



Armanino^{LLP} Welcomes You To Today's Webinar:
Latest Updates in the Sage Intacct 2017 Releases 4 and 4.1

About the Presenters



Minesh Patel

Manager, Sage Intacct, Armanino

Minesh is a Manager within Armanino's Sage Intacct Consulting Practice with experience working on 100+ Sage Intacct implementations and is a Certified Sage Intacct Implementation Consultant. Prior to joining the firm in 2013, Minesh held positions in public accounting and at a cloud solutions start-up that was eventually acquired. While at the start-up, he led system implementations to achieve and automate business processes around Accounting, Budgeting, Forecasting, and Fixed Assets. He has extensive experience with various ERP systems, as well as Joseph Eve, Concur, Nexonia, BaseCamp, and DropBox.

About the Presenters



Brenda Kahler, CPA, CGMA
Manager, Sage Intacct, Armanino

Brenda has 15+ years of accounting experience primarily with nonprofits in Big 4 public accounting and in-house as a Controller. Prior to Armanino, she lead a Sage Intacct implementation as an Armanino client for a \$50M nonprofit operating in 20+ countries. She has extensive knowledge of nonprofit accounting and compliance requirements, including US Single Audit requirements.

Agenda



- Contracts
- Salesforce Integration
- Projects
- Order Entry
- Workflow
- Inventory
- Other Enhancements



Contracts

On-hold: Billing and Revenue Schedules Cut the Cord



- Place a billing schedule on hold independent of the associated revenue schedule
- And vice versa, resume them separately as well, giving you more precise control over managing your schedules



On-hold: Billing and Revenue Schedules Cut the Cord



In the applicable **Contract line** pop-up window, click **More Actions** and then click **Hold contract line**.

A screenshot of a software dialog box titled "Hold schedules for contract line". The dialog has a dark blue header bar with the title and a close button (X) and a refresh button (circular arrow). Below the header, there are three unchecked checkboxes with the following labels: "Apply to billing schedules", "Apply to revenue schedules", and "Apply to expense schedules". At the bottom of the dialog, there are two buttons: "OK" and "Cancel".

Hold schedules for contract line

- Apply to billing schedules
- Apply to revenue schedules
- Apply to expense schedules

OK Cancel

On-hold: Billing and Revenue Schedules Cut the Cord



In the applicable **Contract line** pop-up window, click **More Actions** and then click **Resume contract line**.

A screenshot of a software dialog box titled "Resume Contract Schedules". The dialog has a dark blue header bar with the title and two icons on the right: a square with an arrow pointing up and right, and a close "X" icon. Below the header, the text "Resume date" is followed by a text input field with a calendar icon on the right. Below the input field are three checkboxes, each followed by text: "Apply to billing schedules", "Apply to revenue schedules", and "Apply to expense schedules". At the bottom right of the dialog are two buttons: "OK" and "Cancel".

Resume Contract Schedules

Resume date

21

Apply to billing schedules

Apply to revenue schedules

Apply to expense schedules

OK Cancel

Permissions to Generate Invoices Are More Secure



- Previously, all Contracts users who had the **Contract** permission set were able to preview and generate invoices.
- To allow you to better protect these responsibilities, Sage Intacct has added the following **Generate Invoices** permissions to Contracts:
 - **Preview** = Business or Project Manager
 - **Generate** = Business User



Automatic Bundling & Other MEA Enhancements



In a **multiple element arrangement** (MEA) contract, typically all or most of the contract lines in the contract will be included in the same allocation bundle.

Contract default

Billing template	EXPJ1 template
<input type="text"/>	<input type="text"/>
RRJ1 template	EXPJ2 template
<input type="text"/>	<input type="text"/>
RRJ2 template	<input checked="" type="checkbox"/> Default bundle

Automatic Bundling & Other MEA Enhancements



Contract MEA bundle Preview MEA Apply MEA & Save Cancel Help More

Name *
Journal2 First allocation

Adjustment Type *
Walk forward

Description
Journal2 First allocation

Apply to journal 1

Effective date *
01/01/2017

Apply to journal 2

Contract
CON-001--10-17 MEA bundle test

Customer
1--Power Aerospace Materials

Bundles

Contract line no	Item	Item name	Bundle#
1	7	Web server	1
2	01	Text messages	1
3	16	Gold level service	1

Automatic Bundling & Other MEA Enhancements



Every contract line will be accounted for in an allocation process.

