



# Mastering Financial Solutions: Sage Intacct vs. NetSuite

# Today's Presenters



## Tom Achor

*Sensiba LLP*

### **Sage Intacct Practice Director**

Tom specializes in delivering accounting support and helping clients evaluate, implement, and optimize cloud-based financial and ERP software investments. He has a diverse background working across various public and private industries with added focus on nonprofit, government, healthcare, and retail. Tom is based in Portland, Oregon.



## Adam Chaikin

*Opal Creek Consulting*

### **Partner**

Adam specializes in NetSuite and integrations with the NetSuite ecosystem. He is an experienced Agile Project Manager with a background in Finance, Accounting, and IT. He has experience managing large, multinational projects where finance and accounting meet technology. Adam is a CPA with extensive implementation and project rescue experience. Adam is based in Potomac, Maryland



# Sensiba



◆ 40+ Years in Business

◆ Serving 8,000+ United States & International Clients

◆ Thousands of Community Service Hours Each Year

◆ Six Locations With Professionals Across the Country

## Tax

Business, International, Private Wealth, Research & Development (R&D) Tax Credit, State & Local, Estate & Trust

## Audit & Assurance

Financial Statement Audits, Reviews & Compilations, Internal Audit, Sarbanes-Oxley Compliance (SOX), Employee Benefit Plans

## Risk Assurance

HIPAA, SOC Reports, ISO Certification, NIST

## Consulting

Outsourced Accounting, Lease Accounting, Family Office

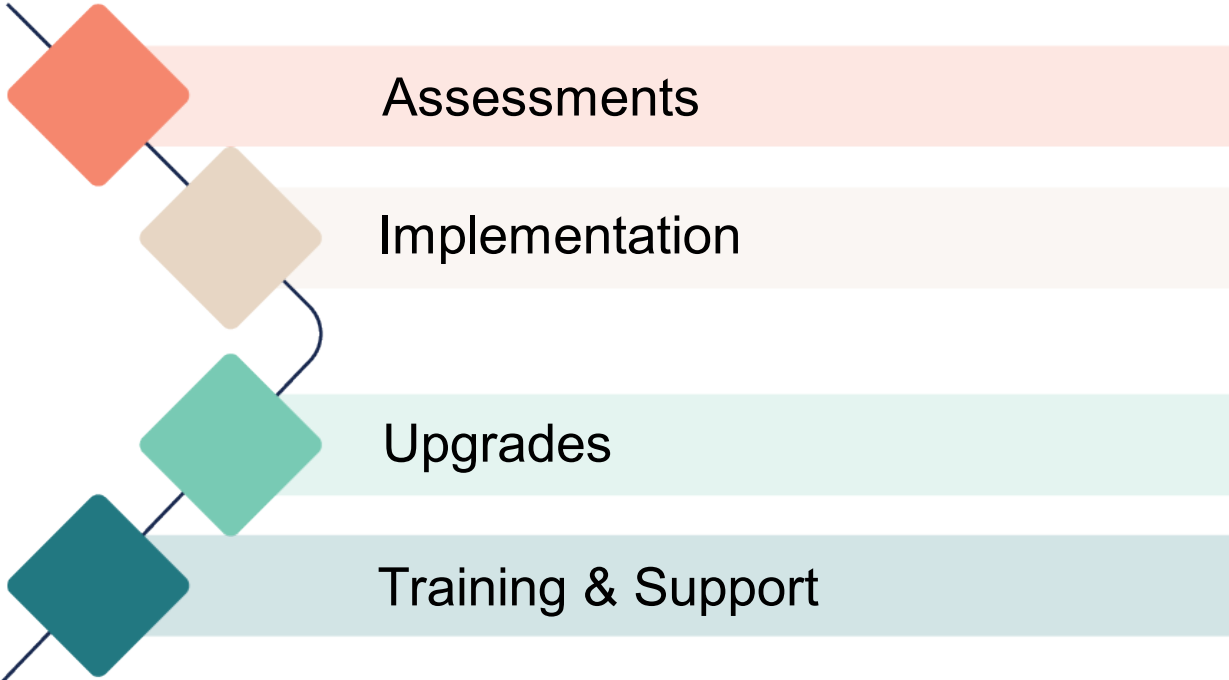
## Software

Sage Intacct, ERP, BlackLine, Limelight, Finance Automations

## Sustainability

B Corp Certification, SASB Standards & CDP, Impact IQ ESG Assessment, Climate Neutral Certification

# Software Services



Certified Partner:

