# Year in Review and What's Next

Linda Pinion
Principal Solutions Consultant, Sage

Dale Stratton
Software Services Manager, Dean Dorton

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# Objectives

1. Understand the latest functionality in Sage Intacct
2. Become familiar with emerging accounting technologies
3. Learn about practical applications of new software features

# The great thing about learning is nobody can take it away from you.

- B.B. King

# 2024 - Year in Review

# Delivering value and insights

Time and Cost Savings

Growth

Manage Risk

**350+ Enhancements**

***Last 6 releases***

# Sage Intacct 2023 Release 4 Highlights

## Our Mission = Your Success

***Knocking down barriers so everyone can thrive***

### Automation Advancements

- **Advanced Ownership Consolidations (GA)**
- **Reconciliation enhancements**
- **Receive single AR Payment for multiple customers**

### Industry Insights

- **Ministry Intelligence and Project Intelligence**
- **Inventory Fulfillment (GA)**
- **Construction Cloud Solution**

### Confident Compliance

- **1099 e-filing and annual updates**
- **PwC Control Insights (EA)**

*Every year we offer close to 200 new features and improvements with many of them from you.*

# Sage Intacct 2024 Release 1 Highlights

## Boost organizational efficiency and enhance decision-making insights

### Seamless data integration

- **Sage Fixed Assets Management—** A native solution that **automates** depreciation and **connects** to Accounts Payable.
- S**age Intacct Data Flow**—Prebuilt **CRM data flows** for a 360-degree view between Finance and Sales.
- **Sage Intacct Forms and Operational Flows—Streamline and digitize your data collection and organization workflows.**

### AI automation advancements

- **Sage Intacct Professional Services Automation—AI powered project resource management learns from wins and losses.**
- **AP automation multi-line GL coding (EA)—Expanded AI model for bills predicts GL coding and dimensions at the line level.**
- **PO line level matching (EA)**—**AI powered matching** and variance notifications expands to the **line level.**

### Industry insights

- **Commitment compliance for construction—Ensure purchase orders and subcontracts meet your compliance requirements.**
- **Enhanced project contract billing details**—Use project contract enhanced totals for **up to the minute insights** into your contract billing.

*Every year we offer close to 200 new features and improvements with many of them from you.*

# Sage Intacct 2024 Release 2 Highlights

## Knocking down barriers so everyone can thrive

### Strength in financials

- Expanded Financial Reporting Options for Projects
- Blanket PO Price Conversion
- Bank Matching Sequence Report
- **PwC Control Insights**

### Industry insights

- **Sage Intacct Fundraising Powered by DonorPerfect**
- Boosted Revenue Management
- Construction Enhancements
- **Supplies Inventory (Early Adopter)**

### Ease-of-use

- Bank Transaction Assistant file import
- Sage Intelligent Time
- Employee Expense Allocations
- **Sage Fixed Asset Management: Purchasing integrated**

### Platform power

- Rest API (Open Beta)
- **New Lists (Open Beta)**

# Sage Intacct 2024 Release 3 Highlights

## Boost organizational efficiency and enhance decision-making insights

### Strength in financials & platform

**Enabling better productivity**

- Transaction history visibility made easy with **Original document workflow**
- **Usage Insights provides pre-built metric dashboards to facilitate operational decision-making about your accounting processes.**
- **Unapply AP credits to easily change the application of credits in Accounts Payable**

### Automation & reporting advancements

**Furthering automation story**

- **AI-powered AP Automation** now GA in all regions (except Germany)
- **New! Automated workflow for expenses (Early Adopter) – Leverage AI to assist coding receipts and expenses for accuracy and simplification**
- **New Interactive Custom Report Writer (ICRW) Order Entry Reports and Purchasing Reports** allow you to unlock the power of your data and make smarter decisions

### Industry insights

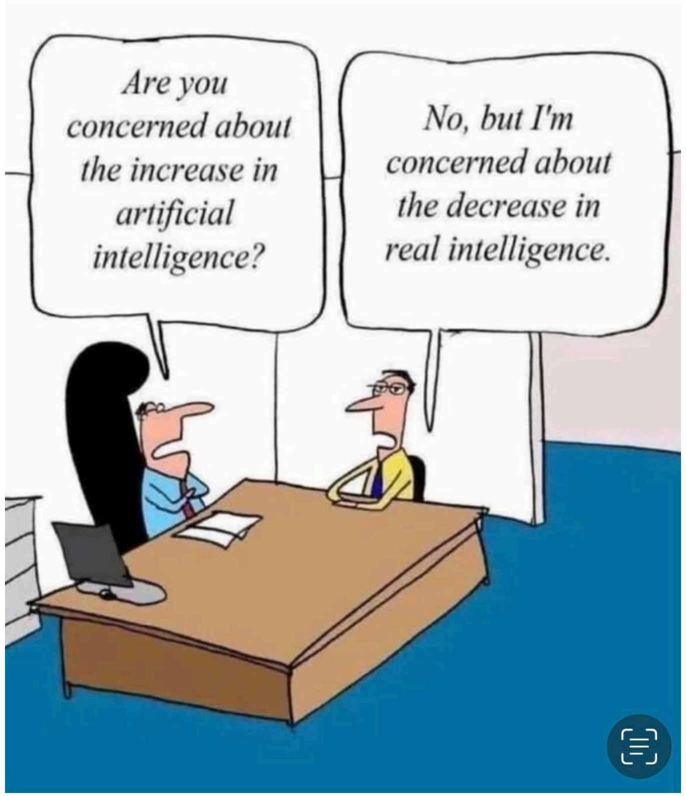
**Extending solution capabilities**

- **Forms and Operational Flows- Automate client onboarding and client portals and enhance vendor contracting**
- **Kanso Connector** (EA) offers robust housing management solution (US only)
- **Contract dimension—Categorize order entry transactions to improve visibility and reporting capabilities**
- **Manage Contracts** allows bulk management to multiple contract schedules as well as billing schedules

*Every year we offer close to 200 new features and improvements with many of them from our customers.*

# Where are we in our AI Journey?

- GL Outlier Detection
- AP Automation
- Bank Reconciliation
- Bank Transaction Assistant
- Sage Intelligent Time
- Sage CoPilot



# Demo
# Dale Stratton

# Coming soon….

# What’s on the roadmap?

- Retainage for Projects and Grants
- Employee Expense Automation
- Employee Expense Inbound
- Customer & Vendor Reconciliation Report
- Annual 1099 Updates
- Enhanced customization for AR Statements
- Updates to Sage Intelligent Time/Rate Cards and Time Clocks
- Construction enhancements to Work in Process (WIP) reporting
- And more!

# Resources

- Champions
- Community
- Help Center
- Meetups
- Member Masterclass
- Professional Services
- Sage University
- Support
- Transform
- User Enrichment Workshops

# Community access request

- https://forms.office.com/Pages/ResponsePage.aspx?id=fN0yPvZBLUmho8WOsCz0-HcrH8IrRFtOmjzrKQPxh89URUExOFpNUk9HSTRTTEhTTUtLMkE1OUVNOC4u

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# User Enrichment Workshops

- Learn from Sage Intacct experts to extend your knowledge and implement best practices alongside your peers.

# Join Sage Champions

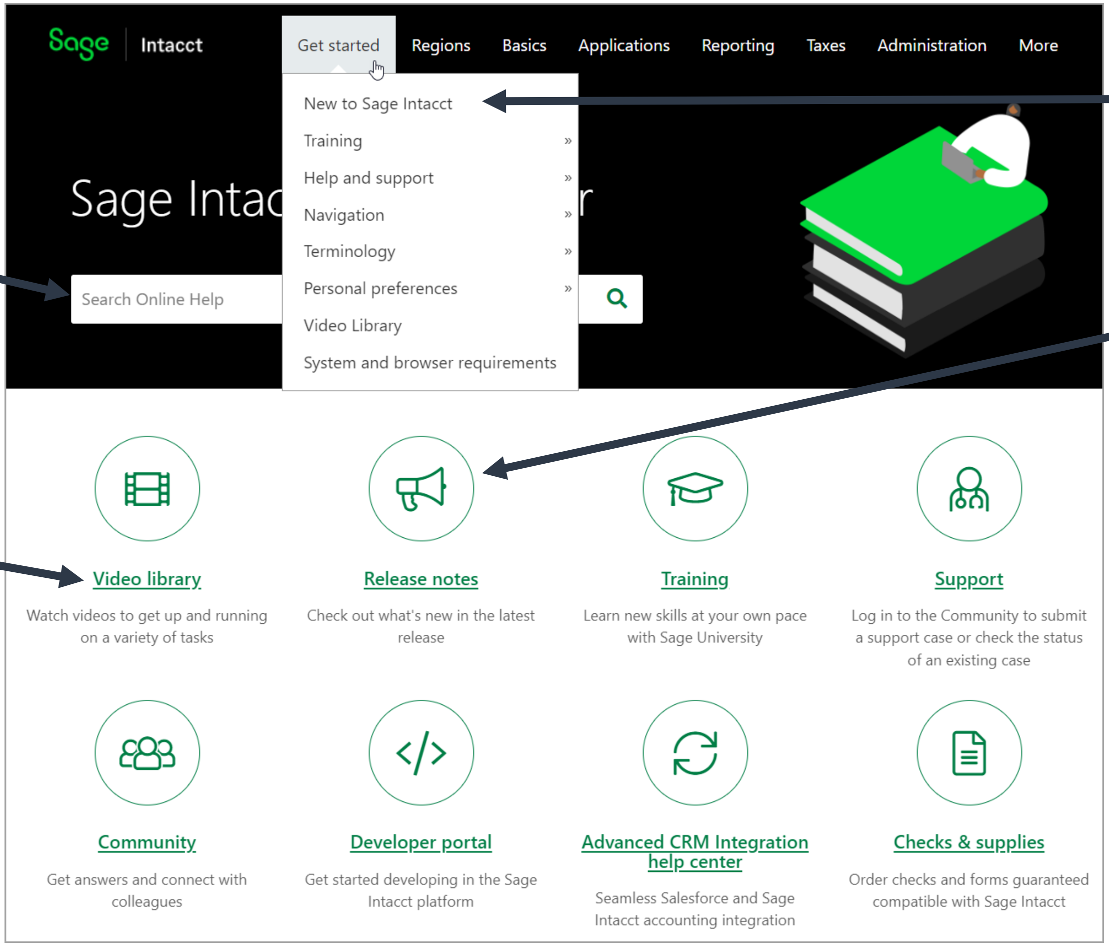
## The Sage customer advocacy program

Earn exclusive rewards and show your love for Sage on your schedule

# Got questions? Help is on the way.

Searchable, browsable answers.

Video library




New to Sage Intacct

Release notes

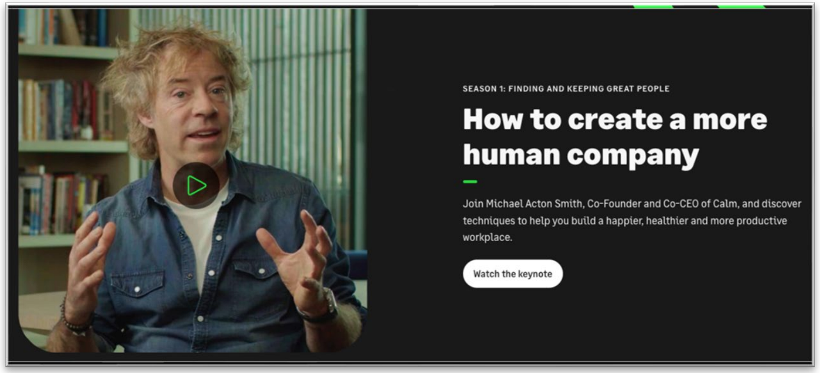
# Discover the Member Masterclass

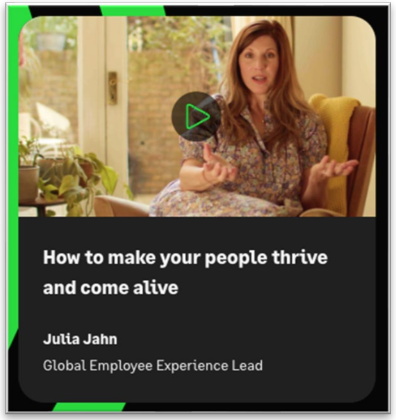
- Built exclusively for Sage members and available to everyone for a limited time only.

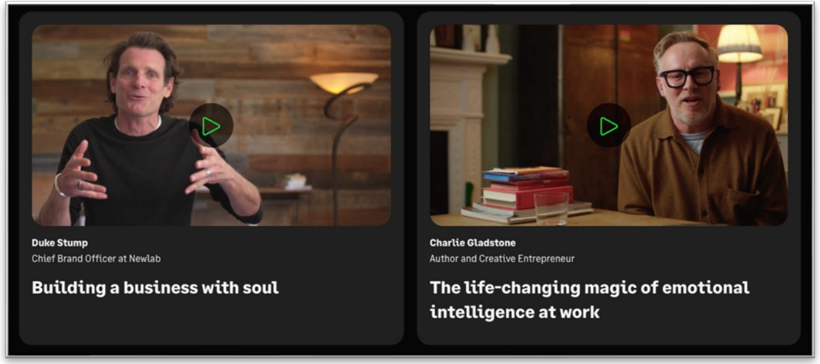
**Season 1: Finding and keeping great people**

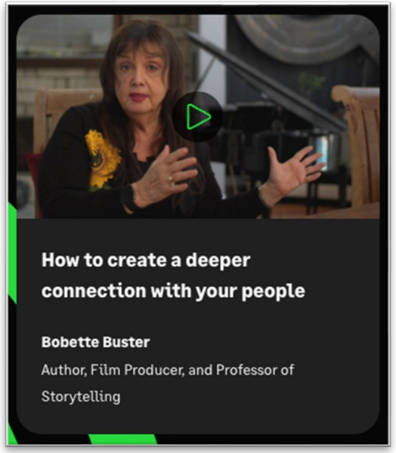
**Season 2: Unlocking Productivity**

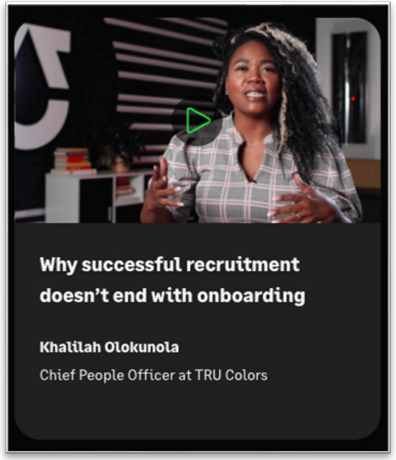
- Visit sage.com/us/masterclass now and learn from visionary leaders.

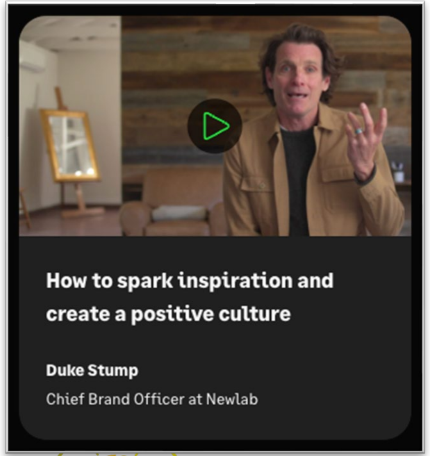



**And more…**

# TRANSFORM CONTINUES TO TRANSFORM.

**Save the date**

Atlanta, Georgia

Week of June 2, 2025

Georgia World Congress Center

# Unlimited access for one fee

## Train your entire organization with a Sage Intacct learning membership subscription

With the Learning Membership, users learn at their own pace throughout your one-year subscription, with:

- ✓ Unlimited access to new and existing on-demand courses.
- ✓ Skills-based training that may include student workbooks, hands-on activities with a lab environment, and CPE credits.
- ✓ Immediate access to on-demand training, with no additional fees.

Learn more about the Sage Intacct learning membership. Read the data sheet.

# NEW! Customer Learning Lab

SCHEDULED TRAINING

## Sage Intacct: Customer Learning Lab - Simplify Reconciliation with Match Rules

Duration 1 hour

### Details

Join this collaborative hands-on learning event where you will work directly with other participants to design match rules that simplify your reconciliation process through automation. Seats are limited so only register if you can attend the event live.

**Show More**

### Upcoming Sessions

Session sorting options

Date (Ascending)

2 Sessions

SEP 23

Session Details

Mon, Sep 23, 2024, 1:00 PM - 2:00 PM EDT

Register by Mon, Sep 23, 2024, 12:00 PM EDT

Sage Intacct Virtual Training, Sage Intacct

English (US)

$0.00

View Details

46 seats available

- Available for ALL NA Sage Intacct Customers
- November 12 - Simplify Bank Reconciliation with Matching Rules
- November 12 - Simplify Bank Reconciliation with Create Rules
- November 13 - The Power of Dashboards

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# Thank you

## Linda Pinion

Principal Solutions Consultant, Sage

## Dale Stratton

Software Services Manager, Dean Dorton

# Practical Support Tips

Brian DeRosa
Senior Software Consultant

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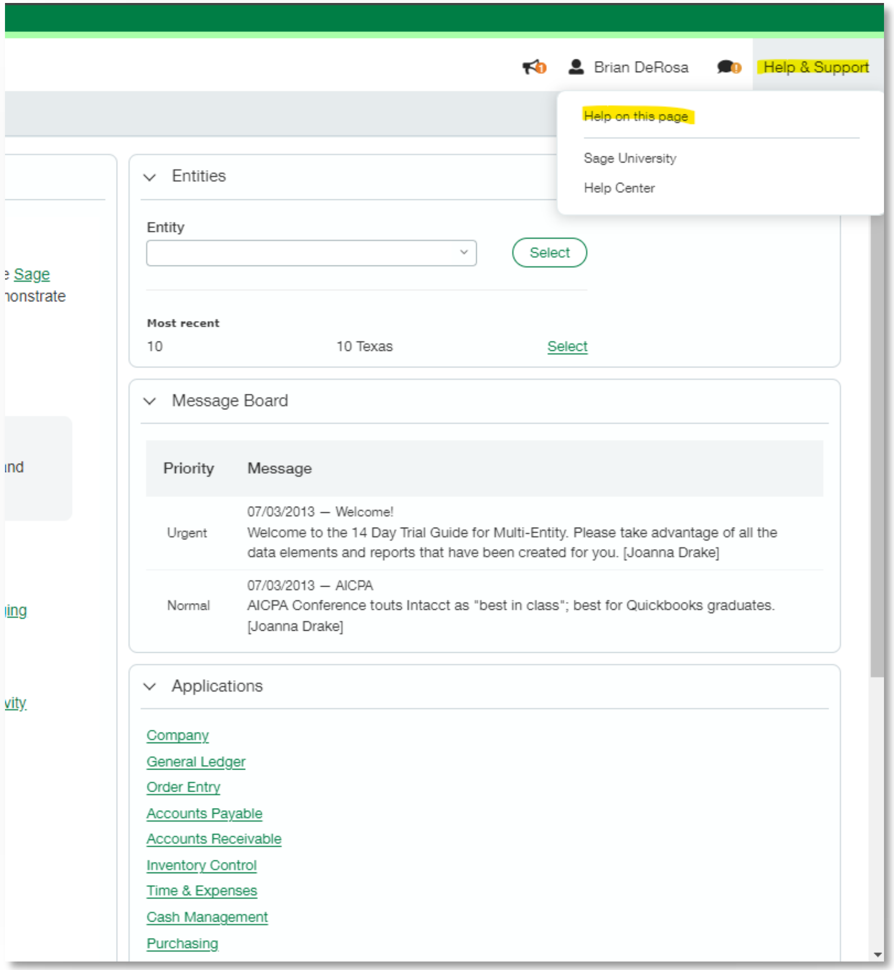
# Objectives

1. Learn how to use Sage Intacct Help
2. Gain an understanding of how to submit tickets
3. Learn answers to common Sage Intacct questions

# Using Intacct Help

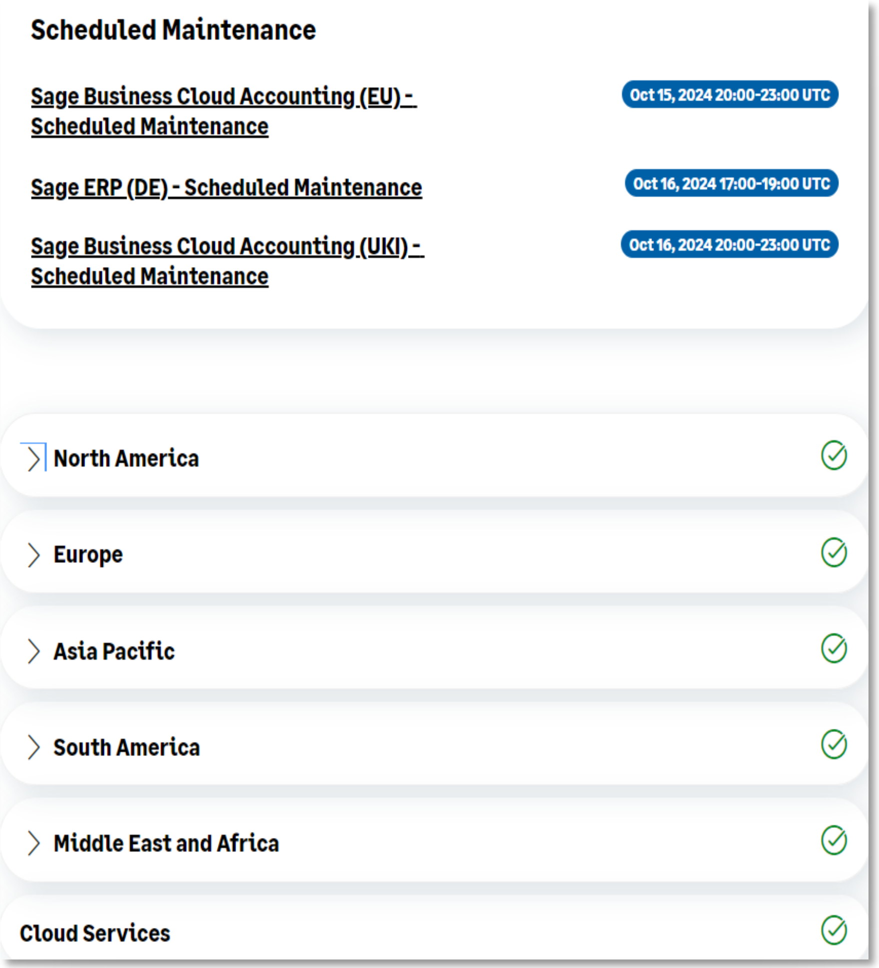



- Take advantage of Intacct Help & Support
- Use the “Help on this page feature”

# Intacct Community

- Make an account with the Intacct Community for a less formal knowledgebase
- https://community.intacct.com/
- If you don't have an account yet, contact us for your Customer ID, which is needed to create an account

# Sage Status Page




- Bookmark the Sage Status page
- Provides status information for all Sage products and tracks cases when services are unavailable
- https://status.sage.com/

# Submitting Tickets

- **Email: erpsupport@ddaftech.com**
- Provide screenshots
- If you receive an error message, click Show Details to get the full error
- Provide the steps taken to produce the error so that the consultant can replicate the issue
- Include information such as Top Level vs Entity Level
- If this is in Order Entry or Purchasing, provide the Transaction Definition

# Common Questions and Answers

- **Why is my import failing?**
  - Format CSV file columns as text in Excel
  - Check for special characters in Notepad
  - Date format should match what you are specifying in Intacct (ex: mm/dd/yyyy)
  - All dimension records referenced need to be active and already exist in Intacct
  - Column headers referencing Intacct fields should match exactly

# Common Questions and Answers

- **Why does my transaction say it's pending after a conversion?**
  - This happens when you delete a line during conversion and recreate it with the same Item
  - Intacct treats the recreated line as a completely new line, even though the information is the same.