- Previously, Sage Intacct allowed more than one allocation associated with the same journal that had the same effective date but with different selected line items.
 - Example: A contract with four lines could have one allocation associated with Journal 1 effective 1/1/17 that bundled items 1 and 2, and another allocation associated with Journal 1 effective 1/1/17 that bundled items 3 and 4.
- Now there will be **one allocation per associated journal(s) per effective date** and all contract lines will be accounted for in that allocation process.



Adjustment to Straight Line Revenue Calculation



Previously, Sage Intacct calculated all partial periods in the straight line recognition term as follows:

- Total schedule amount / total # of days in the recognition term = daily allocation rate
- # of days in the partial period(s) * daily allocation rate = amount of partial period(s)

Calculations for the following two partial period scenarios have changed:

- When there are partial periods in the first and last period
- When the revenue start date is the last day of the month and the last period is a whole period



Adjustment to Straight Line Revenue Calculation



Sample calculation when there are partial periods in the first and last period

- You have a contract line for \$1,200 with a recognition term of 1/15/2017 to 1/14/2018:

$$\text{\$1,200} / 12 \text{ periods} = \text{\$100}$$

$$\text{\$100} / (17 \text{ days} + 14 \text{ days}) = \text{\$3.2258064516129}$$

$$17 * \text{\$3.2258064516129} = \text{\$54.84} \text{ (initial period)}$$

$$14 * \text{\$3.2258064516129} = \text{\$45.16} \text{ (last period)}$$

Example

Adjustment to Straight Line Revenue Calculation



Sample calculation when the revenue start date is the last day of a month and the last period is a whole period

- Revenue terms that start on the "end of the month" and end on the "end of the month" are treated as full periods in between
- You have a contract line for \$1,200 with a recognition term of 1/31/2017 to 12/31/2017. Intacct counts 11 full recognition periods:

$\$1,200 / 11 \text{ periods} = \109.0909090

$\$109.0909090 / (31 \text{ days}) = \3.5190615835777

$\$3.5190615835777 * 1 \text{ day} = \3.5190615835777

$(\$1,200 - \$3.5190615835777) / 11 =$

$\$108.7700994401493$

Example

Salesforce Integration

Better Tracking & Automation on Renewals



Renewal Template

Renewal options

Contract creation details

Renewal action

- Create opportunity in Salesforce
- Create contract in Intacct

When

Days

10

Contract end date

- Before
- After

Pricing options

Pricing

with

- Same as original
- Suggested price
- Custom
- Markup / Markdown

of

Percentage Markup

%

5

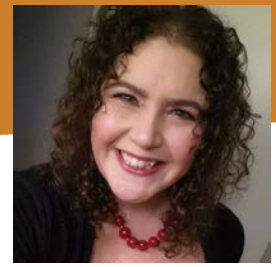
Renewal action

- Create opportunity in Salesforce
- Create contract in Intacct

Enable sales teams to manage the contract renewal process in Salesforce.

- **Automate** opportunity creation for renewals
- **Apply** pricing options from Intacct renewal templates
- **Track** contract line level renewal upgrades and downgrades

Create Renewal Templates for SFDC Opportunities



Step 1

- In Sage Intacct set the Renewal action to “Create Opportunity in Salesforce”

Step 2

- In Salesforce, enable renewal opportunities at the Sage Intacct Configuration screen:

Automatically Create Renewal Opportunities and Contracts

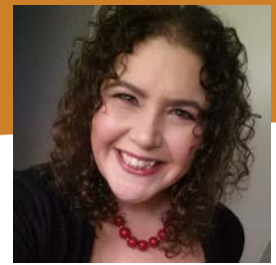


Step 3

- Use the template on your Contracts to renew

A screenshot of the Sage Intacct 'Renewal Template' configuration screen. The title 'Renewal Template' is at the top in green. Below it is a section 'Renewal options' with a dropdown arrow. Underneath is 'Contract creation details' with a sub-section 'Renewal action' highlighted by a red rounded rectangle. It contains two radio buttons: 'Create opportunity in Salesforce' (selected) and 'Create contract in Intacct'. Below this are 'When' and 'Days' (input field with '10'), 'Contract end date' (radio buttons for 'Before' and 'After'), 'Pricing options' with 'Pricing with' (radio buttons for 'Same as original', 'Suggested price', 'Custom', and 'Markup / Markdown' selected), and 'of' (dropdown menu with 'Percentage Markup' selected) and a percentage input field with '5'.

