

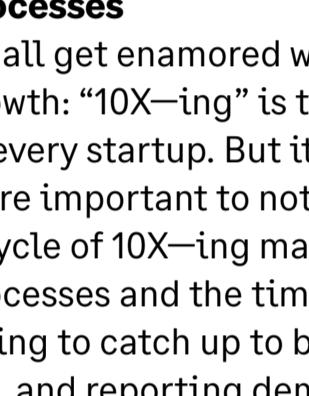
# How to Become a Smarter and More Efficient SaaS CFO

## 5 steps to spending more time on big picture initiatives

Growing a startup isn't just about increasing receivables and doubling marketshare. Long before that happens, you need to achieve product market fit and prove your revenue engine works.

Here at Sage Intacct, we emphasize spending as little time as possible on chasing data and fixing spreadsheets. We're passionate about improving performance at scale.

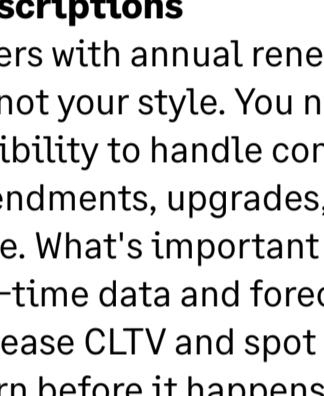
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### Automate your financial processes

We all get enamored with rapid growth: "10X-ing" is the mantra of every startup. But it's much more important to not get in a cycle of 10X-ing manual processes and the time spent trying to catch up to billing, rev rec, and reporting demands.

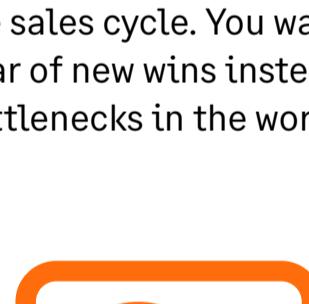
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### Upgrade from orders to subscriptions

Orders with annual renewals are not your style. You need flexibility to handle contract amendments, upgrades, and more. What's important is to use real-time data and forecasts to increase CLTV and spot potential churn before it happens.

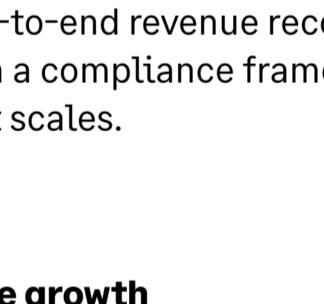
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### Integrate for speed and consistency

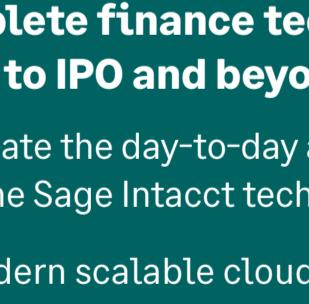
You need to turn sales into cash quicker but are challenged when you have to go from system after disjointed system to complete the sales cycle. You want to hear of new wins instead of new bottlenecks in the workflow.

3



### Streamline rev rec and ASC 606 compliance

5



### Prove sustainable growth

What's important now is to show enduring momentum and use your data to confidently adjust business drivers and positively impact business performance. Breathe life into your data and script it to lead to the next round of funding or your IPO.

**It's time to start delivering high impact value as a modern CFO**

### Sage Intacct for software companies: The only scalable, complete finance tech stack SaaS startups need to go from Seed to IPO and beyond

Automate the day-to-day and free up time to focus on strategic initiatives with the Sage Intacct tech stack and its:

- Modern scalable cloud accounting with subscription, usage, hybrid and project billing as well as contract management from evergreen contracts to renewals forecasting.
- Integrated multi-dimensional reporting with drill-in dashboards, drag and drop customization, and SaaS Metrics all with real-time data.
- The market's only intelligent general ledger.
- Automated quote to cash.
- End to end revenue recognition.
- Built-in GAAP, ASC 606 and SOX compliance support.
- Future-proof with a quick ROI and 60-day implementation.

[Check out this 5-minute product tour to learn more.](#)

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## About The Answer Co

The Answer Company is a leading supplier of business management software and technology consulting services. Since 1994, it has been helping businesses answer the difficult questions with regards to investments in technology and information systems. Working from offices across Canada, they serve national & international clients with a wide range of ERP solutions and numerous complimentary solutions that are powerful & flexible, and backed by industry expertise. The Answer Company's goal is to make businesses more successful at what they do and gain confidence to make profitable moves in their respective industries.

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