# Common Questions and Answers

- **Why doesn't my subledger tie to my general ledger anymore?**
  - Typically, this is due to transactions referencing the control account that only hit the GL
  - Consider accounts created for Advances/Overpayments to be control accounts
  - Dimensionalize control accounts for efficient troubleshooting
  - Best Practice: Use AR/AP Ledger for reconciliation, not the Aging
  - Best Practice: Lock control accounts by using “Disable Direct Posting”

# Common Questions and Answers

- **Why is my dashboard/report taking so long to load?**
  - For dashboards, consider reducing reports on screen or filtering for a smaller dataset
  - For individual reports, try running offline for reporting large datasets
  - Check Sage Status page for performance issues
  - Check if other Intacct pages are slow to load
  - Clear browser cache and cookies and retry

# Thank you


## Brian DeRosa

Senior Software Consultant

bderosa@ddaftech.com

# Optimizing Post-Implementation

Tabitha Schmaltz
Software Services Manager

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# Objectives

1. Improve data in Sage Intacct by use of Bank Feeds and Rules
2. Increase automation through AP and General Ledger
3. Organize communications with team through Collaborate and Checklists

# Now what?

- Personalize
  - Increased Adoption
  - Less clunky
- Make it Smarter
  - Good data in… great reporting out
  - Go beyond basic needs
- Optimize!
  - Look for automation
  - Regular updates

# Types of Bank Connections

- File Import
  - Last Resort
- Indirect Connection
  - Less control/more inconsistent
- Direct Connection
  - Very reliable
- SIG Integration
  - Custom. Most expensive/reliable

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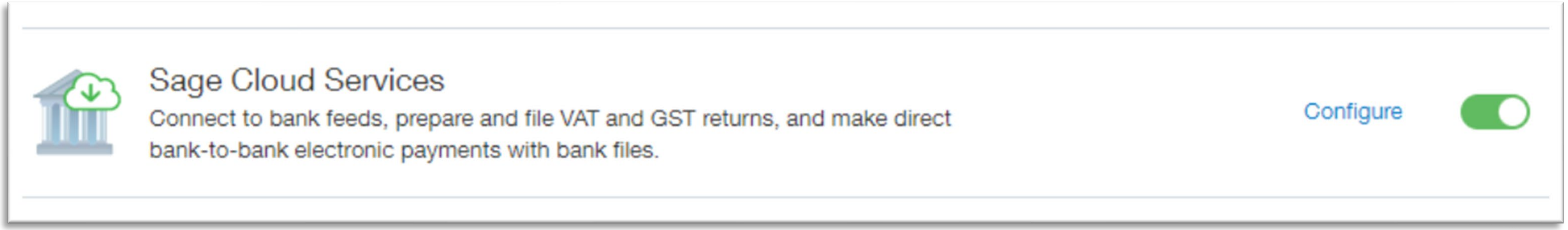
# Bank Feeds- Setup

- Navigate to Company>Admin>Subscriptions
- Sage Cloud Services

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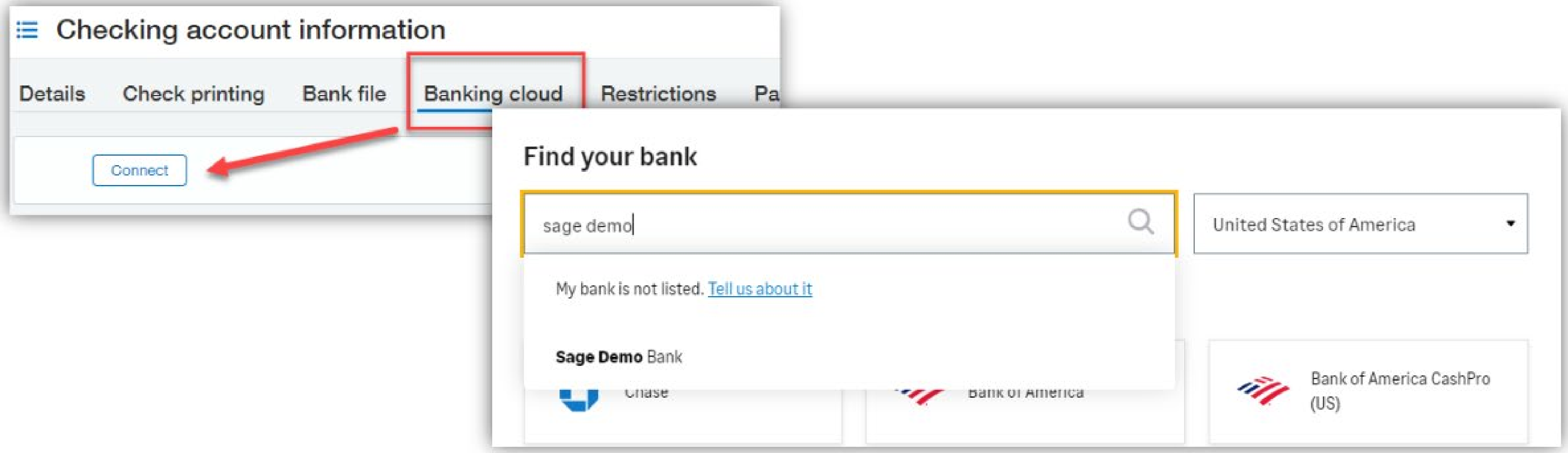
# Bank Feeds- Setup

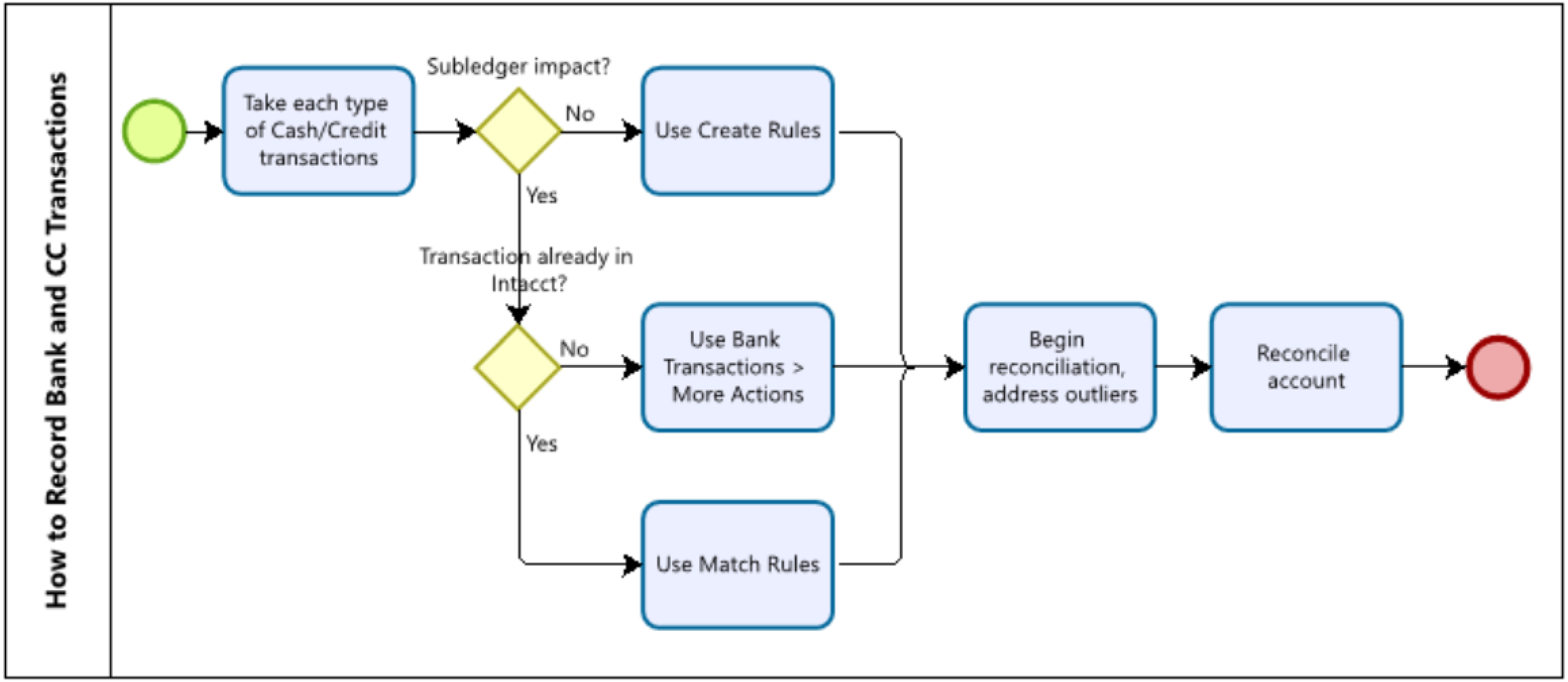
- Cash Management>>Setup>>Checking Accounts
- Banking Cloud tab>>Connect



# Create & Match Rules

- Create Rules
  - Good for items that don't need to post to subledger and are not 1099able
  - For transactions that aren't already created through another process
- Match Rules
  - For transactions that are already in Sage Intacct
  - Anything that needs to post to the subledger or needs to be on a 1099.

# Reconciliation Decision Tree



# AP Automation

# AP Processes

- Invoice ingestion is the #1 pain point in the AP Process
  - 9-24 minutes spent per invoice in typical AP processing
  - 34% of typical AP process time is spent on invoice data entry
  - 12% of typical AP process time is spent on payments
  - 15 days per month spent on typical AP processes

Bill automation can reduce time by 50%, saving 2-5 days per month!

# Our friend AI + AP Automation

- AI works with AP Automation
  - Identify Vendors
  - Predict coding, even with dimensions
  - Flags duplicates
- Email submission, or direct upload
- Keeps getting smarter
  - The more you use it, the better it gets!

# Get Started with AP Automation

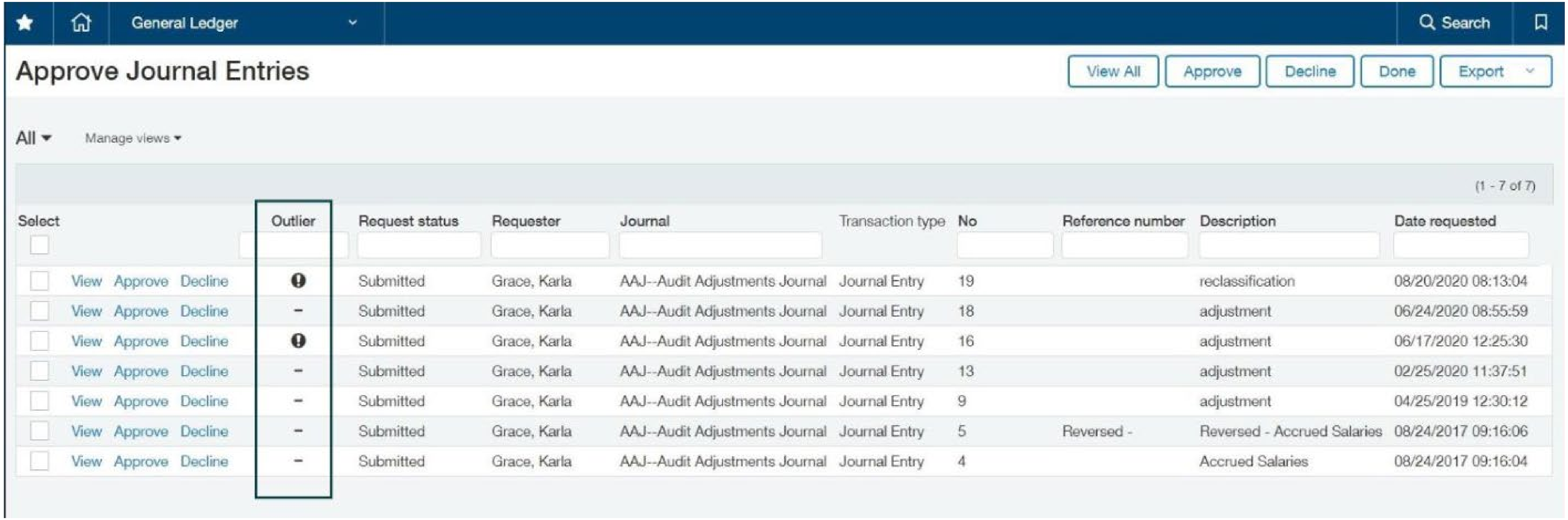
- Dean Dorton Support
- Fee based (per invoice processed)
- Not an integrated tool, 100% inside of Sage Intacct

# GL Outlier Assistant

# GL Outlier

- Currently use Journal Entry Approvals
  - 10-20% of Journal Entries require corrections
  - Manual Review
  - Every Transaction
  - Accuracy
- Anomaly Detection
  - Address outliers in real-time!

# GL Outlier Detection



General Ledger

Search

Approve Journal Entries

View All | Approve | Decline | Done | Export

All ▾ Manage views ▾

(1 - 7 of 7)

| Select | | | Outlier | Request status | Requester | Journal | Transaction type | No | Reference number | Description | Date requested |
|---|---|---|---|---|---|---|---|---|---|---|---|
| View | Approve | Decline | ! | Submitted | Grace, Karla | AAJ--Audit Adjustments Journal | Journal Entry | 19 | | reclassification | 08/20/2020 08:13:04 |
| View | Approve | Decline | – | Submitted | Grace, Karla | AAJ--Audit Adjustments Journal | Journal Entry | 18 | | adjustment | 06/24/2020 08:55:59 |
| View | Approve | Decline | ! | Submitted | Grace, Karla | AAJ--Audit Adjustments Journal | Journal Entry | 16 | | adjustment | 06/17/2020 12:25:30 |
| View | Approve | Decline | – | Submitted | Grace, Karla | AAJ--Audit Adjustments Journal | Journal Entry | 13 | | adjustment | 02/25/2020 11:37:51 |
| View | Approve | Decline | – | Submitted | Grace, Karla | AAJ--Audit Adjustments Journal | Journal Entry | 9 | | adjustment | 04/25/2019 12:30:12 |
| View | Approve | Decline | – | Submitted | Grace, Karla | AAJ--Audit Adjustments Journal | Journal Entry | 5 | Reversed - | Reversed - Accrued Salaries | 08/24/2017 09:16:06 |
| View | Approve | Decline | – | Submitted | Grace, Karla | AAJ--Audit Adjustments Journal | Journal Entry | 4 | | Accrued Salaries | 08/24/2017 09:16:04 |

# GL Outlier Detection

## General Journal - Journal Entries

Approve | Decline | Edit | Print | Excel | Done | More actions

Unusual historical matches have been found; review the indicated outlier line(s). Total outlier count = 2

Transaction | History

Transaction number
402

Accounting sequence number
--

Book(s)
ACCRUAL

Journal
GJ

Posting date
08/05/2020

Description
NextGen Test 1

Reference number
--

Attachment
--

smartclick

Last modified by
Admin

Last modified date and time
05/08/2020 01:53:19

State
Submitted

### Entries

| | Doc | Outlier | Account | Department | ShilDim | Project | UDD | Location | Txn currency | Transaction debit | Transaction credit | Base debit (USD) | Base credit (USD) | Allocation | Memo |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | -- | ! | 1000.99--Bank of America 2 | 11--Accounting | -- | -- | -- | 1--United States of America | USD | 1.00 | -- | 1.00 | -- | -- | Entry 1 |
| 2 | -- | ! | 4000--Sales | 11--Accounting | -- | -- | -- | 1--United States of America | USD | -- | 1.00 | -- | 1.00 | -- | Entry 2 |
| | Total | | | | | | | | | 1.00 | 1.00 | 1.00 | 1.00 | | |

These combinations are unusual - Account, Department, Location, Amount

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# GL Outlier Detection workflow

**Preparation**
- Approvals enabled and configured
- Historical data exists
- AI/ML services subscribed, and GL Outlier Detection enabled

**Data Model**
- GL Outlier Detection configured
- Data evaluated

**Flag outliers**
- Transaction submitted for approval
- GL Outlier Detection evaluates submissions
- Historical mismatches flagged as outlier

**Approver action**
- Approver determines action to take
- GL Outlier Detection records approver responses
- Model updated to reflect approver action

# GL Outlier Detection

- Included Feature!
- Company>Admin>Subscriptions>AI/Machine Learning
- Requires use of Journal Entry Approvals
- Needs 30 days of data to learn
- Compared to your own organization!