Advanced CRM Integration Updates



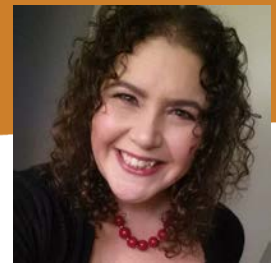
- The Salesforce package has been updated to support growth. No downtime or interruption of service required.
 - Your Salesforce administrator may receive the below notice that an update was applied:

Your request to install package *Intacct Advanced CRM Integration 2.11* was successful.

- The renewal opportunity stage now defaults to the value set on the Sage Intacct Configuration page in Salesforce.
- The number of decimals supported has been increased to 4 on the Salesforce product object's Standard Cost field
- The Too many DML rows: 10001 error seen in Salesforce has been resolved

Projects

Historical Insights on Projects



- Historical view of **observed percentage complete** for better tracking over the life of the project
- “As of dates” for better tracking and revenue recognition – automatically adjust revenue recognition schedules when based on observed percentage complete

Project Information

Project	Additional info	Resources & pricing	Project summary	Invoice options	Tasks
∨ Progress					
Calculated % completed		Approved duration			
%		0.00			
Estimated duration		Remaining duration			
300.00		300.00			
Actual duration		0.00			
Observed % completed					
		As of date *	% complete *	Note	
☰	1	01/31/2017	33.33		
☰	2	04/01/2017	66.66		
☰	3	07/01/2017	100.00		

Order Entry

Miscellaneous Print/Email Enhancements



The **Print/Email Documents** page lets you print and/or email multiple Order Entry documents at the same time:

The screenshot shows a 'Filters' section with the following options:

- Previously sent:
- From customer: [Dropdown menu]
- To customer: [Dropdown menu]
- Customer group: [Dropdown menu]**
- Customer type: [Dropdown menu]**
- From item: [Dropdown menu]
- To item: [Dropdown menu]

- **Customer group filter**
- **Customer type filter**
- **Sorting preference**
- **document template** - the results page now identifies the document template that will be used when printing the corresponding invoice

Sales Transactions



- **Print/Email** button – this button is now accessible when a sales transaction is in Edit mode
- **Document template** – the **History** tab now displays the document template associated with the sales transaction

Sales Invoice

Transaction	History	Payment details
Created by hnguyen	Printed No	
Modified by hnguyen	Last delivered date --	
Date 10/09/2017	Last delivered by --	
Customer C-00045--MetroAtlantic, Inc.	Document Template MetroAtlantic doc template	
Document number SI-00708	Email History	

Workflow

Purchasing Approval Validations



For this policy, check your configuration to avoid approval issues.
Some employees don't have an employee manager. [Assign](#)
Some departments don't have a department manager. [Assign](#)
Some locations don't have a location manager. [Assign](#)

Employee Manager Approval

- If any employee who is a user and has permission to add purchasing transactions doesn't have a manager, Sage Intacct will issue a warning

Department and Transaction Department Approvals

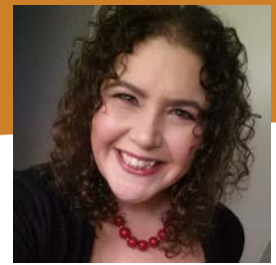
- If any department doesn't have a manager, Sage Intacct will issue a warning

Transaction Location Approval

- If any location doesn't have a manager, Sage Intacct will issue a warning

NOTE: The approval policy will be saved even if there are warnings.

Faster Mapping in Spend Management



- On the Spend Management configuration page you can now download an import **template to create or update GL group to GL account mappings**

The screenshot shows the 'Import mapping' button in the top right corner of the 'ITEM GL GROUPS' table. A red arrow points from this button to the 'Import Item GL Group To GL Account Map' dialog box. The dialog box has a title bar with 'Help?', 'Close', and 'Import' buttons. Below the title bar, there is a section for downloading the mapping template and uploading the mapping file. A red arrow points from the 'Mapping template' link to the first row of the preview table.

