

## Why Intacct?

When you choose a new financial management system, there are many factors to consider, especially if you are evaluating cloud financial applications. Our clients have told us that the following items are important when considering cloud financial management and accounting applications:

- Depth and maturity of financial management and accounting applications
- Quality and timeliness of business visibility
- Openness and ability to work easily with other strategic, best of breed applications
- Excellence in delivering on-demand financial management and accounting applications via the cloud
- Track record of client success and satisfaction
- Low total cost of ownership

Superior Accounting and Financial Management Applications  
Intacct features industrial strength financial applications in use by

thousands of companies for streamlining and automating critical financial business processes. Intacct dramatically increases the productivity

and value to the business of finance departments. Intacct's financial applications are compliant with GAAP, Sarbanes-Oxley and FASB standards and regulations.

Superior accounting and financial management applications means many things — the depth and maturity of the financial applications, how they support business process flexibility, how they manage more advanced functions such as multi-entity and multi-currency accounting and how they handle governance and compliance. Some industries have additional requirements for their financial management applications, such as support for complex revenue recognition rules associated with contract-based sales, or the ability to control and optimize the resources, utilization and profitability of billable organizations for services companies.

Intacct was designed by financial professionals for financial professionals, with guidance from thousands of customers and more than a hundred partners. As a result, we deliver superior, deep financial applications that excel at meeting the needs of a broad range of industries and organizations of many sizes. We devote more than 50% of our engineering resources to client and partner-driven features and



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

enhancements, and we release new features and improvements every month.

A hallmark of Intacct is that it is easy to deploy and easy to use. Intacct includes built-in best practices from successful implementations. We can be prescriptive or consultative, based on what works best for you.

If you need to do things your way, we have deep support for business process flexibility. For example, if you want to convert quotes directly to invoices, it's easy — you don't have to create sales orders if they are unnecessary to your business. And, Intacct has had full support for multi-entity and multi-currency businesses for years with real-time financial consolidation and rich intercompany capabilities.

One of the easiest ways to see the value of our product maturity is in the real-time global visibility in our dashboards and reports. And, when we say we are GAAP-compliant and support FASB standards, or that we help businesses comply with SOX or SOP 97-2, we have thousands of clients who can support these claims.

### Business Visibility, Insight and Understanding

Intacct's business visibility centers on the ability to drive meaningful, real-time information for actionable insight across the business, including financial, non-financial and operational data. This business visibility spans reports, analytics, alerts, notifications, lists, charts and dashboards that are available to both the finance department and to

**"We can now analyze data in ways we were never able to do before. As a result, Intacct not only helps us be more agile, but also enables us to be more strategic in our decision making."**

- Controller, Bulk TV and Internet

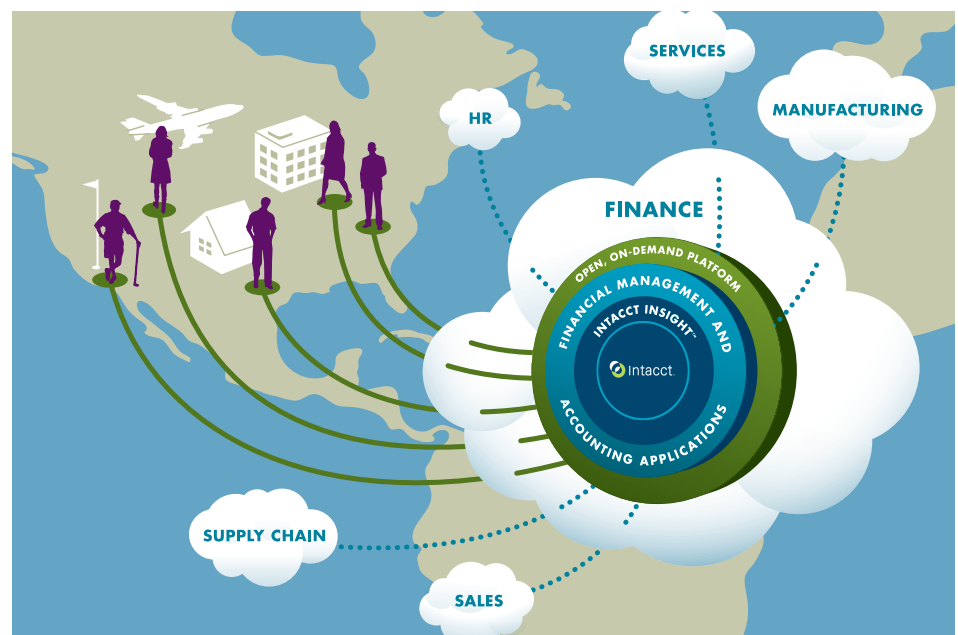
the company as a whole. It also includes the ability to "mash up" information from external sources such as business applications like Salesforce or consumer portals like Bloomberg, Reuters or even Google, with internal financial and operational information to enhance decision making.