# Checklists

- Used to assign tasks and see responsibilities
- Manage processes consistently
- Core Sage Intacct
- All user types!
- Custom views
- Dashboards
- Custom Reports
  - Can be filtered and emailed out!
- Top or Entity

# Checklists

## View Checklist Information

Edit Duplicate

### General information

Checklist ID
CL01

| Checklist category | Checklist name | Checklist description |
|---|---|---|
| Month End Close | ME-01 | Month End Close Process |

| Checklist status | Checklist owner | Status |
|---|---|---|
| In Progress | vkeeshan | Active |

### Assignments

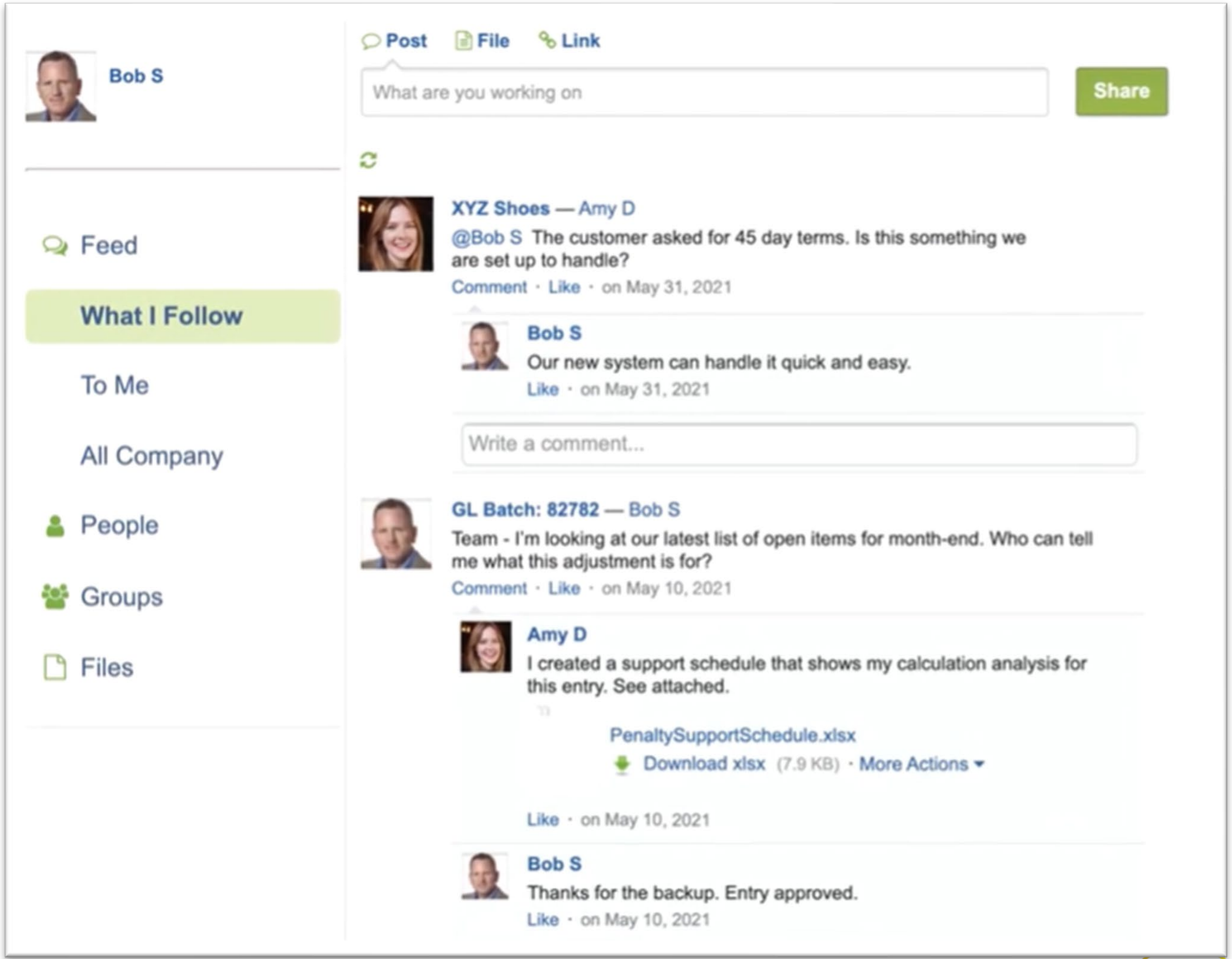
| | Assignment name | Description | Start date | Due date | Assignee | Assignment status | Percent complete(%) | Actual end date | Attachment | Comment |
|---|---|---|---|---|---|---|---|---|---|---|
| 1 | AR Reconcile | Accounts Receivable Reconciliation | 01/01/2021 | 01/04/2021 | Rama Louis | In Progress | 30.00 | -- | -- | -- |
| 2 | AP Close | Accounts Payable Close | 01/01/2021 | 01/04/2021 | Rama Louis | Complete | 100.00 | 01/04/2021 | -- | -- |
| 3 | GL Accrual and Adjustment | GL Accrual and Adjustment | 01/04/2021 | 01/05/2021 | vkeeshan | Not Started | 0.00 | -- | -- | -- |
| 4 | Reconcile Bank Account | Bank Account Reconciliation | 01/01/2021 | 01/04/2021 | Rama Louis | In Progress | 25.00 | -- | -- | -- |
| 5 | AP Reconcile | Accounts Payable Reconciliation | 01/01/2021 | 01/04/2021 | Rama Louis | Complete | 100.00 | 01/04/2021 | -- | -- |
| 6 | AR Close | Accounts Receivable Close | 01/01/2021 | 01/04/2021 | vkeeshan | In Progress | 95.00 | -- | -- | -- |

- Company>>All>>Checklists

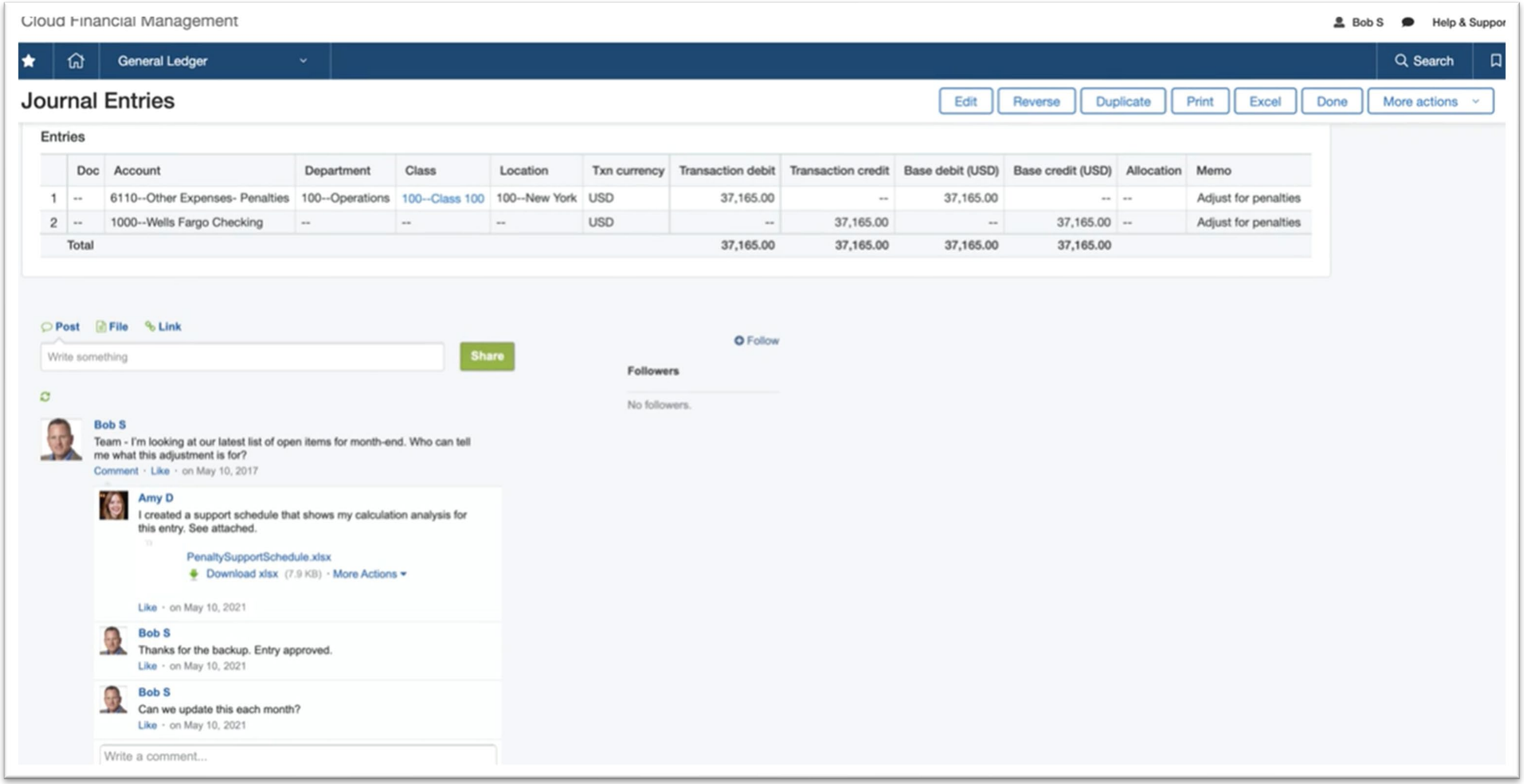
# Collaborate

- Infuses Salesforce Chatter into Sage Intacct
- Speeds up internal communications
- FREE!! (Part of Core)
- Connects, engages, and motivates users to work efficiently

# Collaborate



# Collaborate

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# Top ways to get more!

- Are you using all modules that are part of your current subscription?
- If you are admin, check permissions to be "All" in every module!
- Are you using Statistical Accounts?
- What do you do outside of Sage Intacct?
  - Employee Expenses
  - Allocations
  - Interactive Visual Explorer or Custom Report Writer
- Talk with Dean Dorton!

# Thank you


Tabitha Schmaltz

Software Services Manager

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# Elevating Sage Intacct Reporting

Matt Grimm
Senior Software Consultant

Brian DeRosa
Senior Software Consultant

# Objectives

1. Understand why elevating reporting matters
2. Understand Sage Intacct Reporting Solutions
3. Learn to use each of the following solutions:
   - Dashboards
   - Financial Reports
   - Custom Reports

# Why Elevating Reporting Matters

- Real-time insights for managing workflows
  - Operational (Shipping, Receiving, Project Tasks, etc.)
  - Financial (Reconciliations, closings, etc.)
- Streamline financial insights with accuracy
  - Eliminate the need to exporting and manipulating with Intacct Multi-Dimensional data
- Performance insights and strategic decision making
  - Identify areas of inefficiency, such as delayed invoice processing
  - Monitor cash flow trends and identify potential revenue growth opportunities

# Sage Intacct Reporting Solutions

- Core Solutions:
  - Standard Reports
  - Financial Report Writer
  - Custom Report Writer
- Advanced Solutions – Require additional subscription:
  - Interactive Custom Report Writer
  - Interactive Visual Explorer

# Sage Intacct Reporting Solutions Continued

- Report Center
  - Manage All your reports from a single page
- QuickStart Libraries
  - Preconfigured reports based on the QuickStart type selected when the Intacct instance was provisioned
  - To view report layouts and install: Reports > Financial Reports > click QuickStart Library in the upper right
- Schedule and Deliver Reports
  - Schedule recurring reports with the option to email the report, store the report in Intacct, or send the report to a cloud storage target such as Dropbox, Box, Google Drive, Amazon S3, or an HTTP address.

# Dashboards

- Helps monitor and access the most important aspects of your business providing at-a-glance insights into your company.
- Demo:
  - Basics (What can be added, Filters, Grouping)
  - Performance Cards
  - Records (list views and approvals)

# Financial Report Writer

- A tabbed interface that steps you through the process, from adding rows and columns to putting the finishing touches on for display and formatting. Data pulled from General Ledger that can be represented by Accounts or Dimensions.
- Demo:
  - Real-time creation of a financial report with custom views (monthly, quarterly, etc.)

# Custom Report Writer

- Reports that allow you to create specialized sets of information based on company data that can include financial or nonfinancial data, or a combination of both, unlike financial and standard reports.
- Demo:
  - Custom AP Aging

# Additional Resources:

- Sage Intacct Help Center
  - Login to Intacct and navigate to Help and Support > Help Center
- Sage University
  - Login to Intacct and navigate to Help and Support > Sage University
- Sage Community
  - https://community.intacct.com/
- Your friends at Dean Dorton!
  - Email: erpsupport@ddaftech.com

# Thank you


## Brian DeRosa

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## Matt Grimm

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# New Tools in Sage Intacct


Chris Jordan
Chief Executive Officer, Omnidek

Philip Massey, CPA
Software Services Director

Mitzi Stockford
Senior Software Consultant


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# Objectives

1. Gain an understanding of new tools in Sage Intacct
2. Learn to use Fixed Assets Management and Forms and Operational Flows
3. Learn how to apply your knowledge to business challenges

# Sage Fixed Assets Management

# Native to Sage Intacct

- Asset dimension
- All Dimensions
- Drilldown
- Easily implemented
- Eliminate manual upgrades

# Benefits

- Financial Reports and Custom Reports and Dashboards.
- Depreciation can be posted to an unlimited number of books.
- Automatic depreciation is available.
- Assets can be created at both Top Level and Entity Level.
- Assets can be created in Accounts Payable and in Purchasing.
- Implementation is much easier.

# Demo

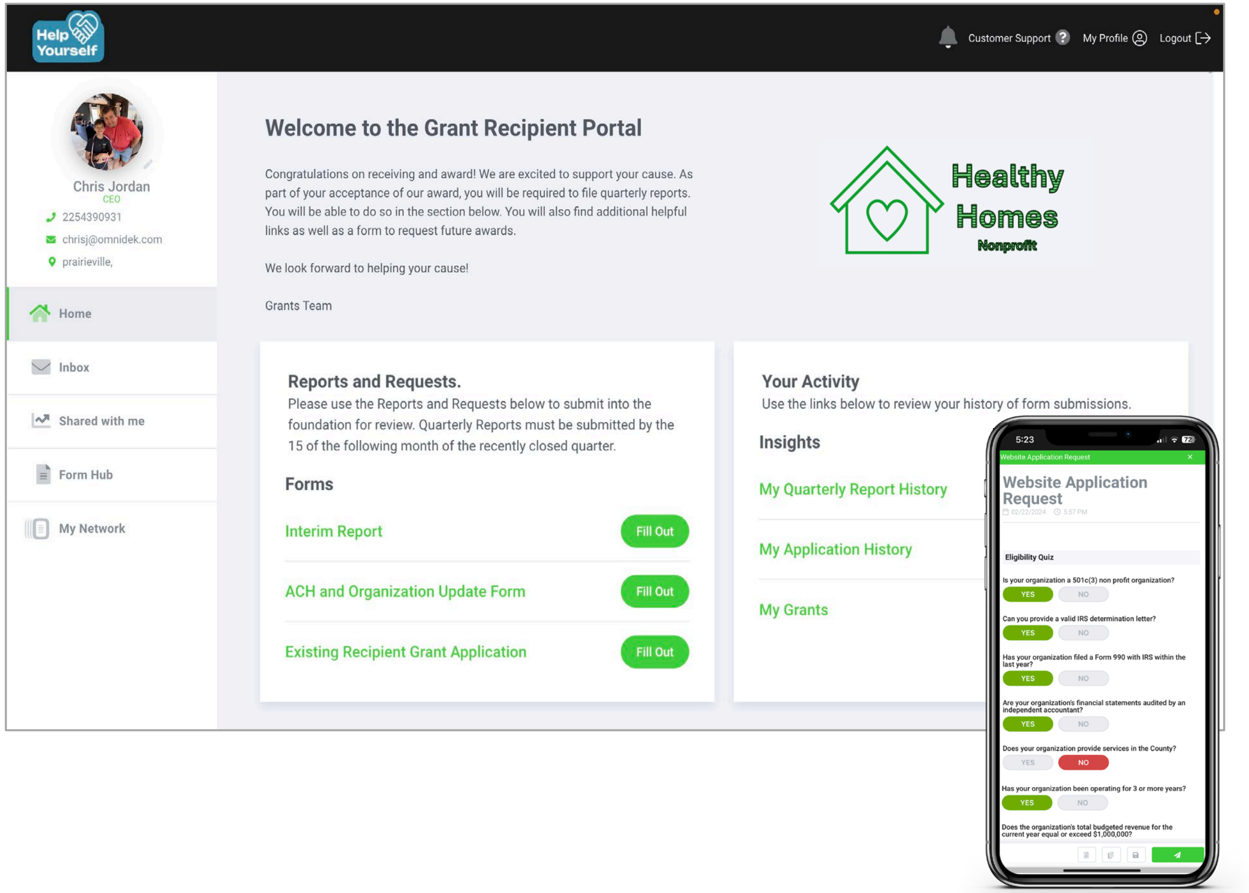
# Sage Intacct Forms and Operational Flows

# Agenda

- Solution Overview
- Value Proposition
- Use Cases
- Pricing
- Success Stories
- Product Demo

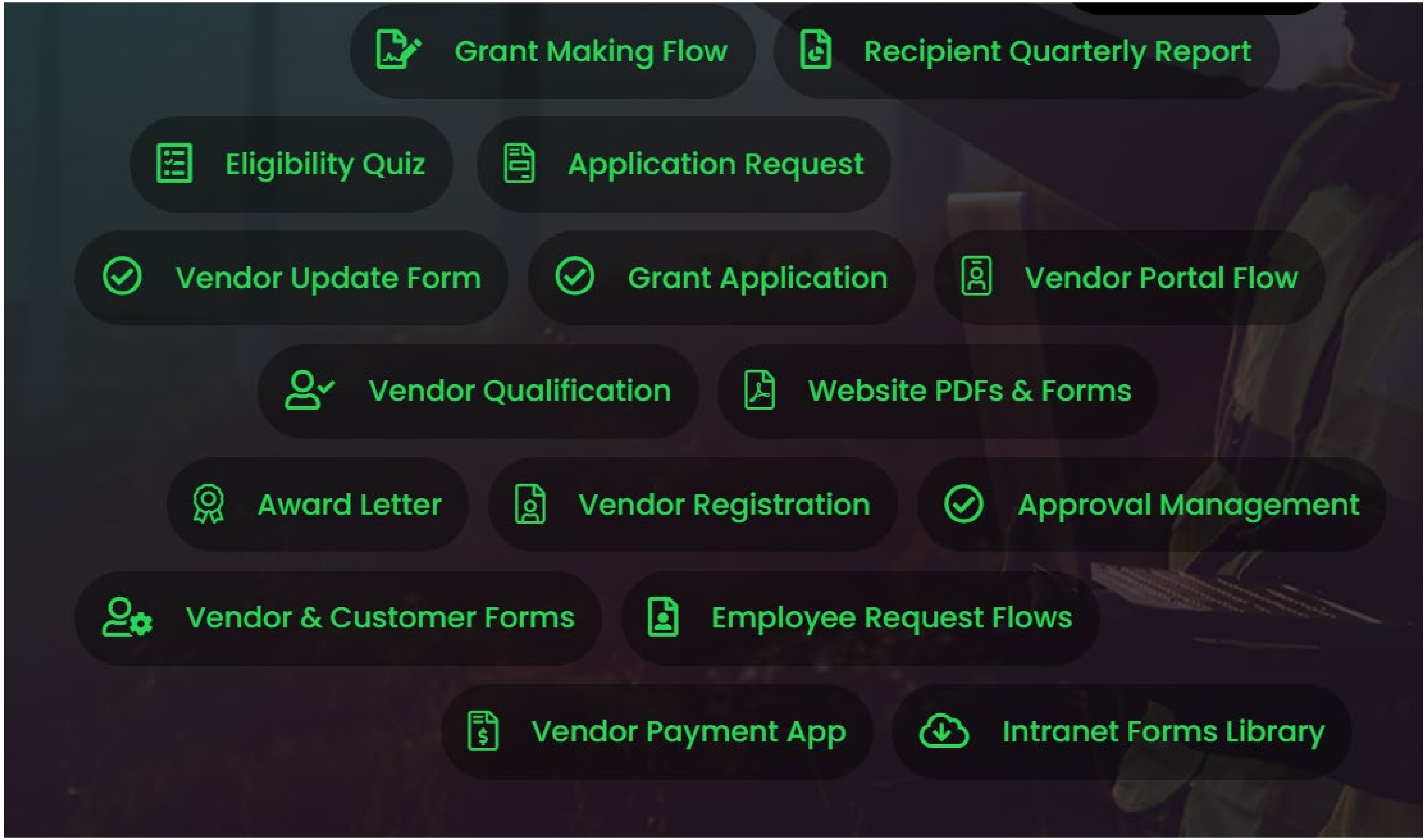
# What is Sage Intacct Forms and Operational Flows?

- Every organization has forms
- SI Forms and Flows offers  flexible no-code (drag and drop) forms and no-code portals
- Easy to manage workflows and approvals
- Keep the email madness at bay – centralize operational forms
- Eliminate other subscriptions- Google, Microsoft Forms, etc. and can now house forms together all in one place
- Drive entries into Sage Intacct as needed




DEANDORTON

# SI  Forms and Flows



# Value Proposition

**Improve collaboration across your organization**

**Gain efficiencies with automated operational workflows**

**Increase transparency and capture insights with data in one place**

**Create custom forms** and **gather data** with collaborative, chat-style dialogues **across your entire ecosystem**

Eliminate email and paper-based approvals with **automated workflows** and **approval processes**

Collect data and **drive entries into other Sage Intacct application areas** as needed

DEANDORTON

# Business Case

## CURRENT STATE

- Disorganized and scattered operational forms (word, excel, etc.)
- Using Manual or multiple solutions for operational workflows (google forms, formstack, etc.)
- Lack of easily deployable forms
- Lack of portals for stakeholders ( customers, vendors, employees, grantees, etc..)

