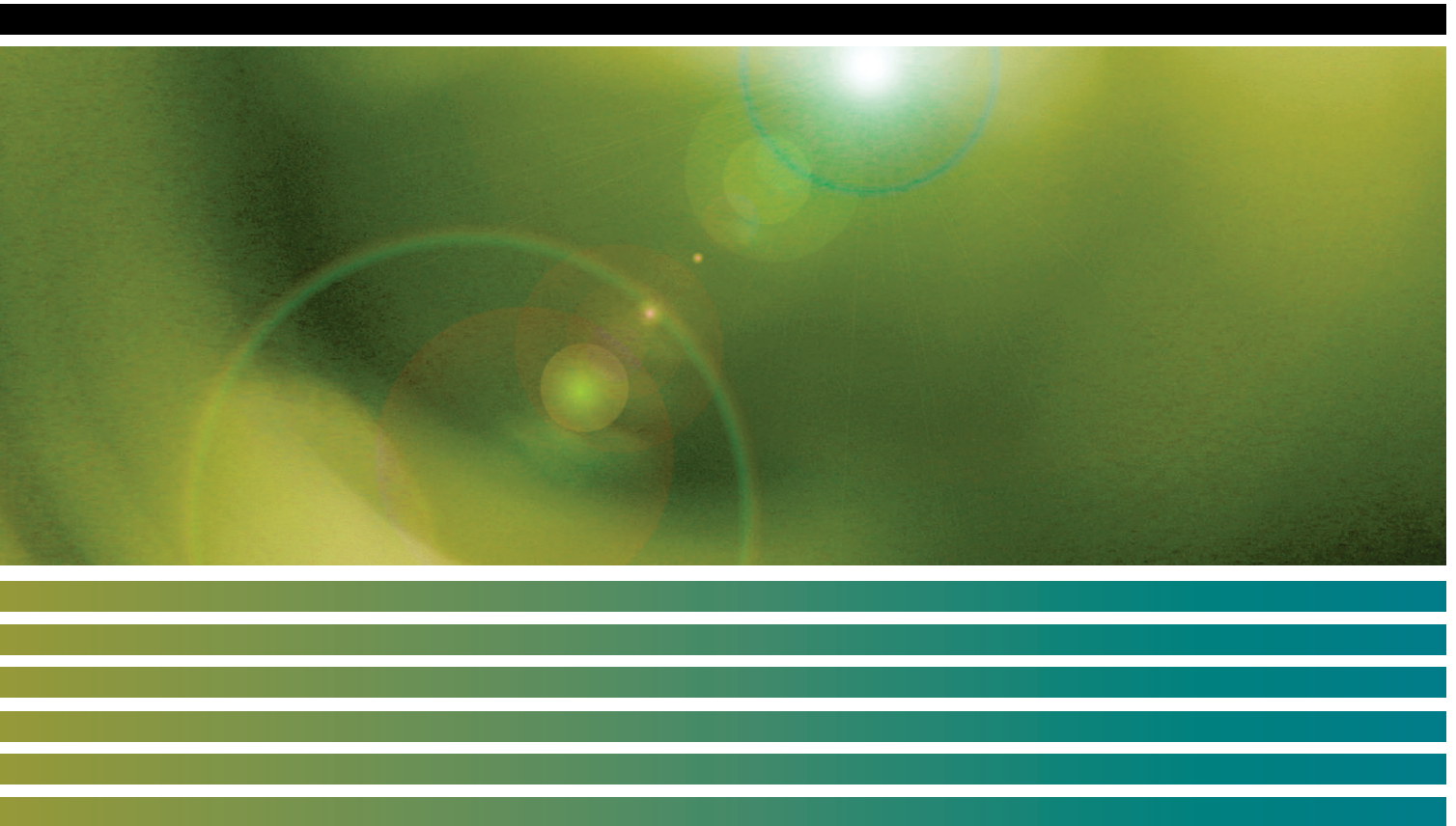


# CLOUD ERP FOR FAST-GROWING COMPANIES

Focus your efforts, achieve results and scale your  
technology with Intacct





# CLOUD ERP SOLUTIONS

You work for a fast-growing company. As a finance professional, you hoped for rapid adoption of your product—and the increased revenue that accompanies it—but your growth is beginning to outpace your finance team's capabilities.

