Data sheet

Sage Intacct SaaS Intelligence

Transform reporting, decision making, and fund raising with real-time SaaS metrics

Software as a Service (SaaS) and subscription-based company leaders need to measure many robust metrics to understand the health of their business. Without a holistic view of each customer relationship and the ability to differentiate committed monthly recurring revenue (CMRR) and other levers that affect top-line revenue, business leaders are in the dark on what actions to take to grow revenue most effectively.

Eliminate days to weeks of manual preparation

Sage Intacct provides a single source of truth for your entire customer lifecycle. Salesforce, Salesforce CPQ, and your financials are always in sync from the initial sale to add-ons, downsells, and renewals. The SaaS metrics available on SaaS Intelligence—MRR, churn, renewal, CAC, and more—are automatically calculated in real-time as sales transactions occur, saving time and eliminating errors. You can skip those all-nighters building your reports in spreadsheets for executive, board, and investor meetings.

Make agile, data-driven decisions

With a click of the mouse, you see all of your SaaS metrics on a single, visual dashboard with performance cards, reports, charts, and graphs. You capture your unique outcomes with SaaS metrics tailored to your business processes.

Trends, benchmark comparisons, and drilldowns to source data allow you to provide instant, actionable insights to your key stakeholders. You become a valued partner by enabling the business to make agile, well-informed decisions.

Measure the metrics that matter to investors

Regardless of your company stage, Sage Intacct helps you measure and monitor the metrics that matter to you and your investors:

- In the **early stage**, you need to prove your revenue model with metrics such as CLTV and CAC.

- During your **growth stage**, you need to show your recurring-revenue model is working with net change in CMRR, upsells, renewals, revenue churn, customer churn, and more.

- In the **late stage**, you need to demonstrate you're running a profitable business with metrics such as gross margin.

Sage
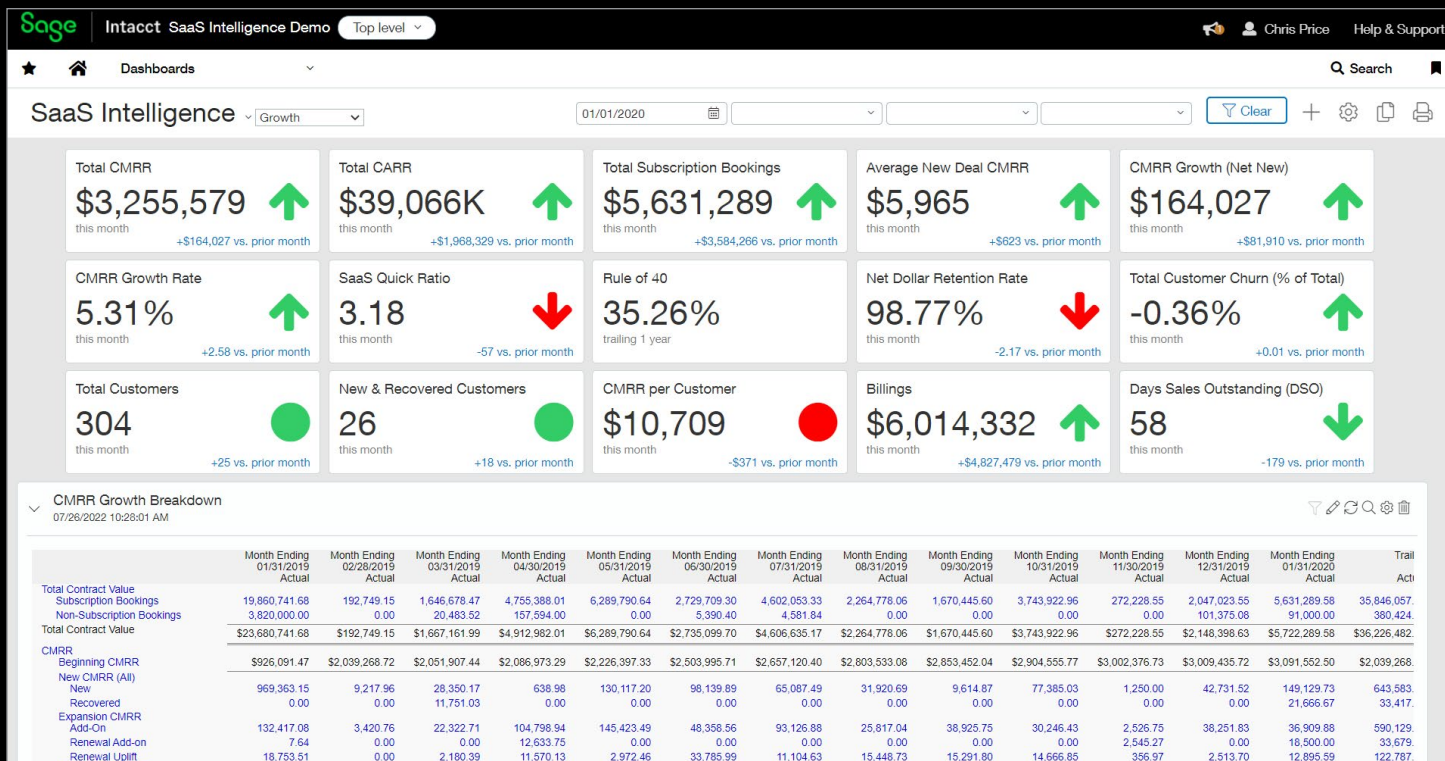
Sage Intacct SaaS Intelligence is a prebuilt, configurable dashboard that delivers instant insights to guide your business decisions and prove success to your investors.

"Going in front of the Executive Team to present these metrics is spurring conversations about where to focus our efforts. Having these insights that are actionable and strategic come out of the finance department is really cool."

~ Sam Robertson, Corporate Controller, Quest Analytics

A Sage partner