

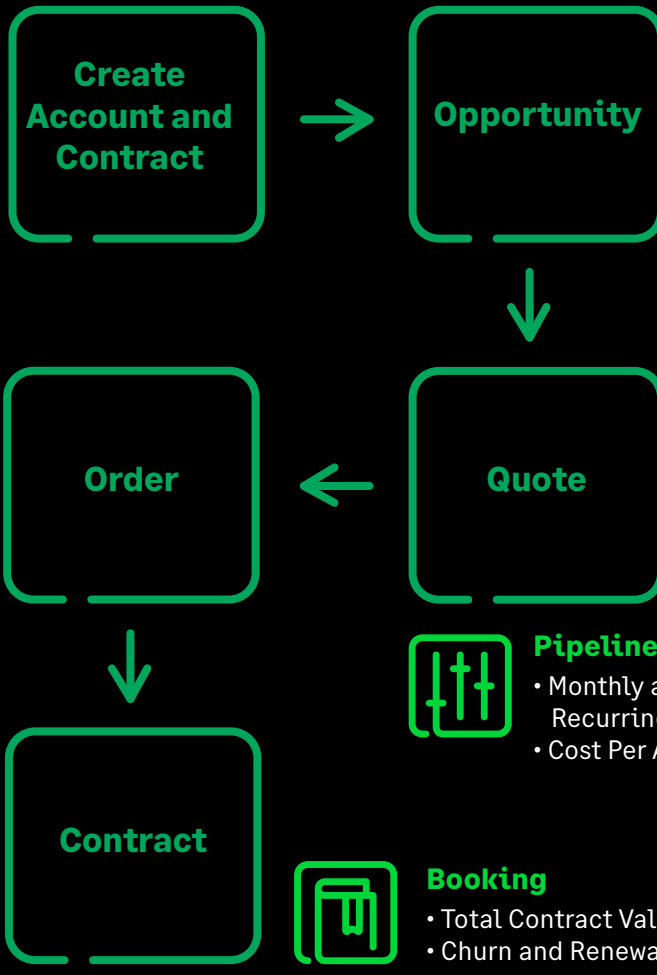
Quote-to-Cash Process across Sales and Finance for SaaS Organization

Create in Salesforce with a seamless hand-off to Sage Intacct

Average Customer Lifetime Value

With the Contract being the new unit of accounting, you can now handle:

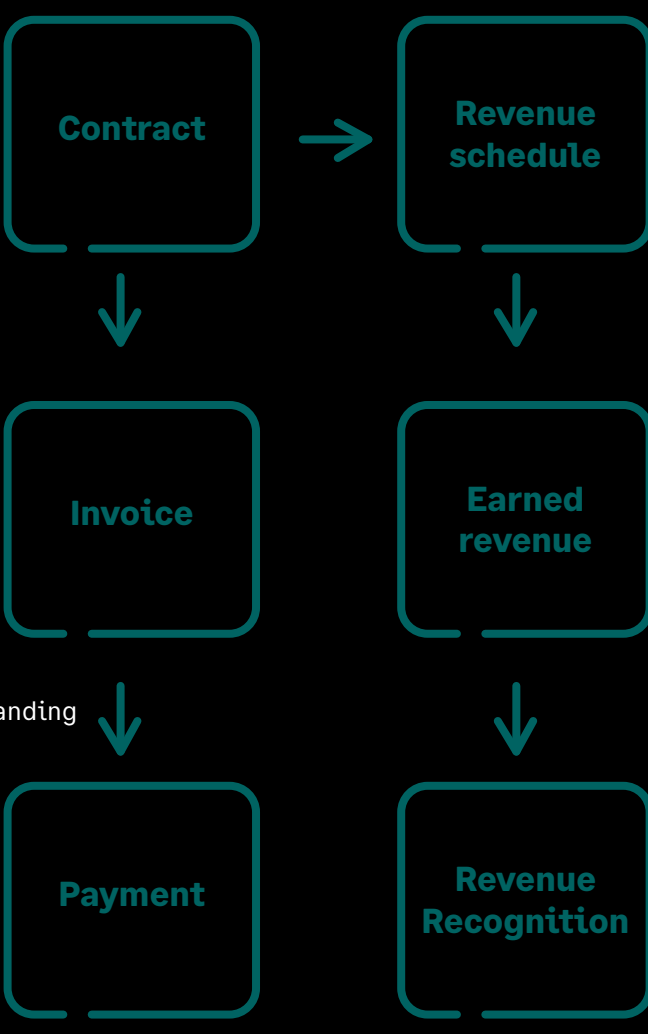
- Renewals
- Upgrades
- Downgrades
- Swaps
- Returns
- Cancellations



Pipeline revenue
 • Monthly and Annual Recurring Revenue
 • Cost Per Acquisition

Booking
 • Total Contract Value
 • Churn and Renewal Rates

Seamless hand-off to Sage Intacct



Billing
 • Day sales outstanding

Cash
 • Cash flow
 • Cash conversion cycle

Revenue
 • Average revenue per user
 • Revenue backlog

Critical SaaS Metrics Throughout Revenue Lifecycle

Track to Your Model with Real-Time SaaS Metrics



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.



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