Inventory tracking, customer billing, financial reporting and other general ledger (GL) items are taking longer and becoming outdated before they're finished calculating. Basically, your team has outgrown its financial software, the company is too large to hire an accounting firm to manage everything, and you know you can't continue with this level of inefficiency.

## **Enter cloud ERP.**

Cloud-based ERP solutions offer numerous tools to businesses in your situation, providing multiple modules to handle everything from GL to multi-currency transactions. They offer the flexibility to customize the solution to work the way you do, and the capability to integrate with nearly any outside software

package. These cloud solutions can be especially effective for fast-growing technology companies.

## **Enter Intacct.**

Intacct is a cloud ERP solution for companies that want real-time business visibility, comprehensive financial consolidation and reporting, time-saving automation, and dramatic savings on IT and operating costs. In this white paper, you'll learn how Intacct can help you:

- Customize the solution for your business
- Increase productivity and achieve rapid ROI
- Scale technology to accommodate growth
- Automate internal controls and compliance



# CUSTOMIZE THE SOLUTION FOR YOUR BUSINESS

Your business is growing, and you only want to invest time and money into an easy-to-use platform that you can customize and doesn't box you in.

You shouldn't have to change the way you do business just to find a software solution to streamline your accounting practice. No matter your company's industry or size, Intacct will never operate as a generic, out-of-the-box solution that doesn't fit your business needs.

Every implementation of Intacct software is unique, because every business is unique, with three ways to immediately access custom application programming interface (API) solutions for your business:

1. **Your implementation partner.** A certified Intacct partner can help you add custom APIs, which build from Intacct's base architecture and make it easy to integrate Intacct with your existing software and systems.
2. **Your existing staff.** You and your internal team can also create extensions or create entirely

new and business-specific applications customized to evolve with your team over time. The best part is you don't need to be a programmer, because Intacct's API interface is intuitive and non-technical.

3. **The Intacct Marketplace.** While your business is unique, some industries do share standard processes and procedures. If you aren't ready to build your own APIs, you may be able to use one of the dozens of pre-built solutions on the Intacct Marketplace to address exactly what you need.

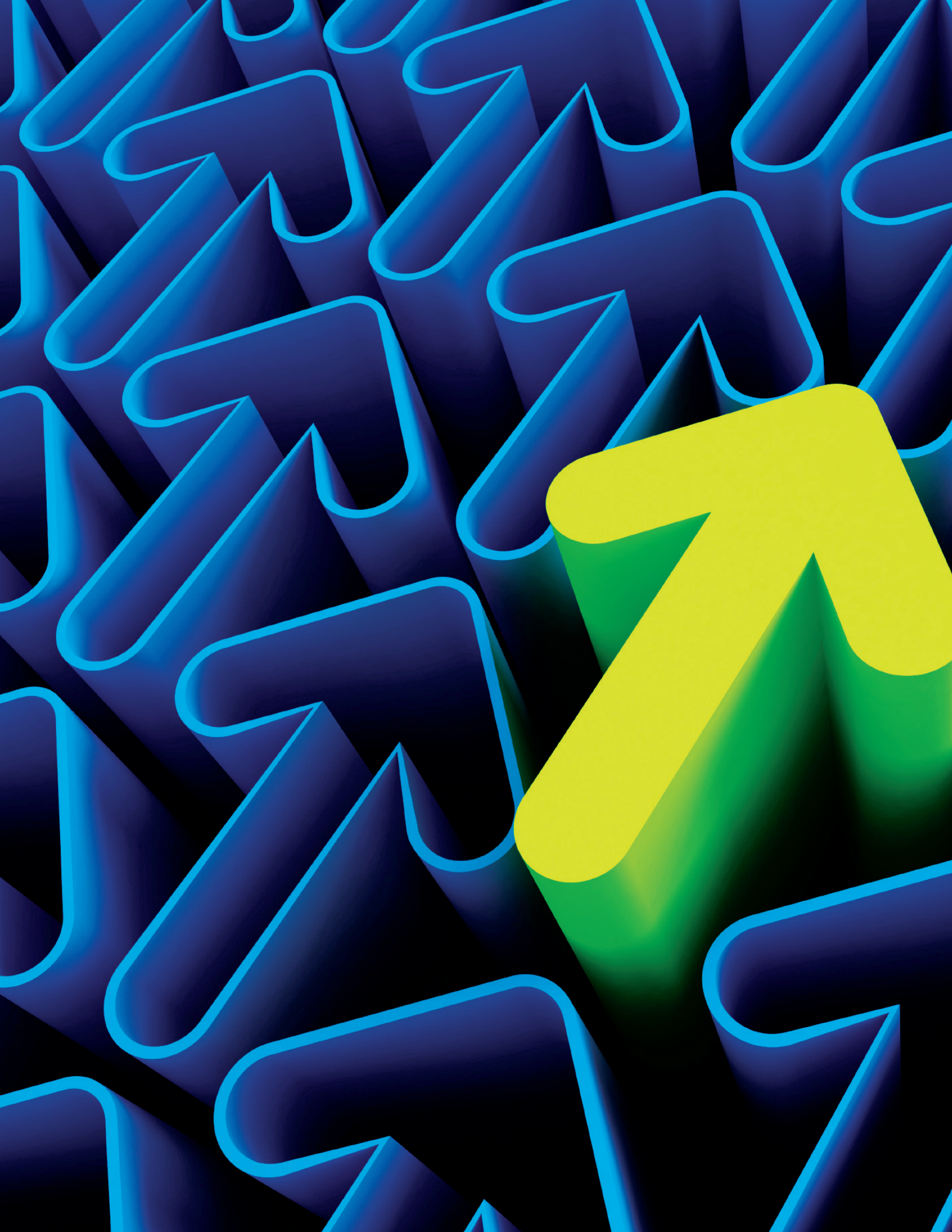
Once you have your business-specific Intacct APIs, you can then easily merge any existing operational or financial data to ensure you are accessing your overall business performance indicators in a real-time reporting platform.