Sage Intacct

BLACKLINE

Avalara

fyle

LEASERUNCH

bill

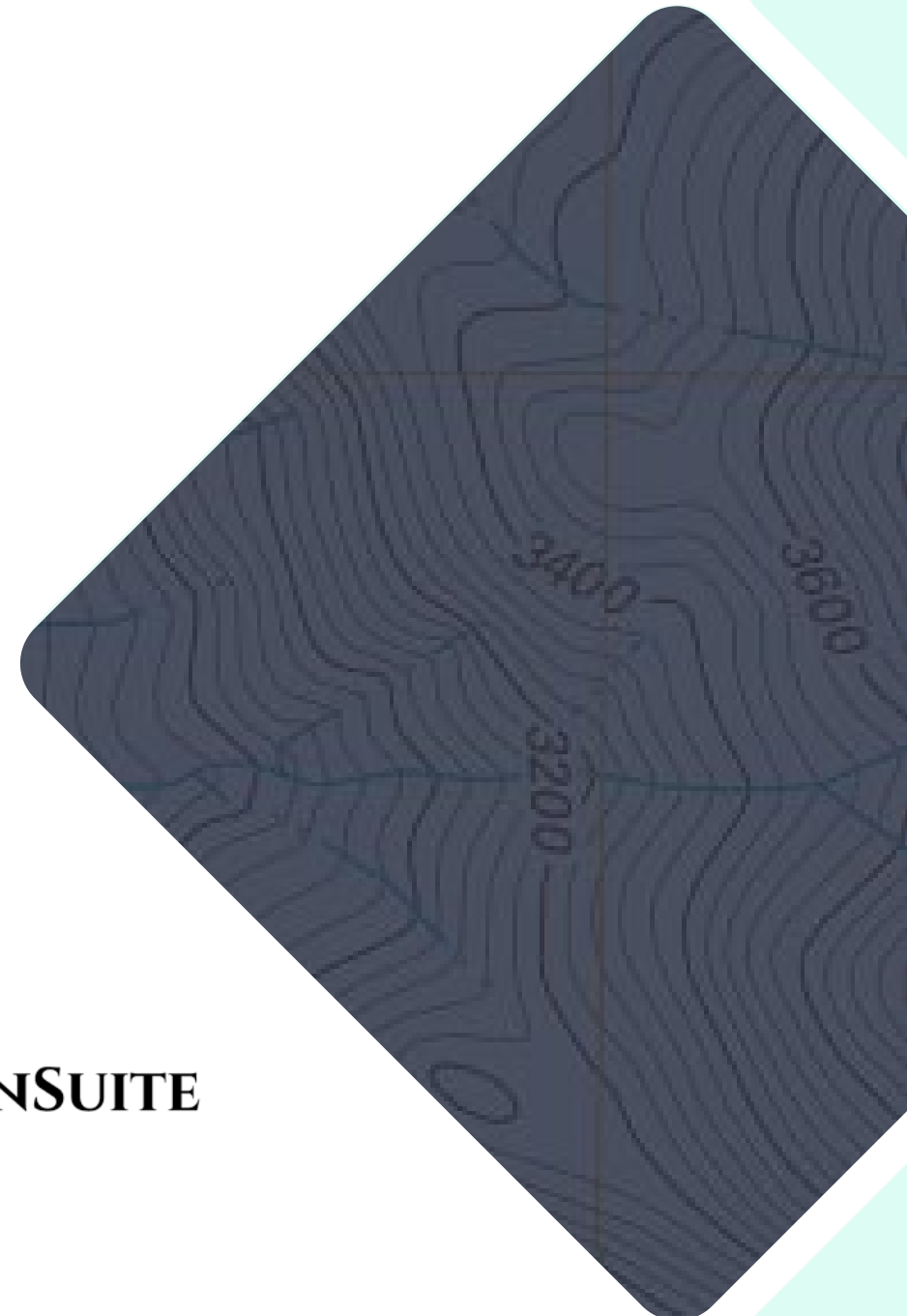
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# Opal Creek

Opal Creek is a consultancy comprised of accomplished CPAs, management consultants, and NetSuite-certified developers. We create value by analyzing and then improving our clients' business operations. We reduce complexity by making your process and workflow sane. We pride ourselves on results that last and grow with your business.