	A	B	C
1	DONOTIMPORT	GL_ACCOUNT_NUMBER	ITEM_GL_GROUP_NAME
#		Field Name: GLACCOUNTNO	Field Name: ITEMGLGRNAME
	Any row which starts with a # will be ignored during import	UI Field Name: GL account	UI Field Name: Item GL groups
		Type: Character	Type: Character
		Length: 20	Length: 40
		Default Value: None	Default Value: None
		Valid Values: Numerals, periods, hyphens	Valid Values: Any
		Dependencies: None	Dependencies: None
		Required: Yes	Required: Yes
		Editable: No	Editable: No
2			
3		6000	SW GLGroup
4			

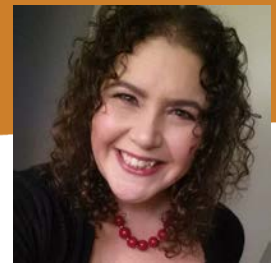
On Hold & On Order Auto-Reversal



- With the enhancement to include quantity and value of inventory on the same transaction definition (usually invoice), **automatic reversals will now look back two levels** instead of one
- Corrects the issue where the Shipper would not effect inventory when converted to a Sales Invoice because the transaction was on hold or on order



On Hold & On Order Auto-Reversal



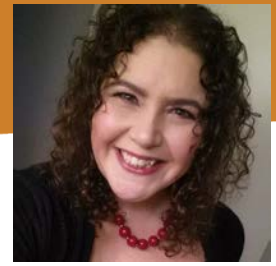
- Order Entry workflows with explicit On Hold decreases



- Purchasing workflows with explicit On Order decreases



Web Services Enhancements



Purchasing

- Ability to list all purchasing transactions that are ready for approval, then approve or decline as needed.
- Get the approval history for a given purchasing transaction

Contracts

- Post all contract expense schedule entries or contract revenue schedule entries for a given customer or contact.
- Post individual entries according to their record numbers
- Hold and resume contract lines and expenses
- Ship to contact on contract lines to more accurately calculate sales tax
- Transfer inventory between warehouses with different base currencies
- Convert by line for Inventory and Order Entry transactions
- Create invoices for any contracts with billable transactions – invoices can be created online or offline

General

- API documentation for legacy functions is now documented and available
- Support for TLS 1.0 will be disabled in March 2018

Inventory

Getting & Keeping Inventory Costs Up to Date



Recalculate Inventory Costs

New look coming soon

Analyze costs

Update costs

Cancel

General

Name

Identifies the recalculation so you can find it later.

Description

Email address

Send the execution status to this email address.

Filters

Item group

From item

To item

Warehouse

Cost method Average cost
 Standard cost
 FIFO
 LIFO

Additional filters for item groups and support for all cost methods

Recalculation options

Report option Show all transactions in COGS report

Update start date

Costs are updated starting from this date. The period must

Select to get additional diagnosis information

Getting & Keeping Inventory Costs Up to Date



A **scheduling feature** – after you've brought your historical costs up to date, scheduling the costs to be updated on a regular basis helps keep them current.

▼ **Schedule**

Run cost recalculations on a schedule Schedule
Scheduled runs stop only when you delete the 'Schedule' entry on the list of runs.

Recalculation type Analyze
 Update
Analyze does not affect costs, but updates can.

Repeats

Every days

Start date

Ends Never
 After occurrences
 On

Select to create a schedule and define the characteristics for automatically running a recurring cost recalculation

Adjustment to Straight Line Revenue Calculation



Best practice to keep your inventory costs in good shape is to assess and resolve the costing issues in your historical data:

1. Recalculate the costs with the **Analyze** option. Make any necessary adjustments for the issues you found in the results of the analysis, such as changing misconfigured transaction definitions, and run another **Analyze**.
2. Recalculate the costs with the **Update** option
3. After you've brought your historical costs up to date, **Schedule** the costs to be updated on a regular basis



Warehouse Transfers for Multi-Entity with Multiple Base Currencies



New fields in the Transfer out and Transfer in subsections display the base currency of each entity and the exchange rate information you can use to specify the exchange rate for converting the transaction.