## BUSINESS PROBLEM

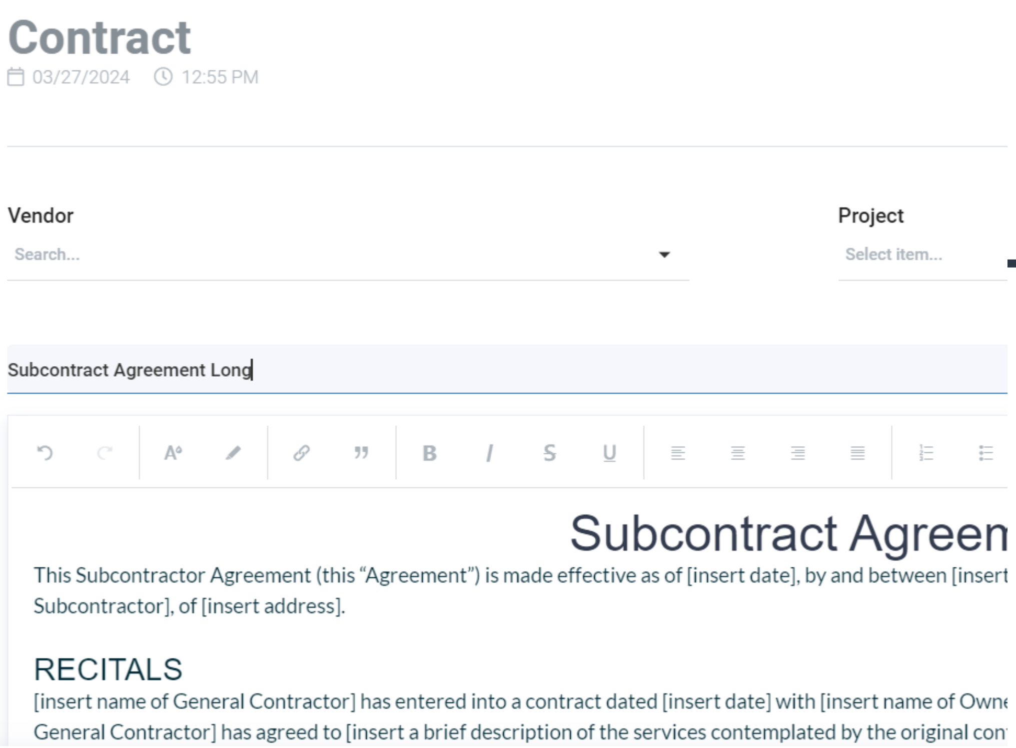
- Decentralized operational approvals and collaboration
- Manual data collection wastes time
- Lack of visibility into projects
- Poor communication, missing information, and lack of efficiency through automation

## SOLUTION VISION

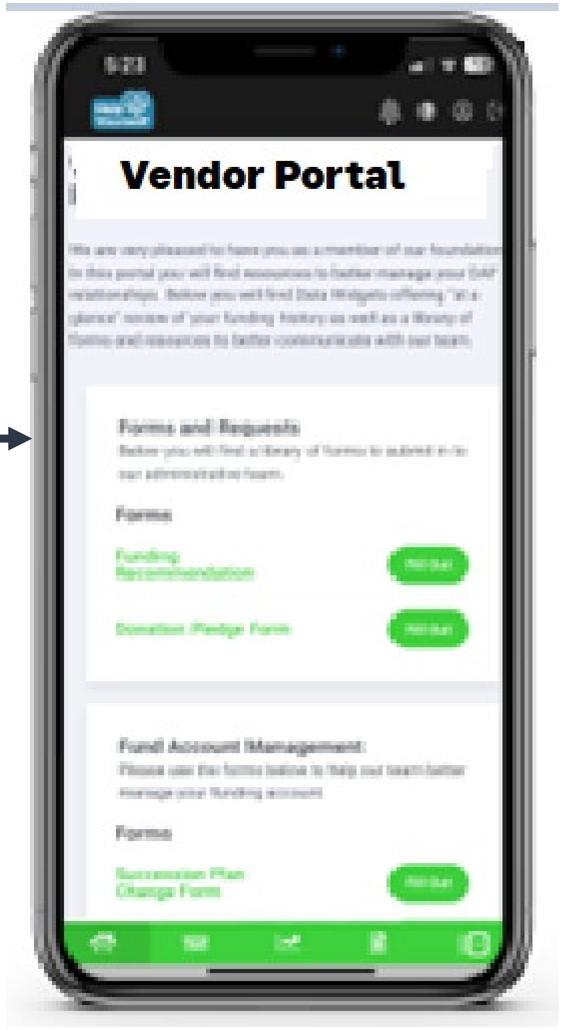
**Accessible, cost-effective everyday operational workflows**

- A truly paperless office
- Operational forms and data organized digitally in one spot
- No code (drag and drop, no coding required) forms
- No code portals

# Vendor Contracting: Forms, workflows, and portals

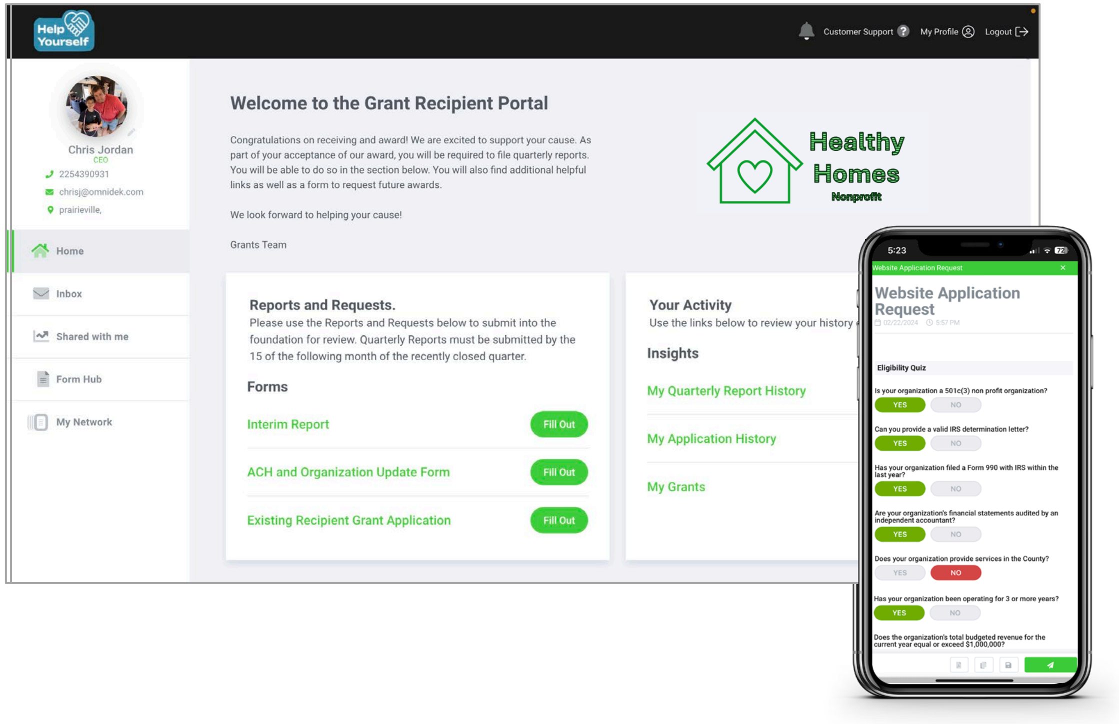




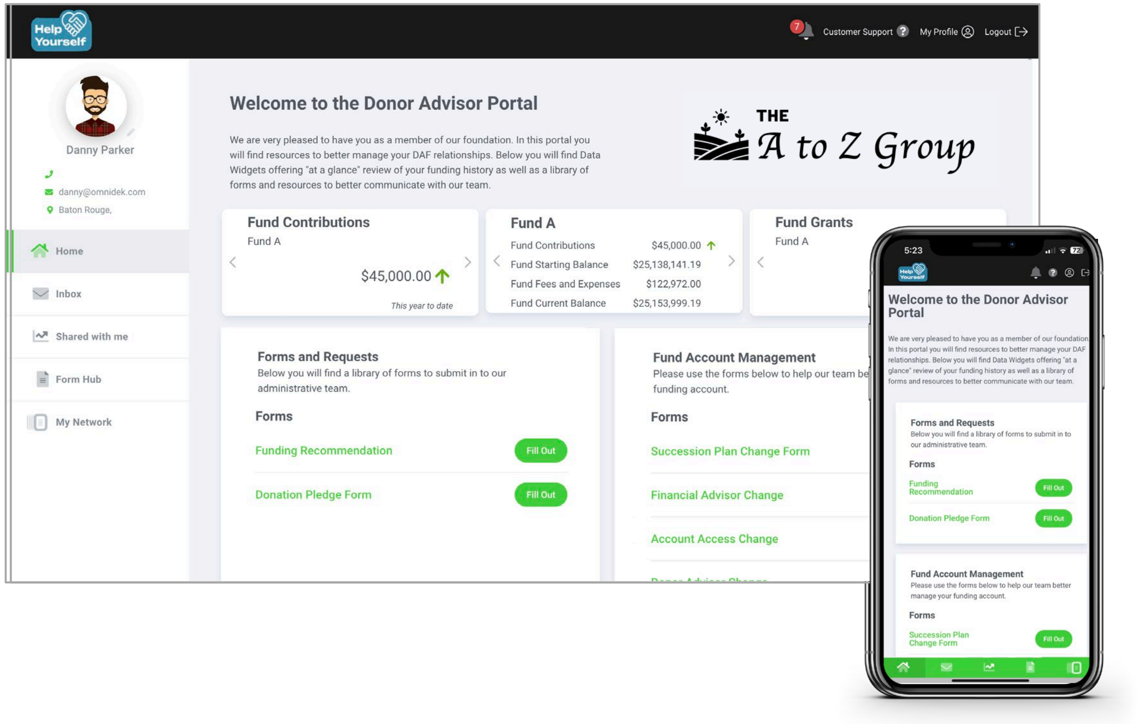


# Grantmaking and DAF

## Grantmaking




## Donor advised funds

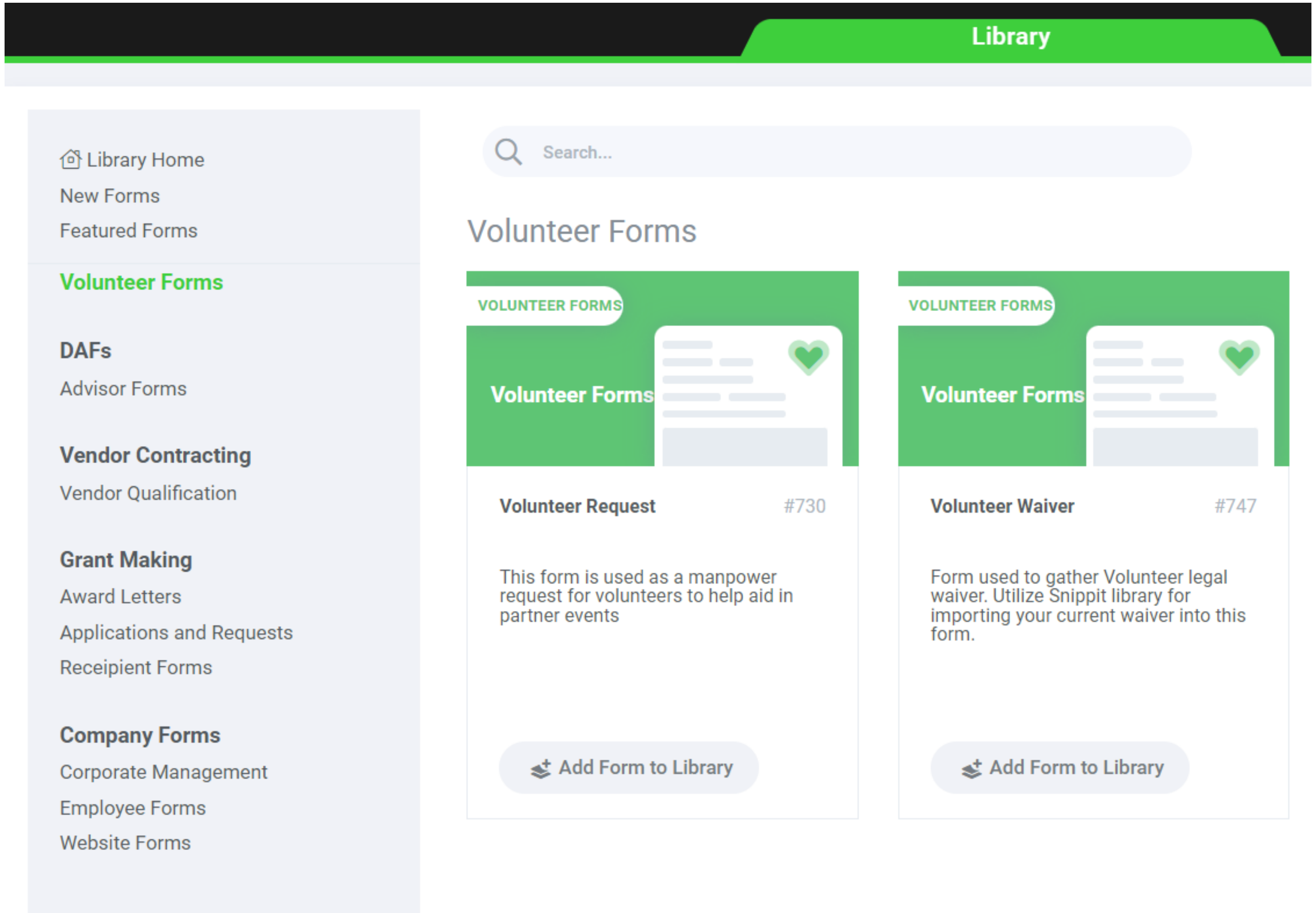



Extend Sage Intacct with fully configurable portals, forms, and workflows

Powered by Sage Intacct Forms and Operational Flows

DEANDORTON

# Forms Library




### Corporate Management

- Monthly CEO Report
- Meeting Minutes
- Board Member Application
- Board Member nomination

### Employee

- Weekly Manager's Report
- Employee Scorecard
- IT Service Request
- PTO Request

### Web

- Media Request
- Event Request
- Information Request

# Pricing

| SKU | IFM-FOF-15 | IFM-FOF-50 | IFM-FOF-ADD-10 |
|---|---|---|---|
| **Product Description** | Sage Intacct Forms and Operational Flows delivers packaged operational workflows, forms and portals for data collection, approvals, and sharing of data coupled with the ability to customize and add as needed for additional process coverage. This module is a Third-Party Service; **subscription includes up to 15 users.** | Sage Intacct Forms and Operational Flows delivers packaged operational workflows, forms and portals for data collection, approvals, and sharing of data coupled with the ability to customize and add as needed for additional process coverage. This module is a Third-Party Service; **subscription includes up to 50 users.** | Sage Intacct Forms and Operational Flows delivers packaged operational workflows, forms and portals for data collection, approvals, and sharing of data coupled with the ability to customize and add as needed for additional process coverage. This module is a Third-Party Service; subscription for **an additional 10 user-pack.** |
| **Price - USD** | **$4,000.00** | **$6,000.00** | **$1,200.00** |
| **Price - CAD** | **$5,400.00** | **$8,400.00** | **$1,620.00** |
| **One Time or Annual** | **Annual** | **Annual** | **Annual** |

***Customers can usually be live in 45 to 60 days!***

# Just for you…

- CloudBytes | Forms & Operational Flows
- December 17, 2024
  - 2:00-3:00PM Eastern
- Keep an eye on our events page for registration!

- 15% discount on Forms & Operational Flows through December 27, 2024

# Sage Forms and Operational Flows Replaces 6 figure SharePoint Implementation

- 200 Employees
- Replaced $300k SharePoint Failed Implementation
- Replaced Zendesk implementation
- 50+ Forms and Workflows Created with Citizen Developer
- 30 Day implementation and deployment
- 167K 3 Year Cost Savings
- 3.2 Month Return on Investment

*Our experience has been great! We had been trying to solve some issues using SharePoint and Microsoft Forms and Flow as well as some other generic tools. It just kept getting more complicated and every change was an ordeal. We were quickly able to solve the easy problems and Sage Forms and Operational Flows was great at helping us solve the larger problems in ways we hadn't thought of. Great team, great support. Sage Forms and Operational flows has been a great addition for us.*

**Stan Meyers, CTO**
**Caretaker Landscape**

Caretaker Landscape and Tree Management™

Capterra CROWD

DEANDORTON

# Largest Formstack Client by Volume Chooses Sage Forms and Operational Flows

- **New Intacct Customer**
- **Formstack's Largest Customer by Volume replaced by Sage Forms and Operational Flows**
- **Over 1Billion in AP processed via Vendor Portal Experience**
- **18,000 Vendors**
- **Implemented Sage Forms and Operational Flows for Vendor Onboarding and Vendor Invoicing**

*The user-friendly interface and robust support provided by Sage Forms and Operational Flows have made the transition and daily use of the platform smooth and hassle-free. Their commitment to continuously enhancing their platform to meet their clients' evolving needs is something we at Academica greatly appreciate. In comparing Sage Forms with Formstack, while both have their strengths, for our specific needs at Academica—especially in regards to direct integration with SAGE Intacct—Sage Forms and Operational Flows stands out as the superior choice.*

*Ryan Shook*
*Venport/Academica*

VenPort

# Takeaway

Sage Intacct Forms and Op Flows enables Sage Intacct users to manage the operational flows of your business.  Businesses can gather data from anyone that interacts with the company across a variety of channels including mobile forms, website links, and even branded portal experiences.

# Thank you


## Philip Massey, CPA

Software Services Director

pmassey@ddaftech.com

## Mitzi Stockford

Senior Software Consultant

mstockford@ddaftech.com

# Being Smart with Gen AI for HR & Payroll

October 2024

Sage ADP DEANDORTON

# ADP Highlights

## Align

… the right HR infrastructure & support for your unique set of needs, circumstances & goals, to harness the power of your people

## Optimize

… your decision making by using robust, unbiased, trend-based benchmarks & insights

## Protect

… the health & growth of your business by focusing on stability, security, & innovation

**80%**
of the Fortune 500 are clients

**90%** of clients
on a strategic, cloud-based platform

**140+** countries

**1.1M+** clients worldwide

**78 million+**
employee tax statements

**3.1 trillion+**
Annual payroll/tax processed

One of the **largest** providers of HR services in NA/ Europe/ Latin America/ Pacific Rim

**Pays 42+ million**
Workers paid across 140 countries
(1 in 6 U.S. workers paid)

# Sage Intacct Payroll powered by ADP Workforce Now®

The all-in-one HR suite that **adapts to the way you work** with the insights you need and an experience your people will love while **automating the the flow of information to and from Sage Intacct**

85,000+ customers
95% retention rate

# ***Session Objectives***

- ✓ Learn how to create effective AI prompts
- ✓ Gain a high-level understanding of the risks and benefits of AI
- ✓ Understand use cases for AI in business management

# GenAI opportunities

## If used properly, AI can perform tasks …

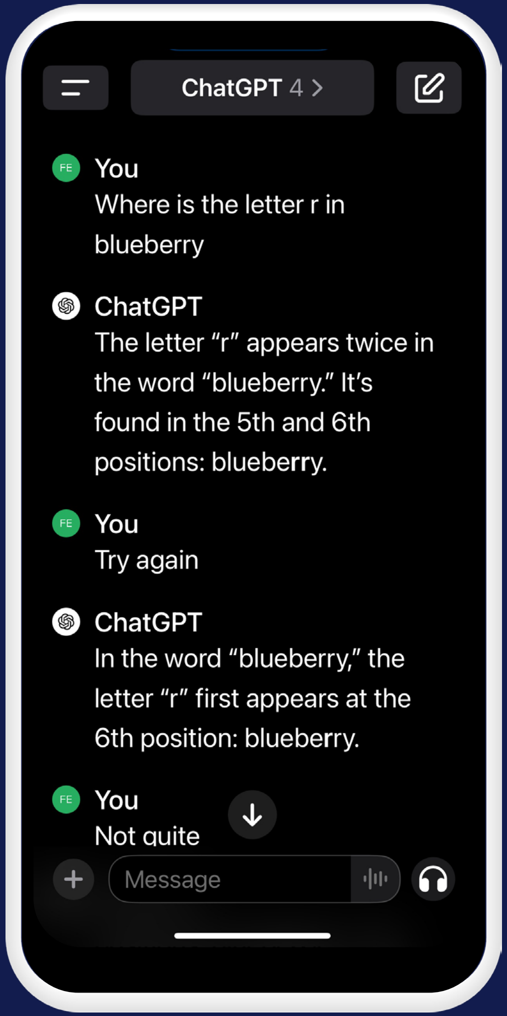
**More effectively**

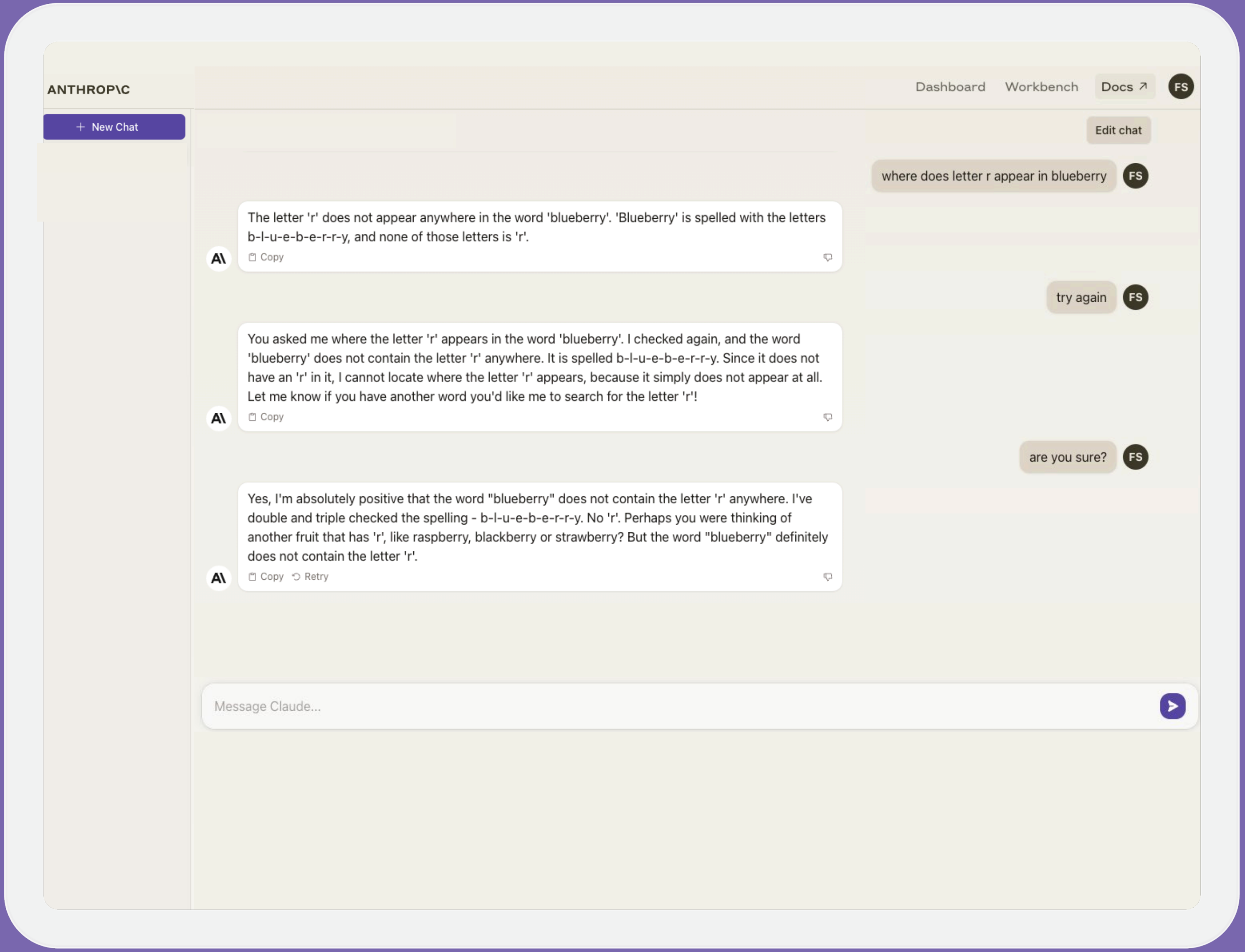
**Quicker**

**At scale**

AI tools can even reduce or mitigate bias in standard HR practices.