## Platforms:



# Agenda

- ◆ Understanding the CFO's Perspective
- ◆ Sage Intacct Overview
- ◆ NetSuite Overview
- ◆ System Strengths
- ◆ Use Case
- ◆ Working with a Partner
- ◆ Q&A



# Polling Question

# Understanding the CFO's Perspective

## Key Concerns

- ◆ Money spent wisely
- ◆ Limited time
- ◆ Previous experience with ERP implementations
- ◆ Sustainability & Growth

## Priorities

- ◆ Successful implementation
- ◆ Working with a trusted team
- ◆ Completed on time
- ◆ Training and support for staff
- ◆ Joining a vibrant ecosystem





# How Financial Management Solutions Impact Decision-Making





# Common Challenges in Managing Finances

# Sage Intacct Overview

- ◆ Multi-tenant cloud architecture with open API
- ◆ Multi-dimensional data design with robust reporting and dashboard tools
- ◆ 100% user satisfaction rating on G2.com
- ◆ AICPA recommended
- ◆ Embedded AI assistants – GL outliers, AP automation, Timesheets
- ◆ Advanced modules for extended functionality and vertical specialties
- ◆ “Best of Breed”: marketplace with hundreds of vetted partner app



# Sage Intacct: Ideal Fit

- ◆ Company Size:

- ◆ 20 - 500+ employees
- ◆ >\$4 Million gross revenue

- ◆ Industries:

- ◆ Nonprofits and Foundations
- ◆ Professional Services
- ◆ Family Office and Wealth Management
- ◆ SaaS
- ◆ Construction and Real Estate

- ◆ Multi-entity, multi-currency, global consolidations

- ◆ Industry-specific apps to integrate

- ◆ Contracts and advanced rev rec

- ◆ Deep Salesforce integration



# NetSuite Overview

- ◆ Cloud-based ERP system- true cloud (shared tenancy); not hosted instance
- ◆ Large customer base – 37,000 + customers globally
- ◆ Finance, CRM, Payroll, HR, Projects, Budgeting, Reporting, ... – all in one “suite”.
- ◆ Large, robust, and growing ecosystem of partners and affiliates
- ◆ Manages complex finance requirements like Revenue Recognition, Lease Accounting, multi-currency, multi-national consolidations.
- ◆ Broad industry reach
- ◆ Annual SuiteWorld user conference



# NetSuite: Ideal Fit

- ◆ Company Size:
  - ◆ 50-500+ employees
  - ◆ \$10 mil. to \$750 mil. in gross sales
- ◆ Industries: no limitation
  - ◆ Business Services, Manufacturing, High Tech, Retail, Wholesale, E-commerce

- ◆ Multi-national- multi-book, with VAT
- ◆ Subscription Billing
- ◆ Could include: e-commerce, 3PL, smart warehouse, advanced inventory, drop-ship, complex supply chain, freight integrations.



# System Strengths

## Sage Intacct

- ◆ Built for integration – open API for all data sources
- ◆ Best of breed paradigm
- ◆ Flexible multi-entity management and consolidation books
- ◆ QuickStart templates for businesses and non-profits
- ◆ In-app collaboration and messaging
- ◆ Quarterly upgrades
- ◆ Intacct Community, including customer ideas

## NetSuite

- ◆ Robust ecosystem to extend the platform into almost any industry.
- ◆ Ease and convenience of installing SuiteBundles for technology lifts
- ◆ NetSuite Bi-annual upgrade cycle
- ◆ Easy to integrate with iPaaS solutions.
- ◆ Global presence- support options everywhere
- ◆ Learning Pass- education at your fingertips
- ◆ SuiteAnswers – extensive knowledge base.
- ◆ Sandbox environment



# Use Case Example – Solar Investments Company

## Customer Challenge

- ◆ Each solar project is a unique company
- ◆ Each phase of project (funding, construction, operation) rolls up to different holding company
- ◆ Need to change rollups over time

## Sage Intacct Solution

- ◆ Multi-entity structure with domestic consolidations
- ◆ Sage Intacct consolidations can run to unlimited 'books' or rollups
- ◆ Consolidations can be modified and re-run
- ◆ Automated inter-entity balancing and inter-entity billing with auto elimination





# Polling Question

# Working With a Partner

- ◆ Evaluating options
  - ◆ We specialize in helping clients find the right software at the right price point.
- ◆ Working alongside your team
  - ◆ We plan and execute projects in a way that fosters collaboration and learning.
- ◆ We leverage proven methodologies of managing project scope, schedule, and budget.
- ◆ Continuity of services and relationship from implementation to customer success
- ◆ We recognize that you also have a day job.
- ◆ Critically, we understand that this project can't fail on your watch.



Q&A



Thank you!

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