Warehouse Transfer

Transfer out

From warehouse *
WH10005--US California

Base currency
USD

Dimensions

Location *
1--United States of America

Vendor

Transfer in

To warehouse *
WH10008--India Bangalore

Exchange rate
65.309

Exchange rate type
Intraoct Daily Rate

Base currency
INR

Exchange rate date
10/02/2017

Dimensions

Location *
2--India

Vendor

New fields to display the base currency of each entity and specify the exchange rate for converting the base currency of the Out entity to the base currency of the In entity

Warehouse Transfers for Multi-Entity with Multiple Base Currencies



Example:

GL account	Debit	Credit
Due from (from IET account setup)	1,000.00 (USD)	
Inventory (from transfer-out transaction definition)		1,000.00 (USD)

Note: The amount is calculated as 10 units * 100 USD.

The GL entry for the transfer-in transaction to the warehouse in the India entity would be:

GL account	Debit	Credit
Inventory (from transfer-in transaction definition)	65,309.00 (INR)	
Due to (from IET account setup)		65,309.00 (INR)

Note: The currency conversion is calculated as 10 units * 100 USD * 65.309 exchange rate.

More Efficient Kit Costing Reports



A **Kit Costing custom report** is a great resource for looking at your inventory costing

Subtotal by dimension, such as location

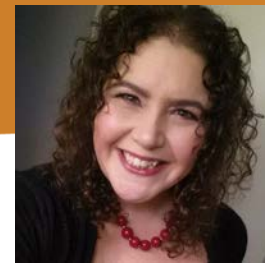
Filter the results to a time period, such as a month

See which application was the transaction source

Subtotal name	Warehouse Name	Document Date	Document ID	Item	Price	Quantity	In/Out	Source Module
Kit Costing								
▼ Arizona								
	US AZ Warehouse 10001	07/24/2017	Sales Invoice-SUBINV#0394#doc	A001	140.00	10.00	Decrease	Order Entry
	US AZ Warehouse 10001	07/26/2017	SYS-Warehouse Transfer Out-WT-0001-Out	A001	100.00	35.00	Decrease	Inventory
	US AZ Warehouse 10001	07/10/2017	Sales Invoice-SUBINV#0392#doc	A002	140.00	25.00	Decrease	Order Entry
	US AZ Warehouse 10001	07/03/2017	Vendor Invoice-VI#0098#doc	C001	50.00	100.00	Increase	Purchasing
▼ California								
	US CA Warehouse 10002	07/26/2017	SYS-Warehouse Transfer In-WT-0001-in	A001	100.00	35.00	Increase	Inventory
	US CA Warehouse 10002	07/31/2017	Vendor Invoice-VI#0100#doc	A001	88.00	50.00	Increase	Purchasing
	US CA Warehouse 10002	07/05/2017	Sales Invoice-SUBINV#0393#doc	A005	130.00	35.00	Decrease	Order Entry
	US CA Warehouse 10002	07/19/2017	Vendor Invoice-VI#0099#doc	A005	75.00	40.00	Increase	Purchasing
	US CA Warehouse 10002	07/05/2017	Sales Invoice-SUBINV#0393#doc	B005	80.00	70.00	Decrease	Order Entry
	US CA Warehouse 10002	07/05/2017	Sales Invoice-SUBINV#0393#doc	B005	80.00	70.00	Decrease	Order Entry
	US CA Warehouse 10002	07/19/2017	Vendor Invoice-VI#0099#doc	B005	40.00	40.00	Increase	Purchasing
	US CA Warehouse 10002	07/31/2017	Vendor Invoice-VI#0100#doc	C001	50.00	25.00	Increase	Purchasing

Other Enhancements

Administration Improvements



Audit Trail Enhancements

- You can now export the audit trail report to PDF format
- View the audit trail for a financial report or graph from the Reports Center

Reports Center

Navigation: Favorites | **All reports** | Memorized | Scheduled | My reports

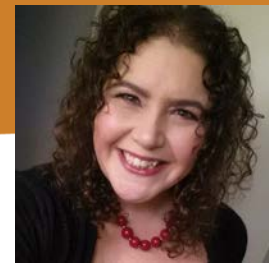
View: All applications

Financial reports

[View stored reports](#)