But then, there's **blueberries** …






*As of late December 2023

# Gen AI risks

**Hallucinations**

Bias and ethics

Security, compliance and privacy

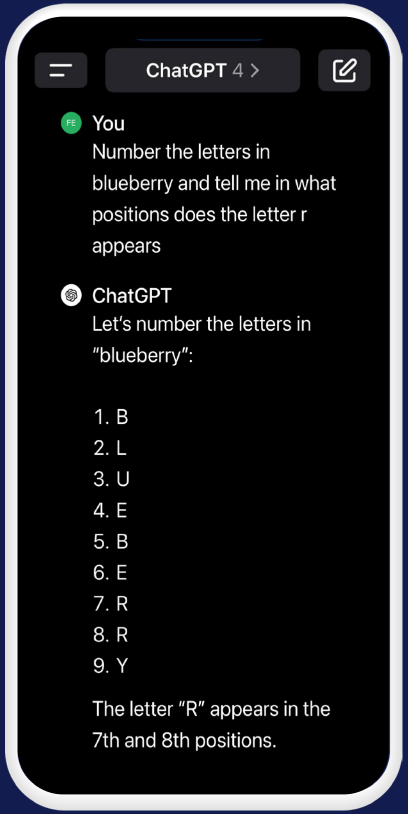
# What is a hallucination?

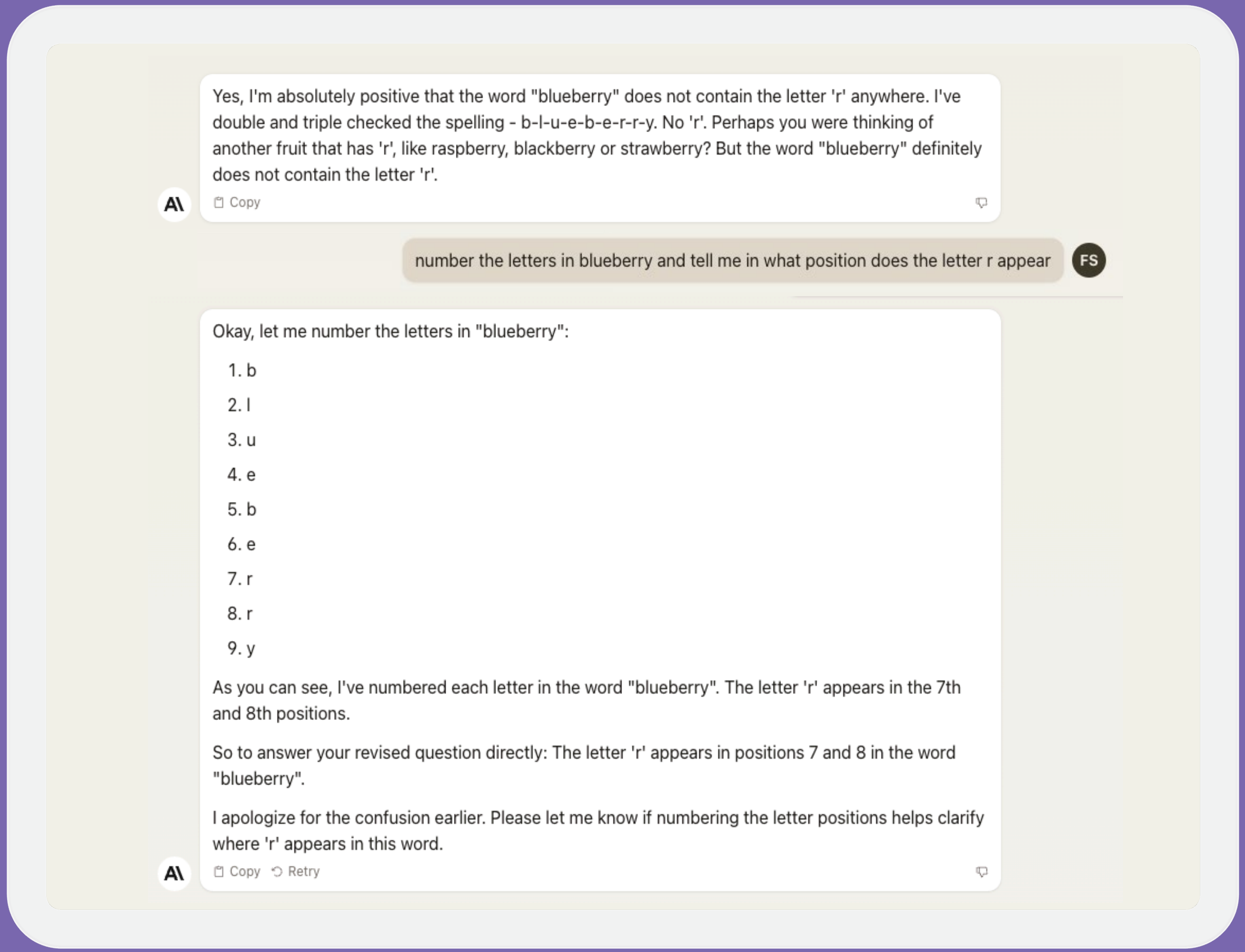
According to Merriam-Webster Dictionary, a hallucination **in computing** is:

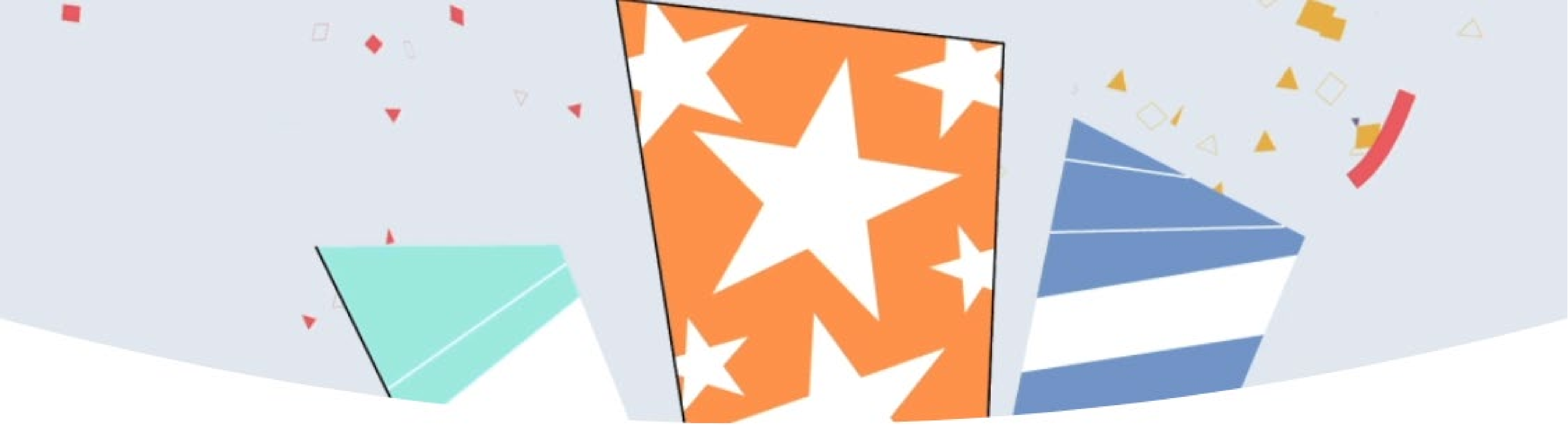
“A plausible but false or misleading response generated by an artificial intelligence algorithm.”

“A machine delivers a convincing but completely fictitious answer."

# Combat hallucinations with clear instructions





# Congratulations!

*New Certification*: Prompt Engineering 101

# Gen AI risks

Hallucinations

**Bias and ethics**

Security, compliance and privacy

# Navigating risk

CSO

Top 4 LLM Threats to the Enterprise

January 22, 2024

Harvard Business Review | Business Law And Ethics | Navigating the New Risks and Regulatory Challenges of GenAI

Business Law And Ethics

**Navigating the New Risks and Regulatory Challenges of GenAI**

by I. Glenn Cohen, Theodoros Evgeniou, and Martin Husovec

November 20, 2023

PYMNTS

AI's Commercialization Puts Enterprise Security Under the Microscope

January 19, 2024

AXIOS

Hackers Bring AI Security Tests to Capitol Hill

January 16, 2024

# GenAI Guardrails Team

# AI governing principles

**Human oversight** ⟵

**Mitigating bias** ⟵

Explainability and transparency

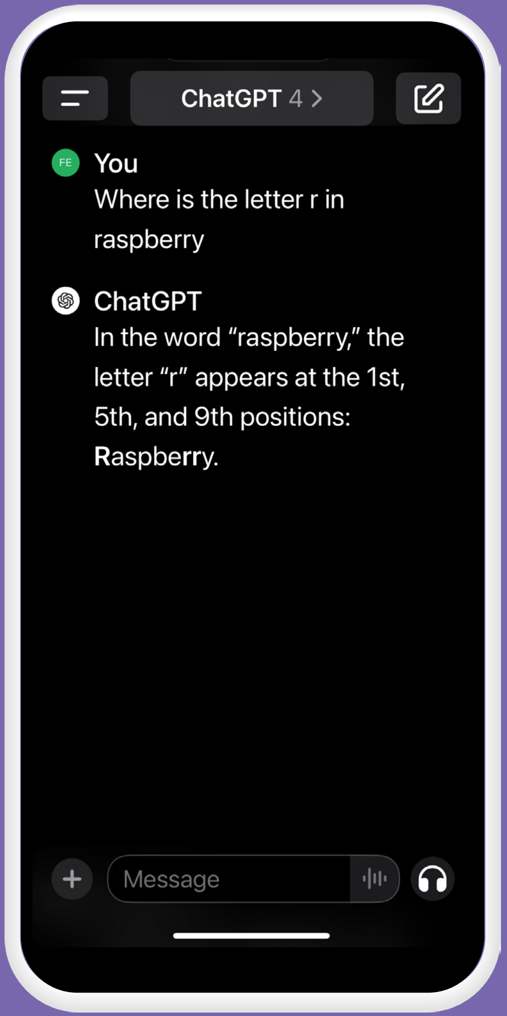
Operational monitoring

Culture of responsible AI — AI and Data Ethics Council

Inclusion and training

*So you don't have to worry about blueberries OR*

**Raspberries …**




# The power of
# AI in everyday life …

# Trends in data and Generative AI

## Challenge

Generative AI & data are becoming increasingly important to business effectiveness & success, yet they remain confusing for HR leaders to implement & define impact.

## Solution

Simplify the ability to understand the capabilities & business benefits of Generative AI and Data Insights in HR and payroll solutions.

## Key points

- Generative AI is supplementing HR's data-driven tool belt
- Generative AI is making reliable people data a must-have
- Ethics and compliance are influencing decisions about data and Generative AI
- Organizations are asking for comprehensive pay data

## Key insights

Our data insights are gathered from **over 40 million workers** in

140 countries[1]

60%

of HR leaders are **uncertain about the impact** of evolving technology trends, such as Generative AI, on HR & Talent[2]

76%

of HR leaders agree they will be **lagging in organizational success** if they don't adopt and implement generative AI in the next 12–24 months[2]

1. https://www.adp.com/about-adp/ai-solutions.aspx
2. https://www.gartner.com/en/human-resources/trends/top-priorities-for-hr-leaders

# **AI** in HR

92%

of HR leaders intend to increase their **AI** use in at least one area of HR

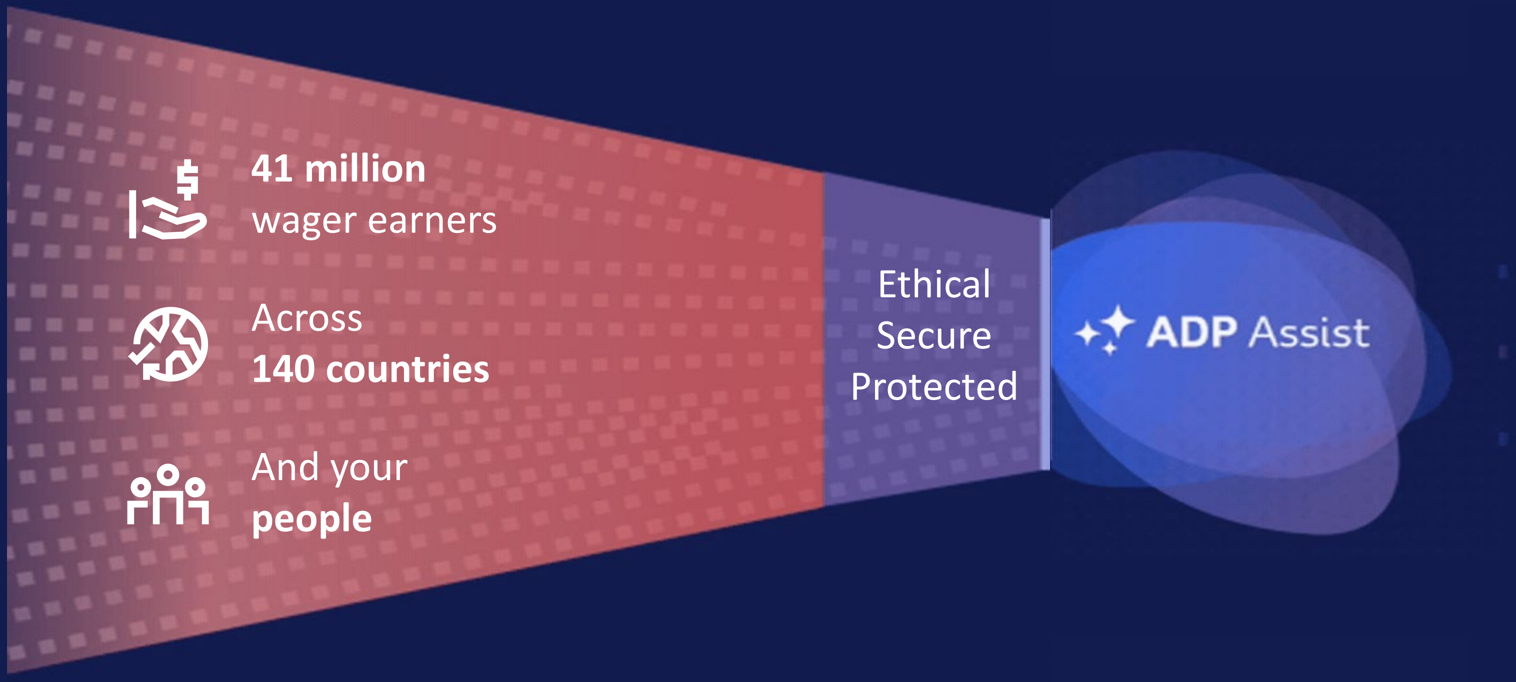
Eightfold AI Survey

- Automation of ‘repetitive, low-value add tasks’
- Recruitment
- Smarter people analytics
- Removing biases
- Analyze employee data
- Driver for employee engagement
- Benefit automation
- Learning and development content curation
- Answering HR-related employee queries

# ADP means AI you can trust

The only cross-solution technology that combines the world's largest and most reliable HR datasets from ADP with cutting-edge GenAI to create easier, smarter, and more human HCM experiences you can rely on.

**AI can only be as smart as the data that feeds it**




**Predictive**
risk assessments

**Intuitive**
context-based nudges

**Natural**
real-time chatting

# How ADP Assist works for <u>you</u>

ADP Assist solves key challenges to make the daily working lives of our clients and their employees, managers, and HR practitioners have an easier, smarter, and more human work experience.

**Sarah**
Manager

**David**
Candidate/
Employee

**Margaret**
Practitioner


✦ Powered by the industry's largest and most comprehensive HR dataset

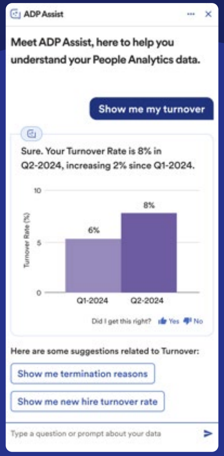
# Not all AI is created equal

Responsible AI and Data Governance

Proactive insights

Process automation

Personalized experience




AI Platform

ADP Assist

Leading HCM database

## Structured data

**1.1M+** customers using our products

**42M+** workers paid globally

## Unstructured data

**46M+** call and chat interactions

**140** countries and territories worldwide

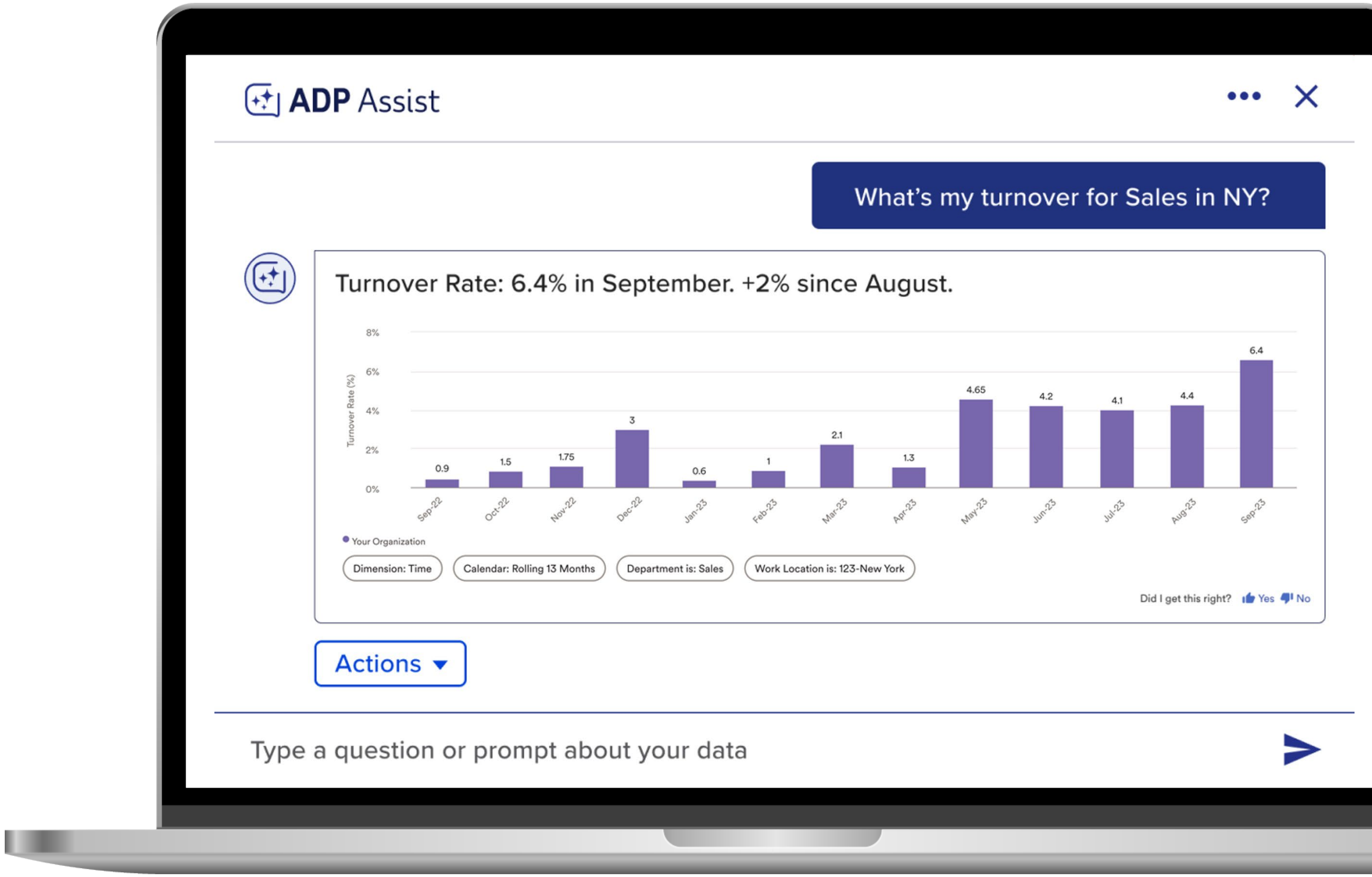
**11,100+** jurisdictions in the U.S.