“

Intacct integrates easily with our primary operations software, as well as with Nexonia for time and expense tracking, MasterTax for processing taxes, and Sage ACT! for customer relationship management. Intacct's system also accepts all kinds of files and templates, so we don't have to worry about our data sitting in silos.

”

Armanino Client Tanya Yakhnis  
Controller at Tandem HR



# INCREASE PRODUCTIVITY AND ACHIEVE RAPID ROI

Think of the numerous processes that your business currently handles with manual data entry, workflow and reporting tasks. Now think of the time and headcount you could save by automating those processes.

Your company is thriving, which means you need quick and accurate results that can keep pace with your achievements. Most achieve a 100% ROI with Intacct in as little as six months, if not sooner. Learn how other fast-growing businesses achieve rapid results by taking advantage of the benefits of Intacct, which include:

**Increasing productivity with existing staff.** Tandem HR is a full-service HR outsourcing solution, with more than 16 different entities. The company's finance team was using a mix of 13 versions of QuickBooks and 3 versions of Sage Peachtree, while spending between 20 and 30 hours each month on manual reconciliations—a frustrating, error-prone process. With Intacct, Tandem eliminated the need to use numerous Excel workarounds, while reducing manual errors during monthly close, labor cost reporting and revenue recognition—saving the company more than 500 employee work hours annually.

**Eliminating potential revenue leakage.** Trunk Club, an online men's clothing service, had grown to more than \$5 million in inventory, which it shipped

across the U.S. for clients based on a try-it-before-they-buy-it business model. However, even though the company still owned the inventory once it shipped, they were having problems keeping track of where it was in the sales process with QuickBooks. Using Intacct, Trunk Club was able to start tracking purchase orders, receivers, sales orders and payments—monitoring each piece of inventory throughout the sales process—increasing revenue recognition and streamlining business operations.

**Streamlining lead-to-cash processes.** Druva, an online data backup and file sharing service provider, moved from QuickBooks to Intacct to streamline their lead-to-cash process utilizing Intacct's Salesforce connector. The company was also able to save thousands of dollars per year in employee hours and erroneous invoicing by using Intacct to invoice customers quicker, track the collections process and stay prompt on payments to vendors.

Intacct helped these growing businesses automate key processes, achieve rapid ROI, and save on IT and employee costs.

# SCALE TECHNOLOGY TO ACCOMMODATE GROWTH

With Intacct, you'll have a partner that adapts with your business, helping you fuel your growth with lower total cost of ownership (TCO) and accessible mobile solutions.