Report Name	Edit	Export as	More actions
★ Annualized	Edit	Exp	Process and store View Audit Trail Schedule Edit Delete
★ Deferred revenue	Edit	Exp	
★ Warehouse hierarchy	Edit	Exp	
★ Revenue graph 📊	Edit	Exp	

Other Enhancements



Close Books Faster

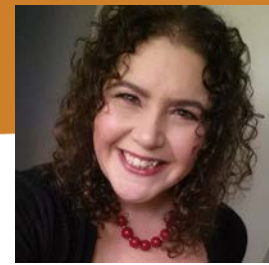
- Dramatic improvements in performance have greatly sped up closing process. **No longer have the need to process offline**, closing the books is instant, even for multiple periods across multiple entities

AP Workbench

- **No more exceptions** for auto-application of inline credits for cash and multi-book companies
- Added the **ability to filter** by Entity and Pay Source Entity when paying bills

Improved Emails from You

- You can now setup the subdomain **intacct-mail-verify** and add your email sender key to this subdomain instead of your company's domain
- Removed the **Enforce DNS** checkbox. Now, Sage Intacct enforces DNS validation when you enter a domain name in the Email sender domain field



Print/Email Invoices with Aging Buckets in the Invoice Currency

- You can now calculate Customer aging buckets using the transaction currency – update this under the Print/Email Invoice/Documents page

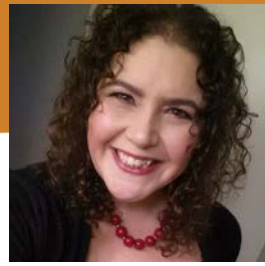
Costing Change for Inventory Items with Standard Cost

- **Removed Standard cost field from the header** because no currency is associated with the value, and we now use a cost of zero instead

Prepaid Expense Amortization

- **Documentation** is now available in the Help Center, including setup and workflow information

Other Enhancements

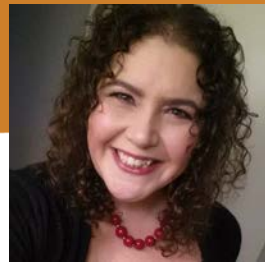


- **Action UI**

- Improved layout - tightened up vertical spacing
- Reconciliation pages - returned these pages to Coming Soon status
- Audit Trail is now converted to Action
- Dialog boxes: Enhanced to enable printing or sending to XML and closing with ease
- Continuing to make updates, please continue to submit feedback using the “Send Us Feedback” link at the top of the page

action
Opt-in beta

1099 Enhancements



- The 1099 flag on manual payments is now editable when you duplicate the transaction
- Purchasing module can now be configured to enable the 1099 flag, box, and override for purchasing transactions
- AP Adjustments can now be flagged as eligible to be included on the 1099
- AP Adjustments can now be pulled into the 1099 report
- Clarified the process of automatically updating vendor or employee transactions

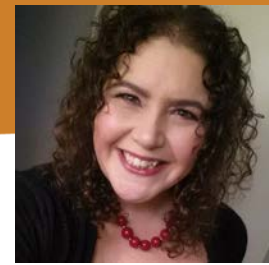
Confirm 1099 updates

How would you like to apply the updates?

Update all transactions for this vendor for the current and prior year based on modified 1099 information

Do not update previous transactions

Cancel Save



New final version is coming out in the Action UI mid-2018

- First release with new look and feel coming in R1 2018
- Tabbed pages to enable book setup and editing
- Easily see what has been consolidated
- Ability to create, edit, duplicate, and delete books
- Ability to schedule consolidations on a set schedule

Book setup Save Cancel More actions

Book information Entities to consolidate Journals Accounts to override

Name *	Description *	Default department
<input type="text"/>	<input type="text"/>	<input type="text"/>
Statistical journal symbol *	Statistical journal title	Budget
<input type="text"/>	<input type="text"/>	<input type="text"/>
Translation method for Balance sheet accounts *	Income statement accounts *	Accounting method
Ending spot rate	Weighted average rate	Accrual

Currency

Currency *	Exchange rate table
<input type="text"/>	Interact Daily Rate
Currency exchange gain / loss account on	
Net income *	Net assets *
<input type="text"/>	<input type="text"/>



During this webinar, we've covered:

- Contracts
- Salesforce Integration
- Projects
- Order Entry
- Workflow
- Inventory
- Other Enhancements





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