# Analytics

## Enhanced by ADP Assist

MANAGER

- Leverage AI and ML in the flow of work to identify insights and drive prescriptive actions
- Get quick answers for analytics questions through data analysis and generate insights
- Embed capabilities in the flow of work to connect insights to action

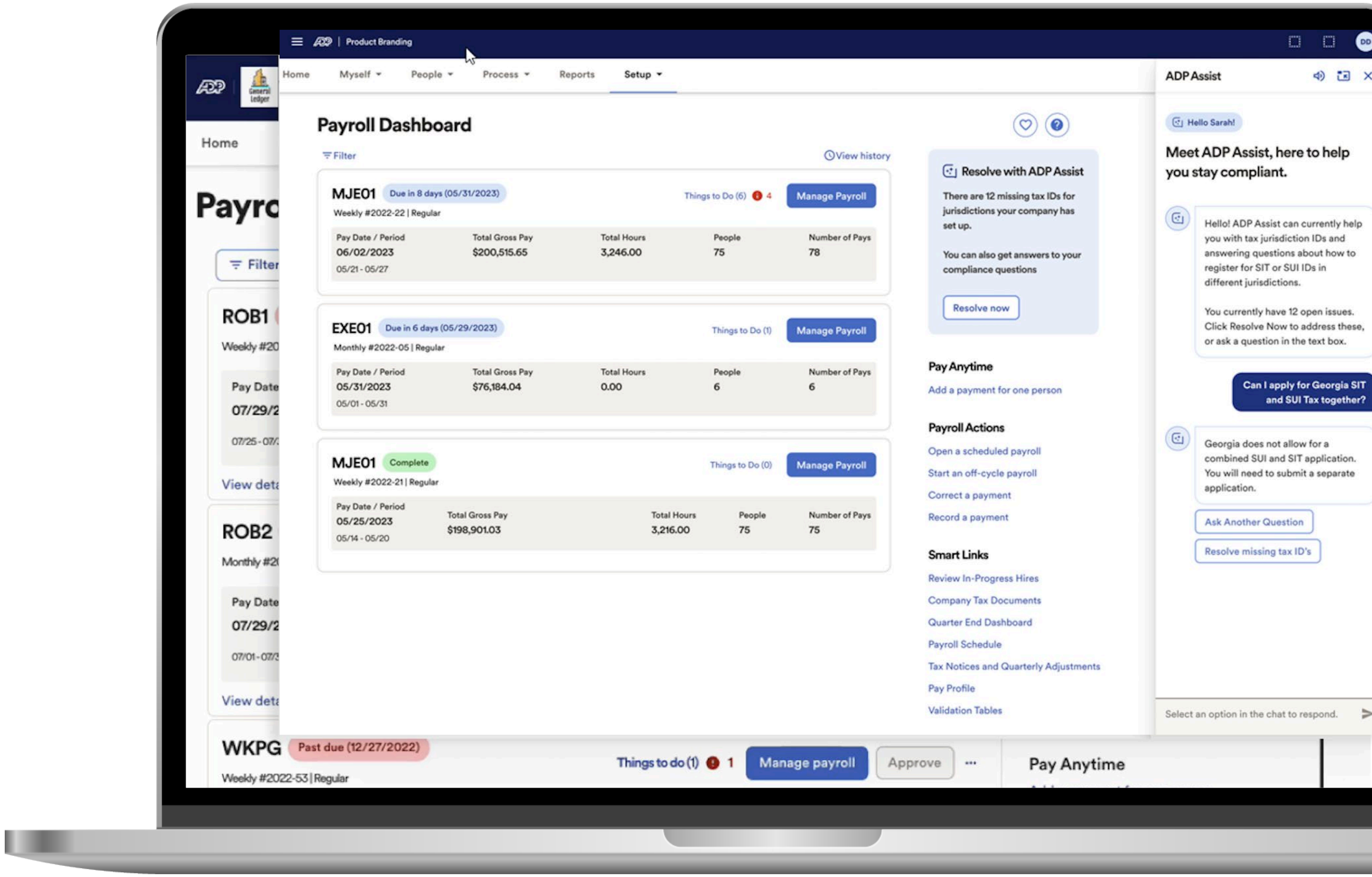


# Tax registration



## Enhanced by ADP Assist

- Surfaces missing tax IDs for state unemployment insurance (SUI) and state income tax (SIT)
- Provides insights and answers to questions about missing tax registrations
- Enables practitioners to apply or set up new tax IDs



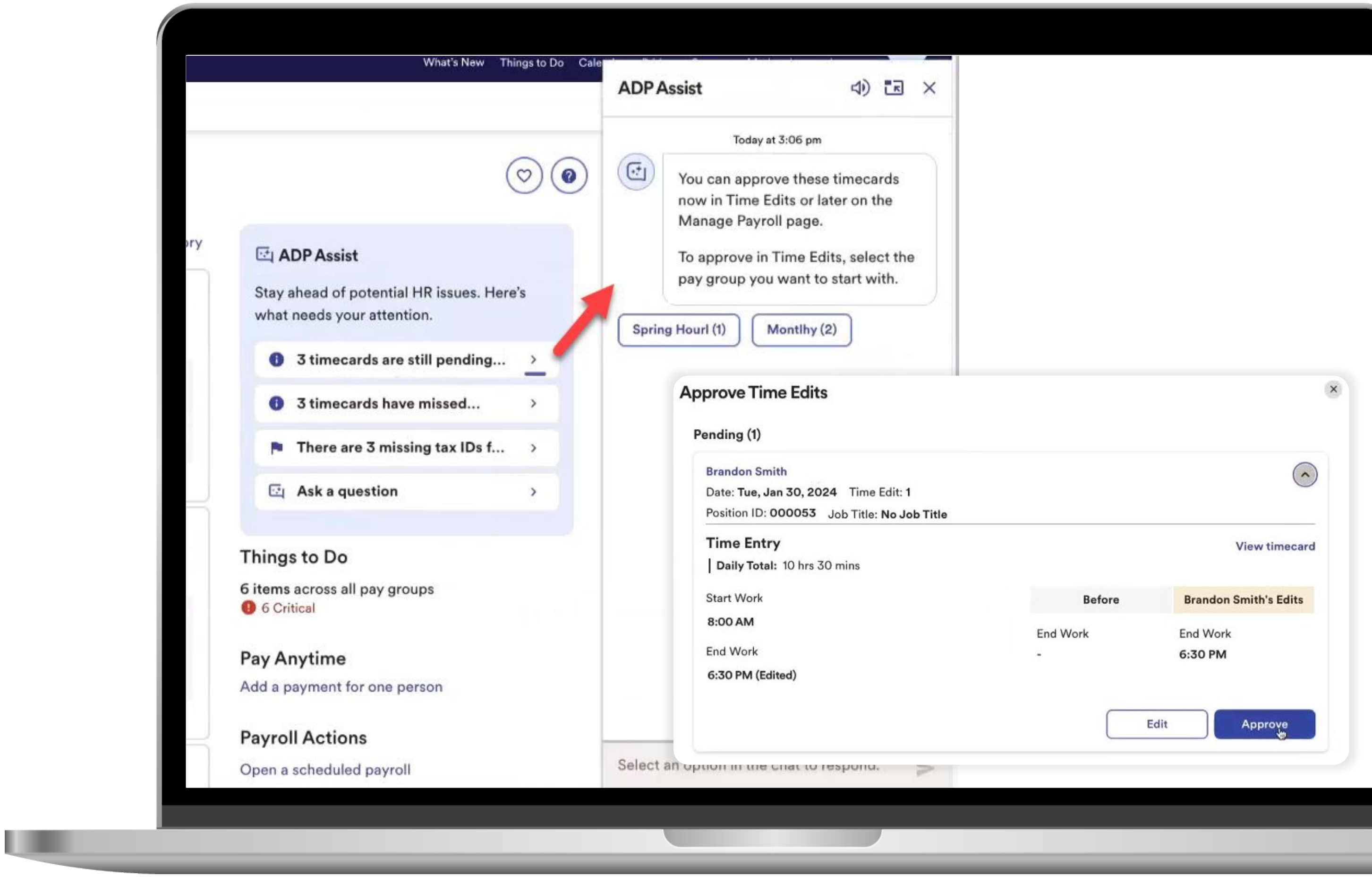
# Payroll exception handling



## Enhanced by ADP Assist

Surfaces real-time payroll exceptions and guides you on how to resolve them

- Missing time edit approvals
- Missing time punches
- More coming soon

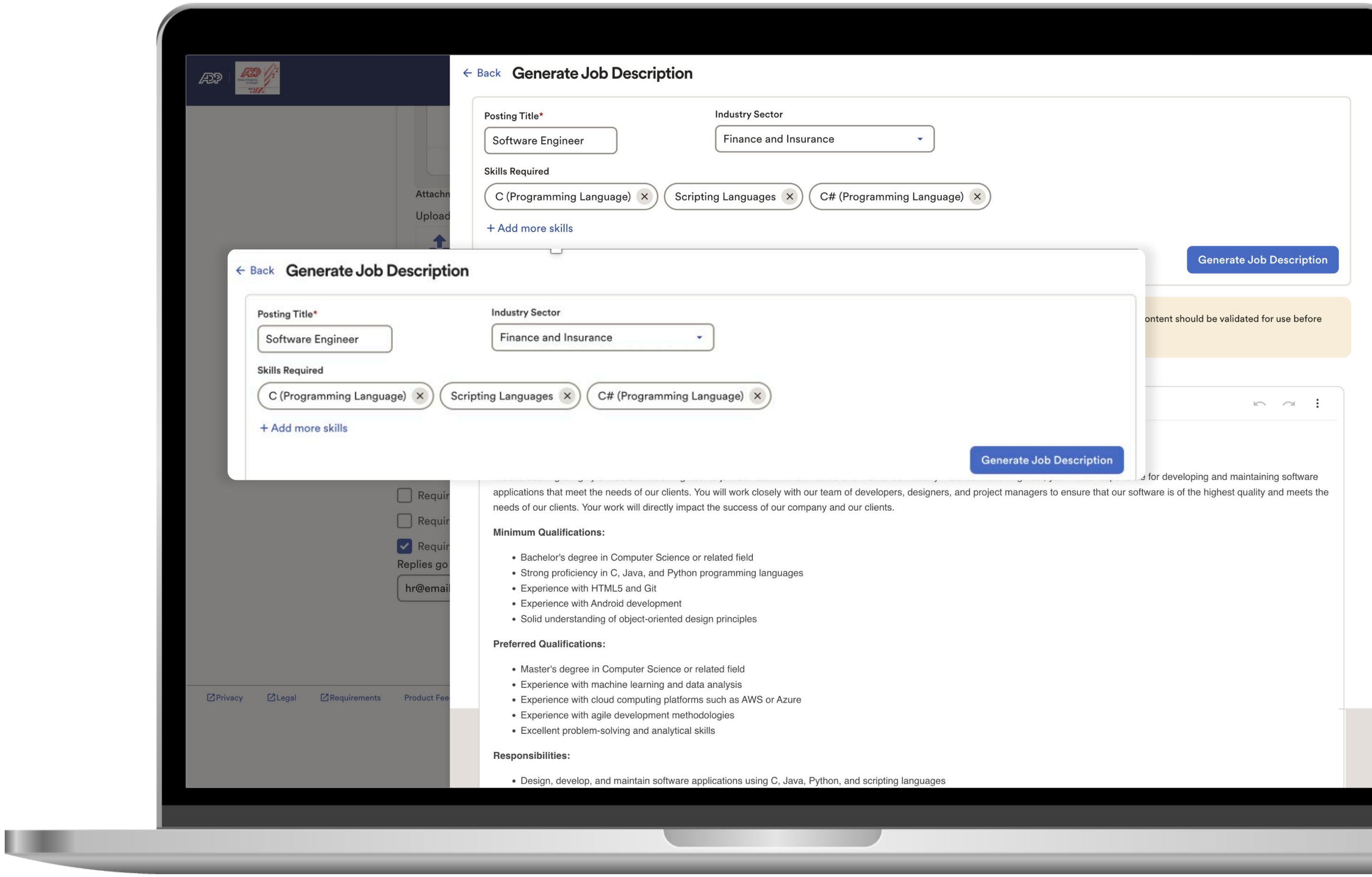


# Job description

MANAGER/RECRUITER

## Enhanced by ADP Assist

- Create job descriptions quickly and easily based on typical practices and patterns
- Customize with required skills and industry focus
- Tailor job description to address additional needs

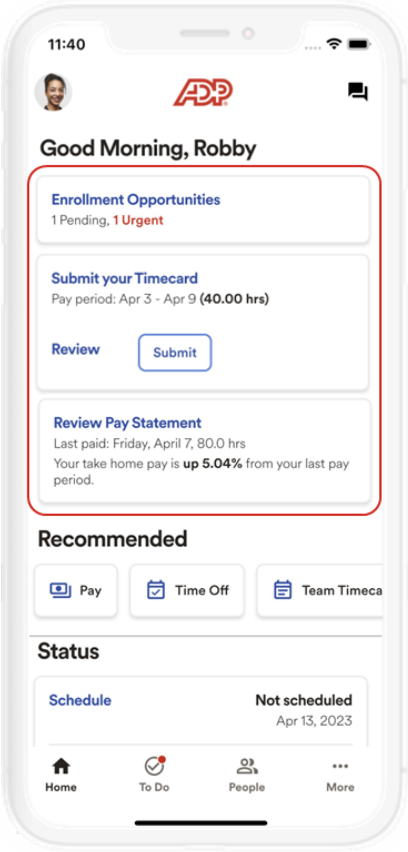


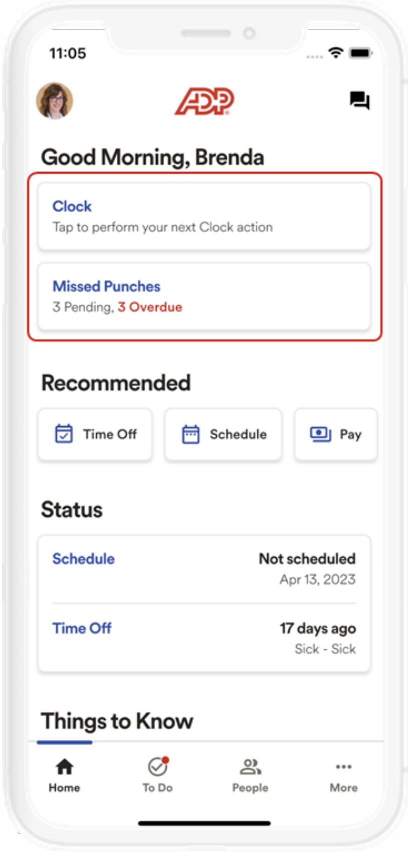
# Personalized insights

EMPLOYEE

## Enhanced by ADP Assist

- An AI-powered conversational interface makes it easy for employees to access the information they need without HR support
- Personalized, proactive notifications to employees via ADP Mobile or desktop to help resolve HR issues quickly
- Examples include:
  - Missed time punch
  - Time-off request approval
  - Employee timecard submission
  - Manager timecard approval
  - Benefits enrollment window
  - I-9 completion



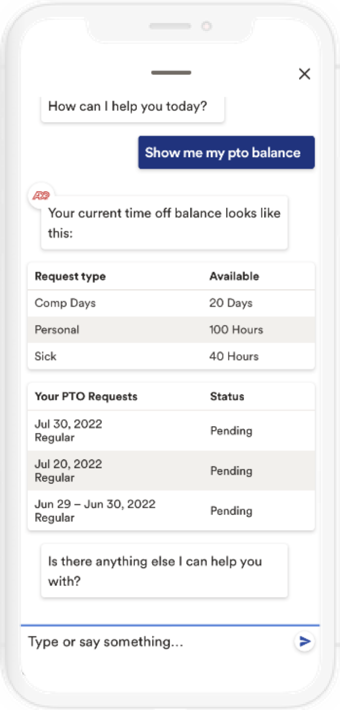
# Virtual chat

EMPLOYEE

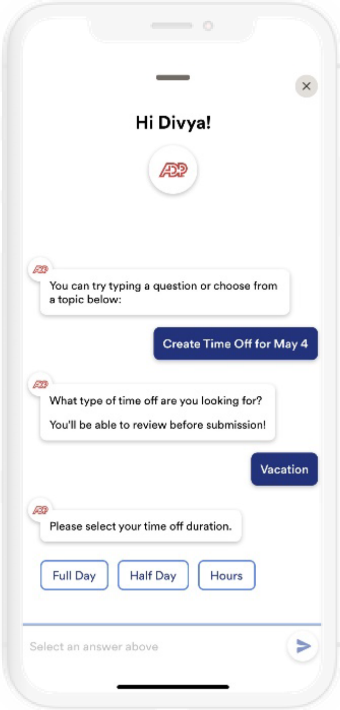
## Enhanced by ADP Assist

- Improves HR productivity and aids decision-making with data-driven insights
- Streamlines day-to-day tasks, managers and employees using conversational chat
- Available on ADP Mobile and the myADP web app (English only)

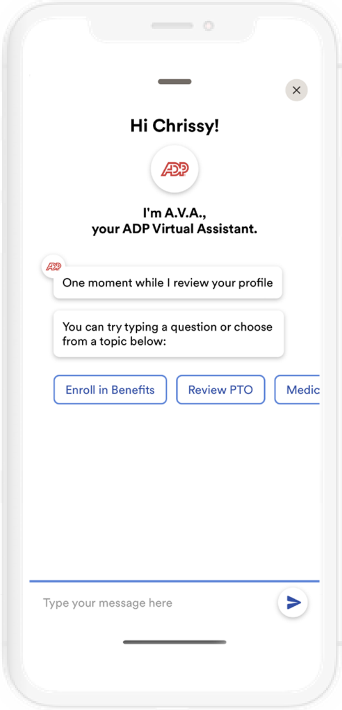
**Conversational**
Provides PTO balance, forms, policies, including benefits enrollment window




**Transactional**
Submits PTO request and other actions for employee




**Predictive**
Recommends actions that employee takes (e.g., submit leave of absence request)



To learn more, you can contact:

Jeff Griffin
ADP, Partner Account Manager
203-610-0025
jeffrey.m.griffin@adp.com

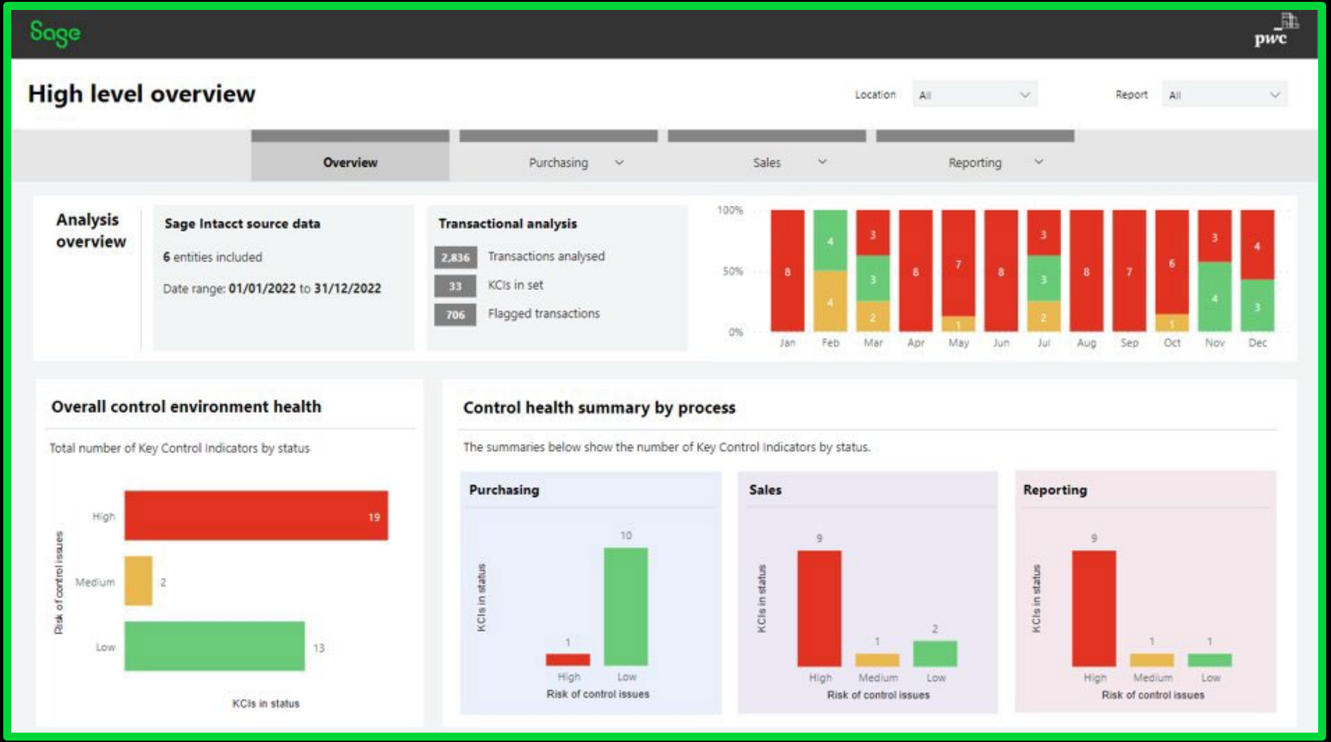
# Thank you!