Because Intacct is entirely web-based, employees, accountants and auditors just need access to a web browser and an Internet connection to interact with tailored, secure and personalized information. Intacct delivers superior security and access control, configurability of dashboards, flexibility of reports and analytics, and ease of use with filtering, sorting and drilling down into large amounts of information. We

call it Intacct Insight™, and it even extends to driving the visibility of key financial and operational metrics like occupancy per hotel property or days sales per franchisee so all employees can align their performance to company goals.

### Open Platform with Best of Breed Choices

Intacct delivers open, best of breed choices to ensure that all stakeholders work with applications that best meet their needs. If you want to use your favorite application for HR or payroll processing, we believe that your accounting package should make that easy. Similarly, if you need a good CRM or eCommerce application, we think you



Extend the value of Intacct with best of breed applications.

“Intacct is a robust financial management system with all the modules we need, including advanced revenue recognition. However, its real strength comes from seamless integration with our existing infrastructure.”

– Vice President of finance, JasperSoft

should be able to use what you want and not be forced to use modules provided by your accounting application supplier. That’s what we mean by open platform with best of breed choices.

Intacct’s open platform makes it easy for our customers to extend the value of Intacct by leveraging additional best of breed on-demand applications to round out the back office or to integrate with packaged and custom on-premises applications. Many companies use Salesforce for CRM, and Intacct is the most comprehensive financial management and accounting system seamlessly integrated with Salesforce, helping our customers close the loop between sales and finance and automate order-to-cash processes.

Some of the most common cloud applications that software companies are using with Intacct are Salesforce for CRM; Adaptive Planning for budgeting; ADP, CompuPay and Paychex for Payroll; JasperSoft for business intelligence; and Boomi and Pervasive for custom integration. Additional cloud applications that work with Intacct include options management, sales compensation, HR and human capital management, signature automation, ecommerce and many more.

### Reliable On-Demand Delivery

Organizations are gravitating toward the cloud delivery model for all types of on-demand business applications. The cloud model is compelling because it shifts many of the costs and risks of traditional on-premises software from the customer to the supplier. With no software or hardware to buy, install, maintain, or upgrade, the mandate for cloud applications grow as businesses are increasingly asked to do more with less.

Intacct cloud 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 with a Web browser and an Internet connection. This means your employees can work from home or from remote locations as easily as they can from the office, and they can work at any time of the day. You can use this flexibility to make it easier to recruit financial talent, to tap into labor pools in geographically lower cost areas for repetitive tasks and collaborate in real time with outside accountants and auditors.

The performance, availability and security characteristics of Intacct are much better than traditional on-premises

alternatives. Intacct has a team of experts managing the system 24 hours a day, seven days a week. The Intacct financial applications run in a Tier 1 data center with world class security, reliability, backup and recovery. Over the last year, Intacct’s financial applications have been unavailable on average for less than 30 seconds per day — very few companies come close to this level of availability with their own internal applications. We also include full disaster recovery through SunGard, so even if the data center is physically destroyed in a major catastrophe, you’ll be back up and running within 24 hours. Intacct provides further peace of mind for you by passing a rigorous, independent, SAS 70 Type II audit on our operational controls, ensuring the security of your hosted financial information.