Your finance organization, and your software, shouldn't operate in silos. You need a cloud ERP solution that will seamlessly integrate with your existing tools—and you know you don't want to deal with a large onsite IT investment. When compared to an on-premise solution, Intacct outperforms because it allows you and your team to:

**Adapt technology on the fly.** Your business likely has inventory, sales, production, shipping, CRM or other systems that need to sync with your accounting software and share data. That's not a problem, because Intacct integrates with leading applications—such as Salesforce.com, ADP and Bill.com—for major business functions within your organization:

- Asset Management
- Budgeting and Planning
- Checks and Supplies
- CRM
- Document Management
- Expenses
- Incentive Compensation
- Manufacturing
- Payroll Project Management
- Payment Processing
- Point of Sale
- Sales
- Subscription Billing
- Supply Chain Management
- Tax Management

**Reduce infrastructure costs.** As a cloud-based solution, Intacct doesn't require up-front capital expenditures on hardware or software, or additional IT staff to operate the system, which will save you at least \$50,000 a year on IT costs alone. You'll also be able to deploy your new system in as little as four weeks, which means minimal disruption to your business.

**Maintain a mobile view of your business.** As you grow, it becomes vital to maintain a real-time view of business performance. With Intacct, you can improve business intelligence through intuitive dashboards, and define and publish key performance indicators (KPIs) without IT assistance. Intacct also provides you with a secure way to access your information at any time from any PC, Mac, tablet or smart phone.

Intacct provides you with dozens of prebuilt integrations with leading applications, zero IT infrastructure enhancements and data accessibility across the globe.



# AUTOMATE INTERNAL CONTROLS AND COMPLIANCE

Put investors at ease by automating audit trails, streamlining workflows and creating roles-based security.

Fast growing businesses receive capital from many sources. These businesses, like yours, have stakeholders—founders, angel investors, private equity firms or IPO investors—who request visibility into the company's data via intuitive reporting and business intelligence dashboards. Intacct helps you:

**Tighten internal controls.** Create a clear segregation of duties by setting up secure roles and permissions, helping you establish a robust audit trail and well-documented transaction histories.

**Improve governance and compliance.** Customize roles-based controls to give your business complete transparency. Intacct supports all major regulatory and industry frameworks including GAAP, FASB, IASB, IFRS and Sarbanes-Oxley internal controls requirements—specifically Section 302 sub-certifi-

cations and Section 404 assessments. Tax compliance isn't an issue, either.

**Utilize security and access controls.** Define roles and permissions with ease—down to the user—to restrict functionality and segregate duties per individual employee. You can also restrict access to transactions, reports, fields, invoices and more, while requesting to receive alerts or reminders based on specific events or transactions.

With Intacct, you can quickly meet your stakeholders' needs while also automatically creating audit trails, workflows and roles-based security. Intacct keeps your data accurate and compliant, and it is the only financial management solution on the market endorsed by the American Institute of Certified Public Accountants (AICPA).

# IMPLEMENT INTACCT FOR YOUR BUSINESS

You've outgrown your existing accounting software. You're ready to focus efforts on IP with open APIs. You want to achieve a rapid ROI and scale your technology to match your growth. Your investors require a solid foundation for further funding.

You're successful, and you shouldn't need to adjust how you run your business—or have to revamp your entire organization—just to upgrade and enhance your accounting tools. This is why Intacct provides

you with numerous solutions to integrate with other leading applications, reduce IT costs and provide true ROI.

To take an in-depth look at how Intacct can help you achieve your goals in as little as four weeks, contact Armanino. We'll provide you with an Intacct demo and show you how Intacct can help your business continue to succeed and enhance your competitive edge.

# STRATEGIC INSIGHTS PRACTICAL ACTION

Armanino provides an integrated set of accounting services — audit, tax, consulting and technology solutions — to a wide range of organizations operating both in the US and globally.

You can count on Armanino to think strategically, to provide the sound insights that lead to positive action. We address not just your compliance issues, but your underlying business challenges, as well — assessing opportunities, weighing risks, and exploring the practical implications of both your short- and long-term decisions.

When you work with us, we give you options that are fully aligned with your business strategy. If you need to do more with less, we will implement the technology to automate your business processes. If it's financial, we can show you proven benchmarks and best practices that can add value companywide. If the issue is operational, we'll consult with your people about workflow efficiencies. If it's compliance, we'll ensure you meet the requirements and proactively plan to take full advantage of the changes at hand. At every stage in your company's lifecycle, we'll help you find the right balance of people, processes and technology.

For further information regarding the benefits of using Intacct, contact:

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