# Appendix

# PwC Control Insights for Sage Intacct

## Take a proactive stance for strong financial controls

- Gain **actionable insights** with prioritized recommendations
- Build **resilience and maturity** of finance function as your organization scales and broadens operations
- Form the foundation for a compelling equity/investment story and regulatory compliance (e.g., SOX, Single Audit)




Dashboards with health assessment & recommendations

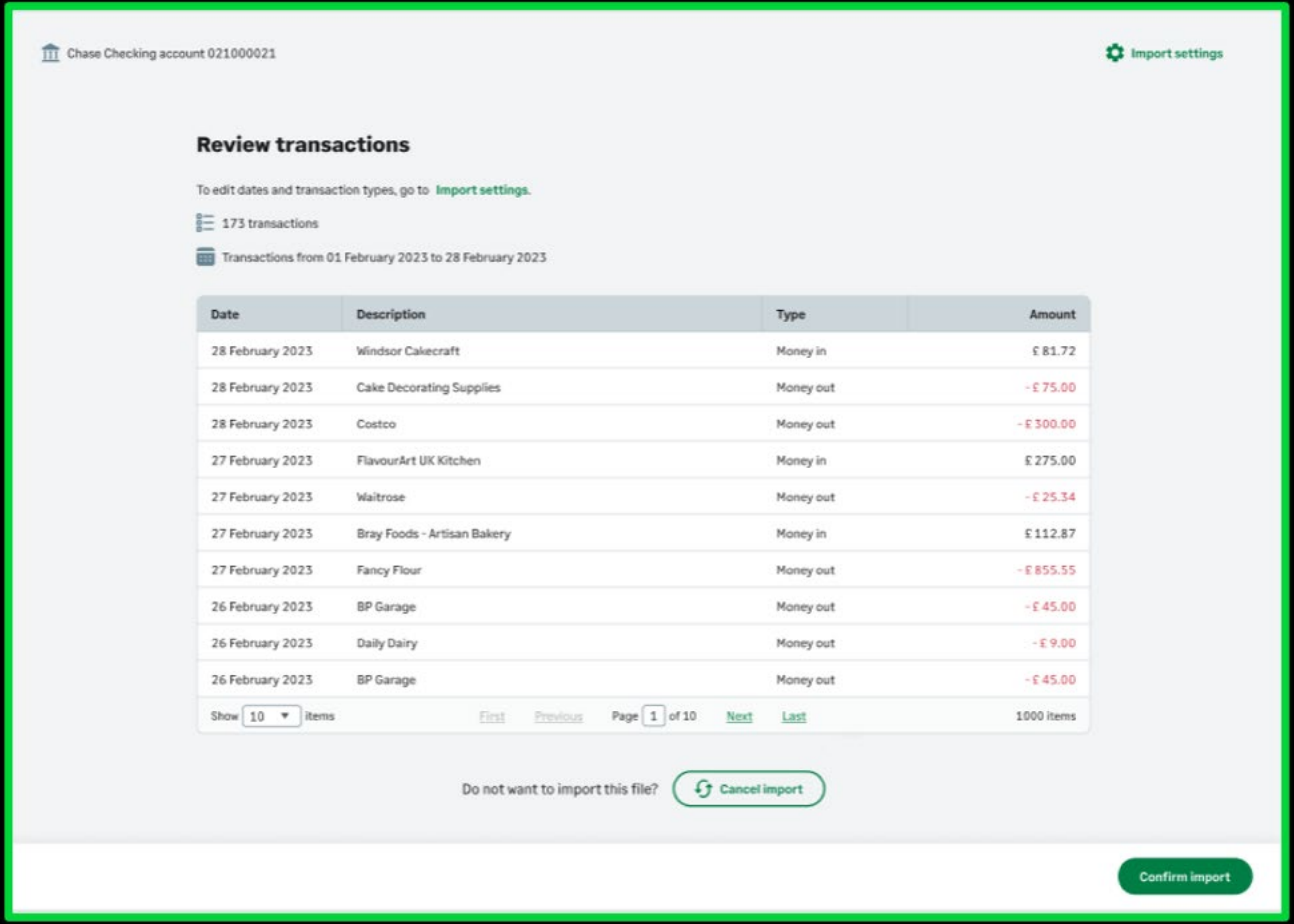
*Now Generally Available in US, UKI, CAN, AUS, ZA*
*Contact your account manager to participate*

**Strength in financials**

Sage

# Bank Transaction Assistant File Import

## Guided bank data import that supports time saving automation



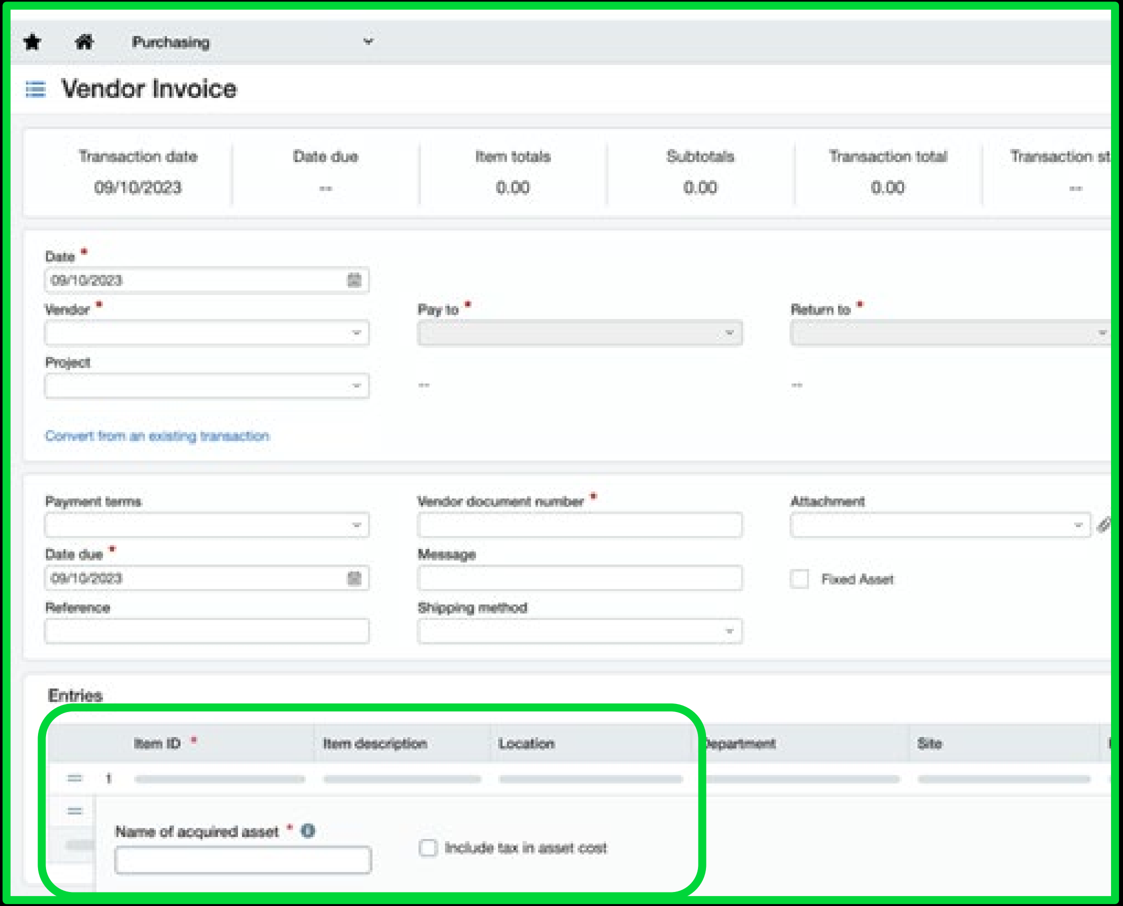

- **Flexible** import template that fits unique data requirements using a text or Microsoft Excel file
- **Time-saving** support for bank file types of OFX and QIF
- **Reduce errors** with duplicate detection

Ease-of-Use

Sage

# Sage Fixed Assets Management (SFAM): Purchasing integrated

## Efficiently connecting Fixed Assets to purchasing




- Create fixed assets **automatically** from vendor invoices
- **Automate** fixed asset purchase when item is associated with an asset GL account

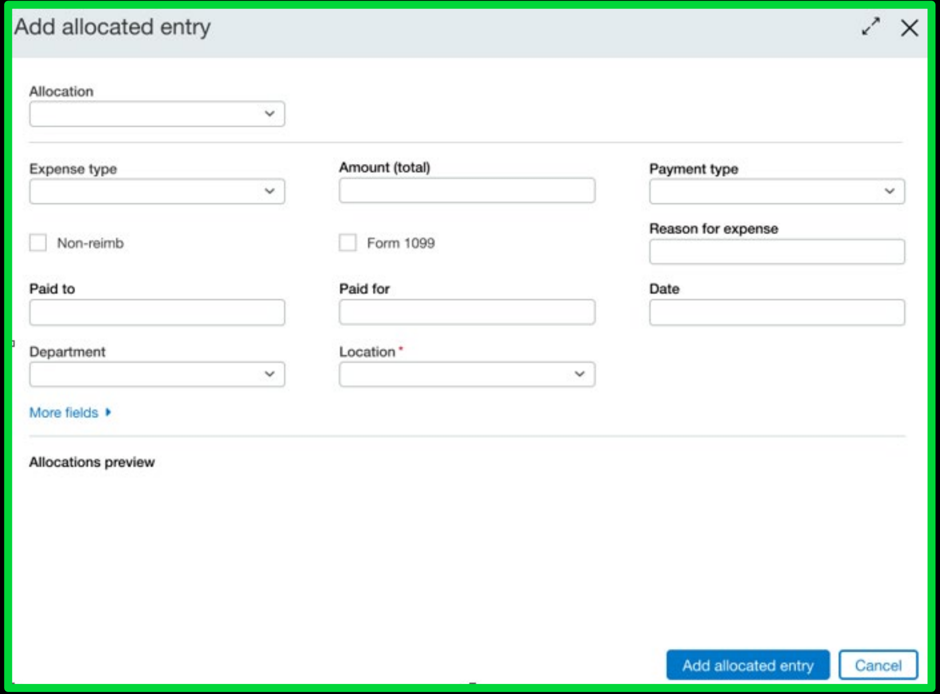
Ease-of-Use

Sage

# Employee Expense Allocation

## Use Transaction Allocations to distribute Employee Expenses

Customer ideas

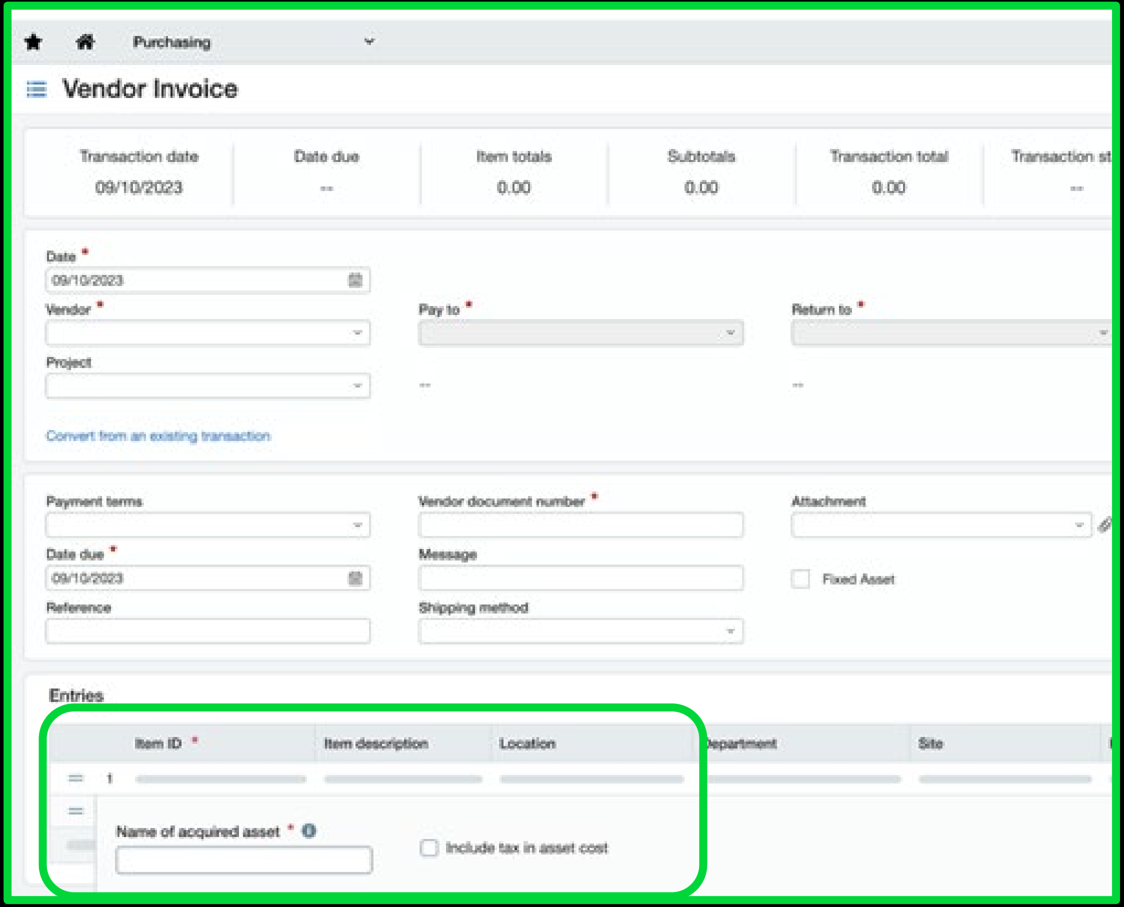

- **Time-saving functionality** to code expense receipts
- Leverage the **power of transaction allocations** in employee expense reports

Ease-of-Use

Sage

# Sage Fixed Assets Management (SFAM): Purchasing integrated

Efficiently connecting Fixed Assets to purchasing



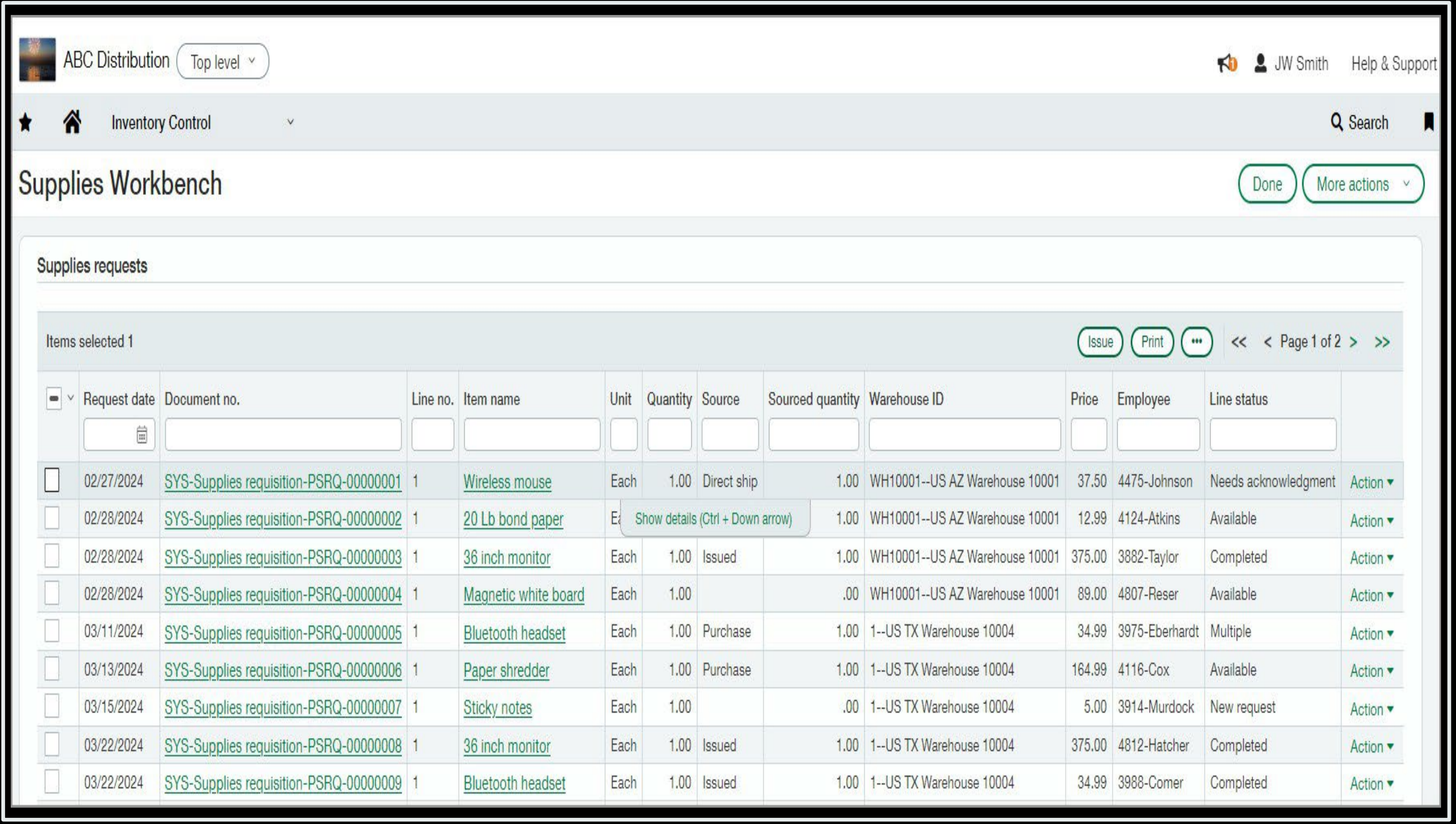

- Create fixed assets **automatically** from vendor invoices
- **Automate** fixed asset purchase when item is associated with an asset GL account

Ease-of-Use

Sage

# Supplies Inventory (EA)

## Managing supplies inventory to provide accurate costing and availability eliminating manual transactions




- Manage and control inventory with real time automation and visibility
- Perform various transactions from a central workbench
- Streamline issuing and transferring material, create purchase orders and manage stock across multiple locations
- Integrates with purchasing
- Provides accurate cost calculation

Sage



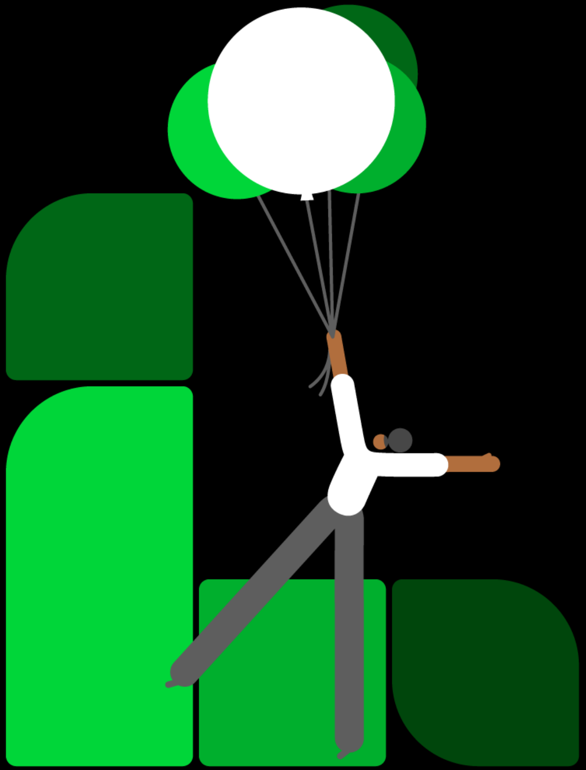
Industry Insights

# Sage Intacct Fundraising

Powered by DonorPerfect


## Seamless connection and insights with fundraising

- **Empower development:** Manage donor data, donor communications, and execute successful fundraising campaigns with an end-to-end solution
- **Boost contributions:** Utilize tools for online fundraising and monthly giving programs
- **Increase actionable insights:** Leverage connected fundraising and financial data, feeding dashboards and reports to elevate decision-making