### Client Success and Satisfaction

With traditional client-server business applications, Gartner and others report that as many as 70% of implementations fail to meet their objectives. This is because of the tremendous complexity of installing, customizing, implementing, integrating and operating the applications — with traditional on-premises applications, all of the burden is on you.

With Intacct, there is no software or hardware to buy, install or program to meet your needs. Intacct is easy to deploy through configuration, without customization or programming.

With Intacct cloud financial applications, more than 95% of our clients succeed in

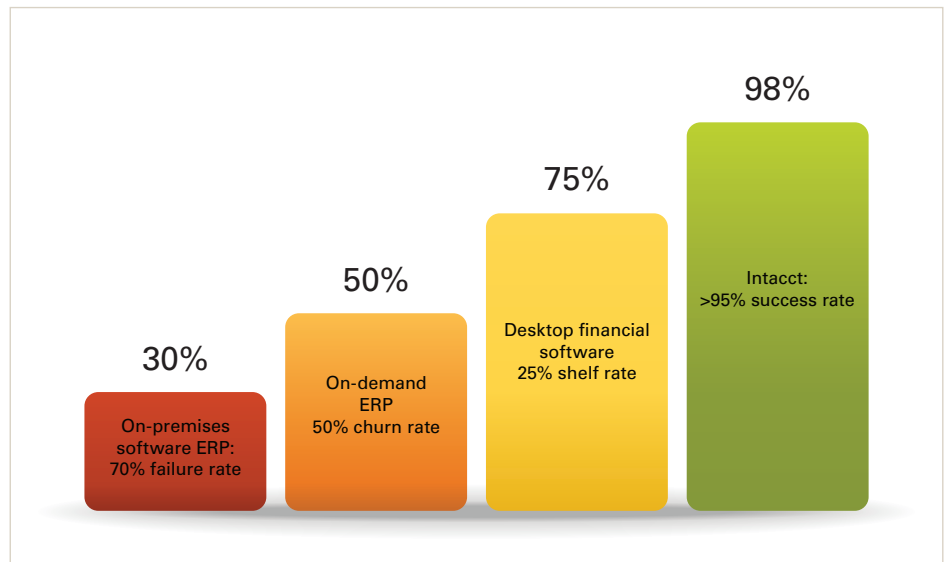
going live within three months of subscribing to our service. Because Intacct is a subscription service, our clients vote with their wallets — and every year more than 95% of our clients renew their subscriptions.

Intacct believes in the success of our clients and we compensate all of our employees based on customer satisfaction. We also make very specific commitments to our clients regarding the reliability, performance and quality of our services in our Buy with Confidence<sup>SM</sup> guarantee.

### Lowest Total Cost of Ownership

The cloud offers compelling economics when you compare it to traditional on-premises software. On-premises software requires costs to purchase the financial applications and any underlying infrastructure software, plus hardware, installation, implementation, integration, operations, maintenance, upgrades, training and administration. The largest costs are nearly always in ongoing operations — overhead IT staff to operate, manage and maintain the applications and the infrastructure to support them. This adds up to tremendous total ownership costs.

With Intacct cloud financial applications, there are no capital costs, no operating costs, no hardware or software to install or maintain, no programming, easy upgrades and low administrative costs. We also include free US-based support and free online training, all for an affordable and predictable subscription fee.



Intacct's commitment to customer satisfaction ensures client success.

With Intacct, you get reliable, industrial strength financial applications. Buy only what you need and receive excellent business value at the lowest total cost. We also believe in keeping things simple. Buy the Intacct applications that best suit your business needs and add full-function and finance users or casual employee users at affordable prices. We don't charge extra for technical support, upgrades or online training. And, we don't force you to buy additional applications like CRM or eCommerce that you may not want or need.

Our fixed-price implementation packages mean that we share in the financial risk of getting you up and running. It is no accident that we provide the best value and lowest total cost of ownership of any supplier of financial management applications, either on-premises or on-demand.

### 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 run your business, on-demand.