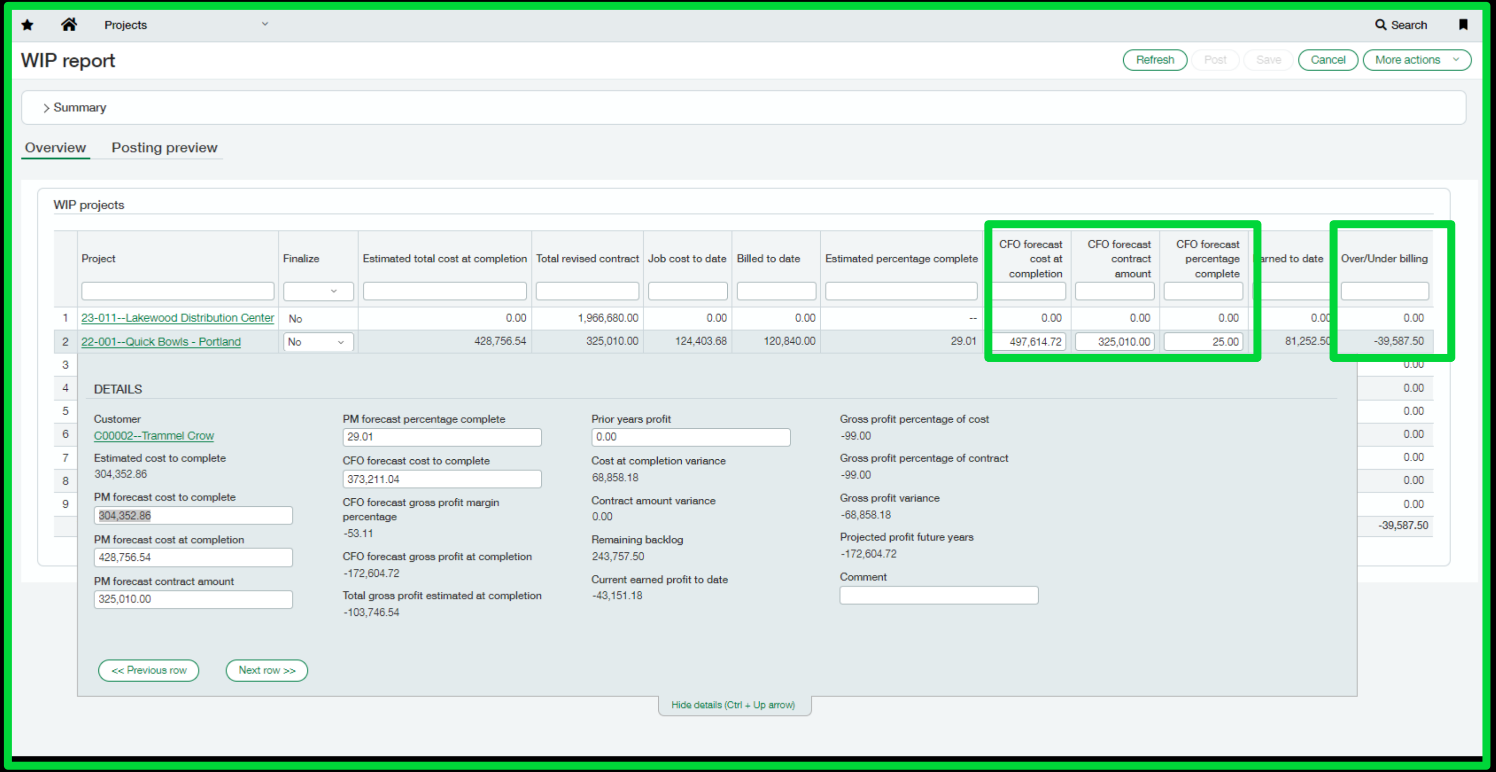


Industry Insights

Sage

# Construction: Project level WIP management

## Streamline the monthly project WIP revenue recognition process

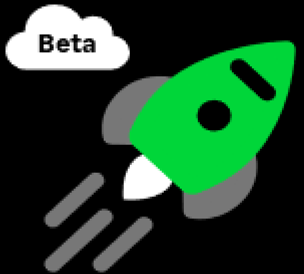



- Review job-to-date actuals and other key profitability metrics for your projects
- Enter or import Project Manager forecasts
- Enable CFO override of forecasted amounts
- **Streamlined** posting of over/under billing adjustments to the GL

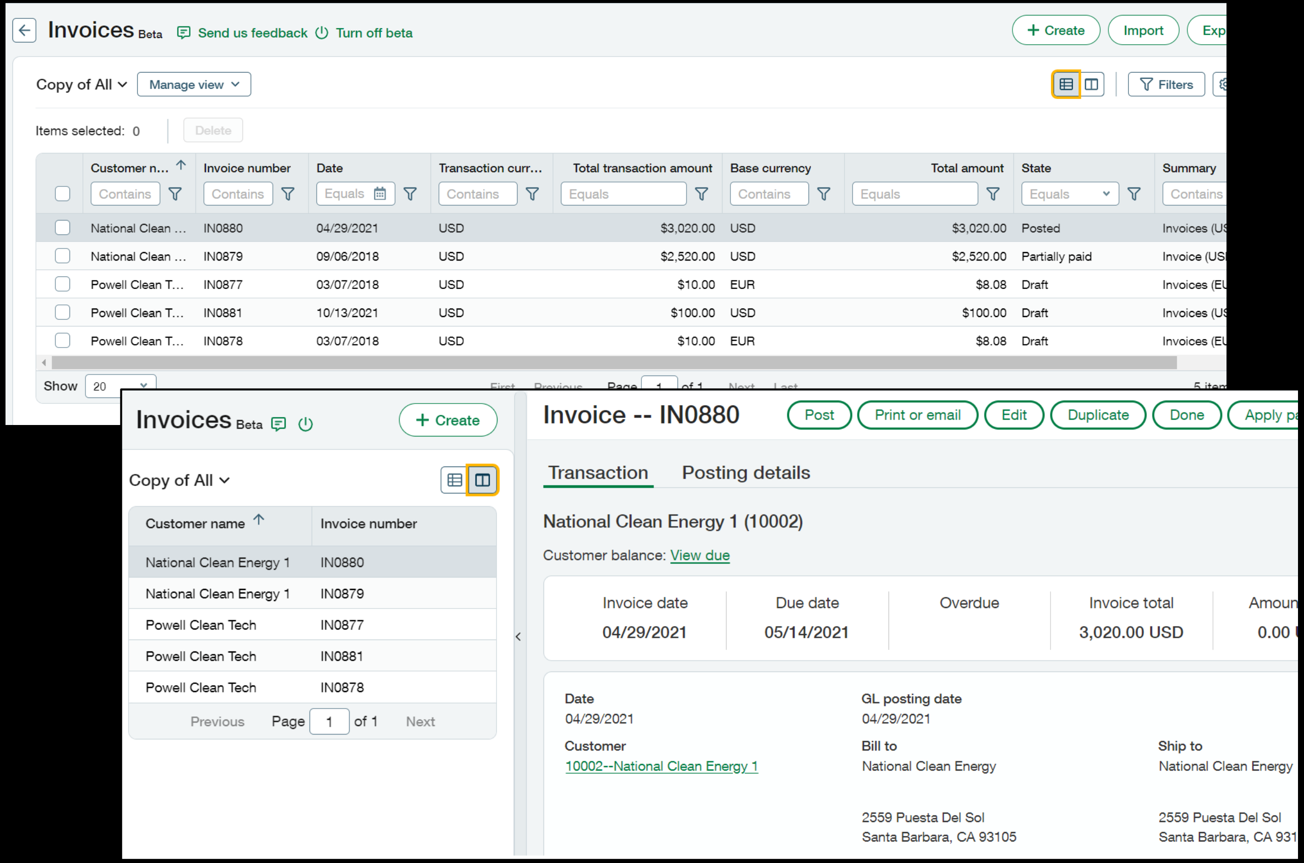
Industry Insights

Sage

# Using the New Lists




## Increased personalization, configurability, and efficiency




- **New powerful filtering:** Smart column filters and advanced filtering to support basic reporting needs
- **Improved workflow:** Streamlined task management and work lists with split views
- **Customizability:** Use your existing views and save custom views, personalize columns, sorting, and much more

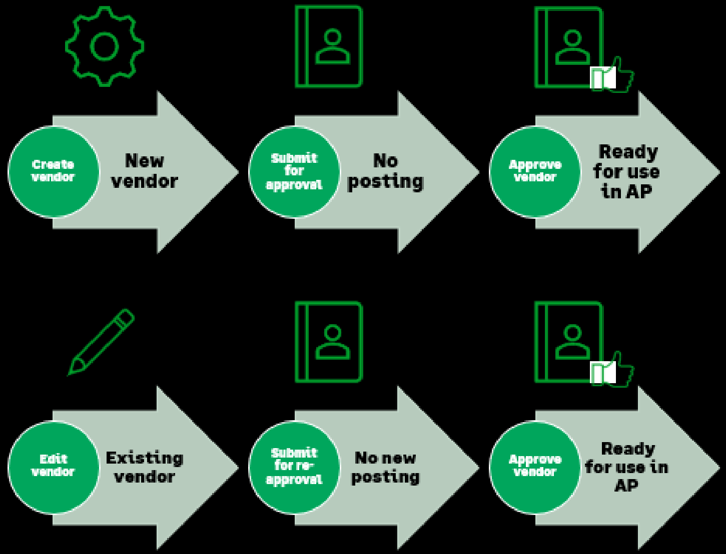
**Over 50 new lists available in all regions, with more in each release!**

Platform Power

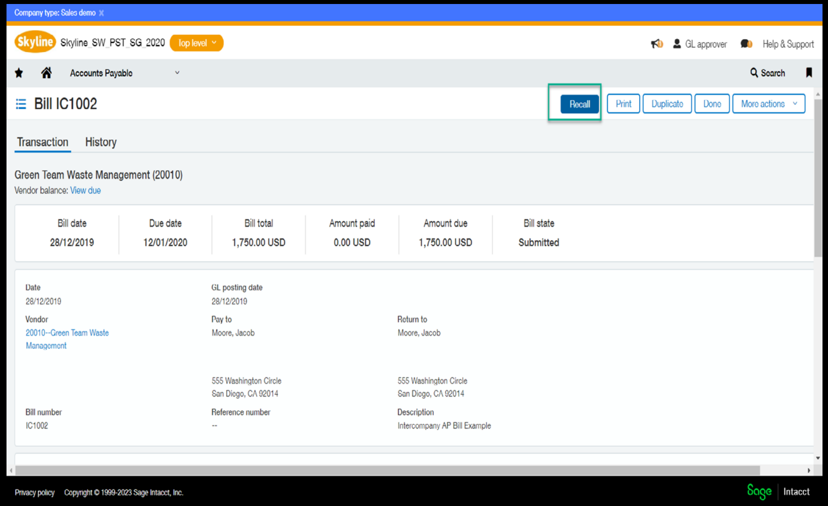
Sage

# AP Approval Enhancements


## AP Vendor approval




## AP Bill recall at approval




### Added security with vendor creation and maintenance

- Segregation of duty between creator and approver for control
- Confidence with transactions restriction upon approval
- Reapproval control on changes, i.e. address, banking, contact

### Added flexibility for editing transactions in process

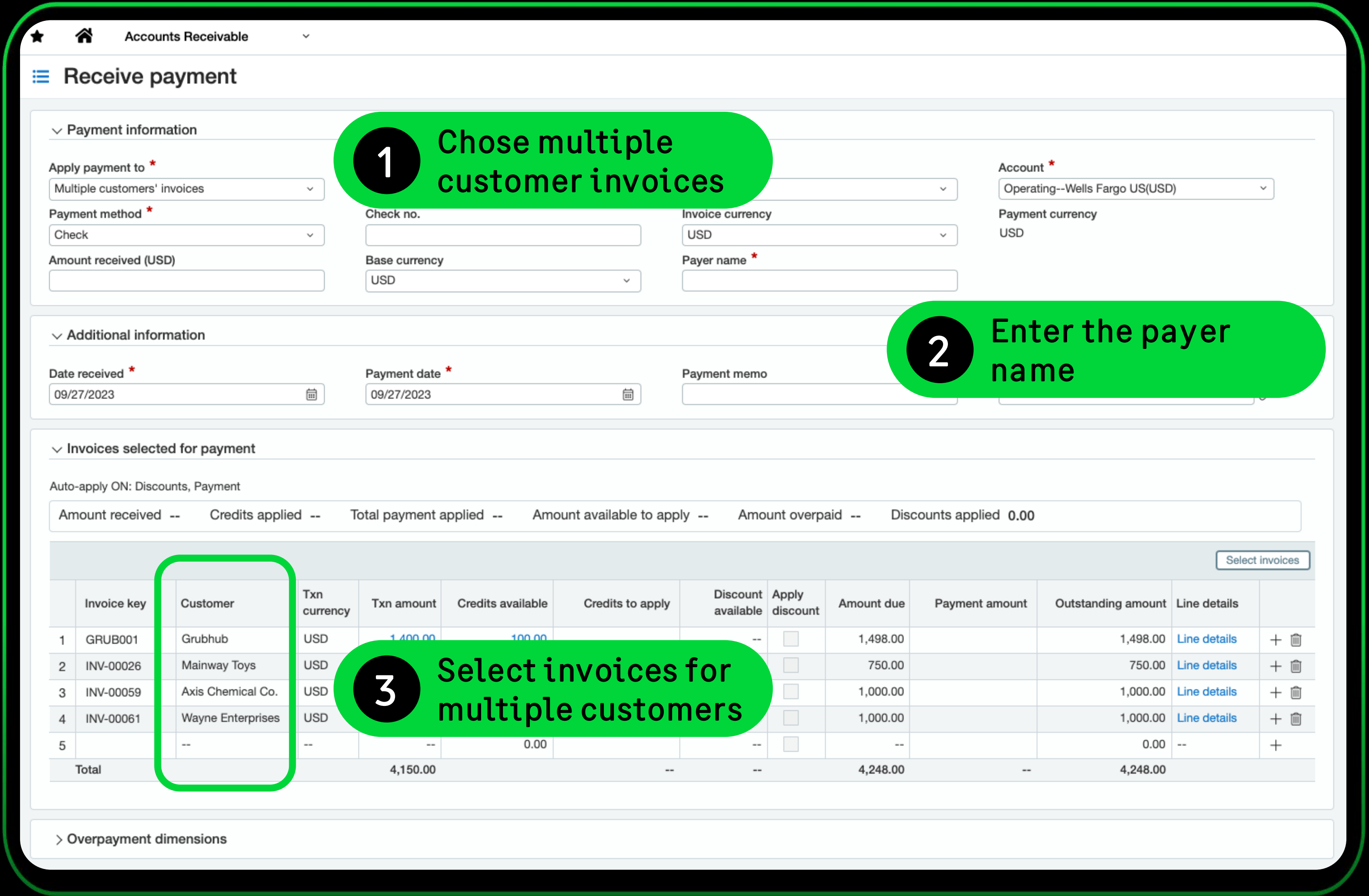
- Improved flexibility with making edits or corrections for transactions at different stages of the approval workflow

# AR Multiple Customer Payments

Ease of recording payment for complex multi-payer situations in 3 easy steps

Customer ideas

- Expanded multi-payer payments in school, healthcare, grant funding & multi-channel businesses
- One receipt for multi-channel customer invoicing
- Simplified payment reconciliation to customers for collections

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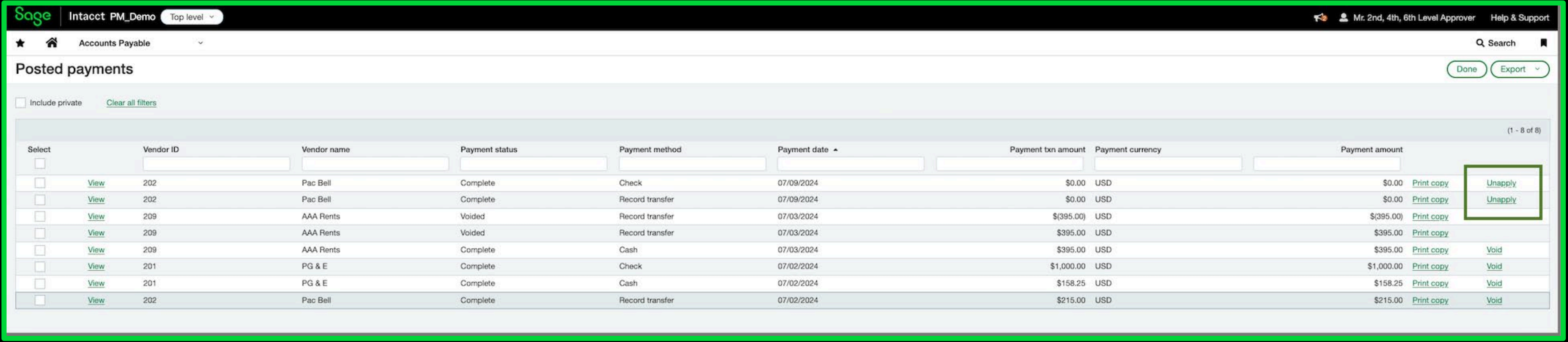
# Unapply AP credits

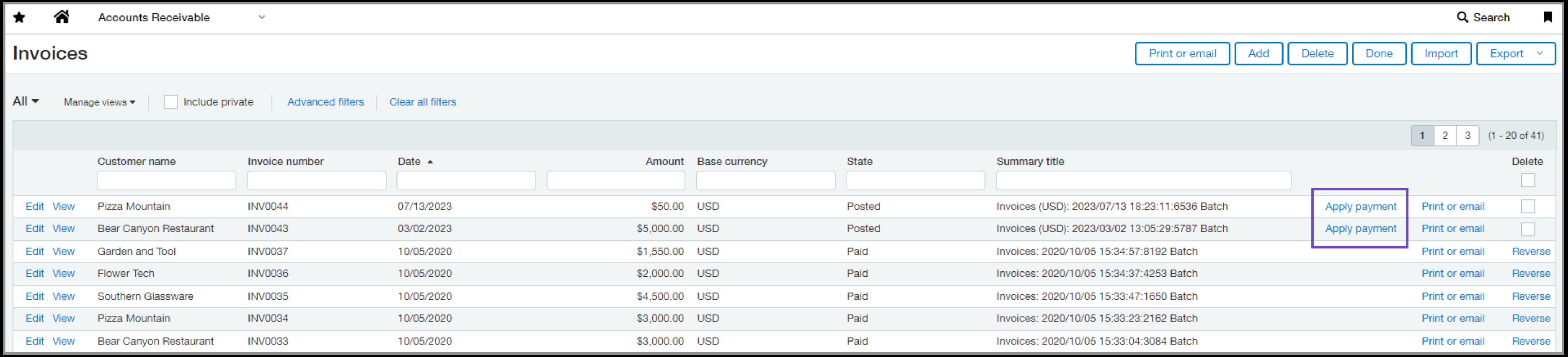
## Easily change the application of credits in your Accounts Payable

- Record applying of **credits** to AP bill in **posted payment** list
- Allow users to **unapply** the credits applied.
- View **credits** applied value



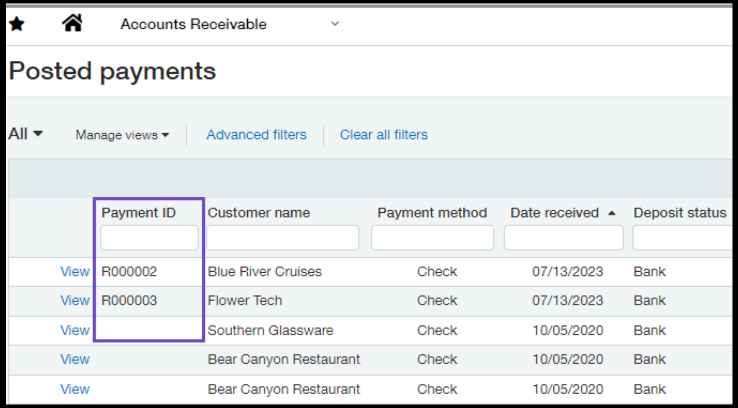

| Select | | Vendor ID | Vendor name | Payment status | Payment method | Payment date | Payment txn amount | Payment currency | Payment amount | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | View | 202 | Pac Bell | Complete | Check | 07/09/2024 | $0.00 | USD | $0.00 | Print copy | Unapply |
| | View | 202 | Pac Bell | Complete | Record transfer | 07/09/2024 | $0.00 | USD | $0.00 | Print copy | Unapply |
| | View | 209 | AAA Rents | Voided | Record transfer | 07/03/2024 | $(395.00) | USD | $(395.00) | Print copy | |
| | View | 209 | AAA Rents | Voided | Record transfer | 07/03/2024 | $395.00 | USD | $395.00 | Print copy | |
| | View | 209 | AAA Rents | Complete | Cash | 07/03/2024 | $395.00 | USD | $395.00 | Print copy | Void |
| | View | 201 | PG & E | Complete | Check | 07/02/2024 | $1,000.00 | USD | $1,000.00 | Print copy | Void |
| | View | 201 | PG & E | Complete | Cash | 07/02/2024 | $158.25 | USD | $158.25 | Print copy | Void |
| | View | 202 | Pac Bell | Complete | Record transfer | 07/02/2024 | $215.00 | USD | $215.00 | Print copy | Void |

# AR Payment Enhancements

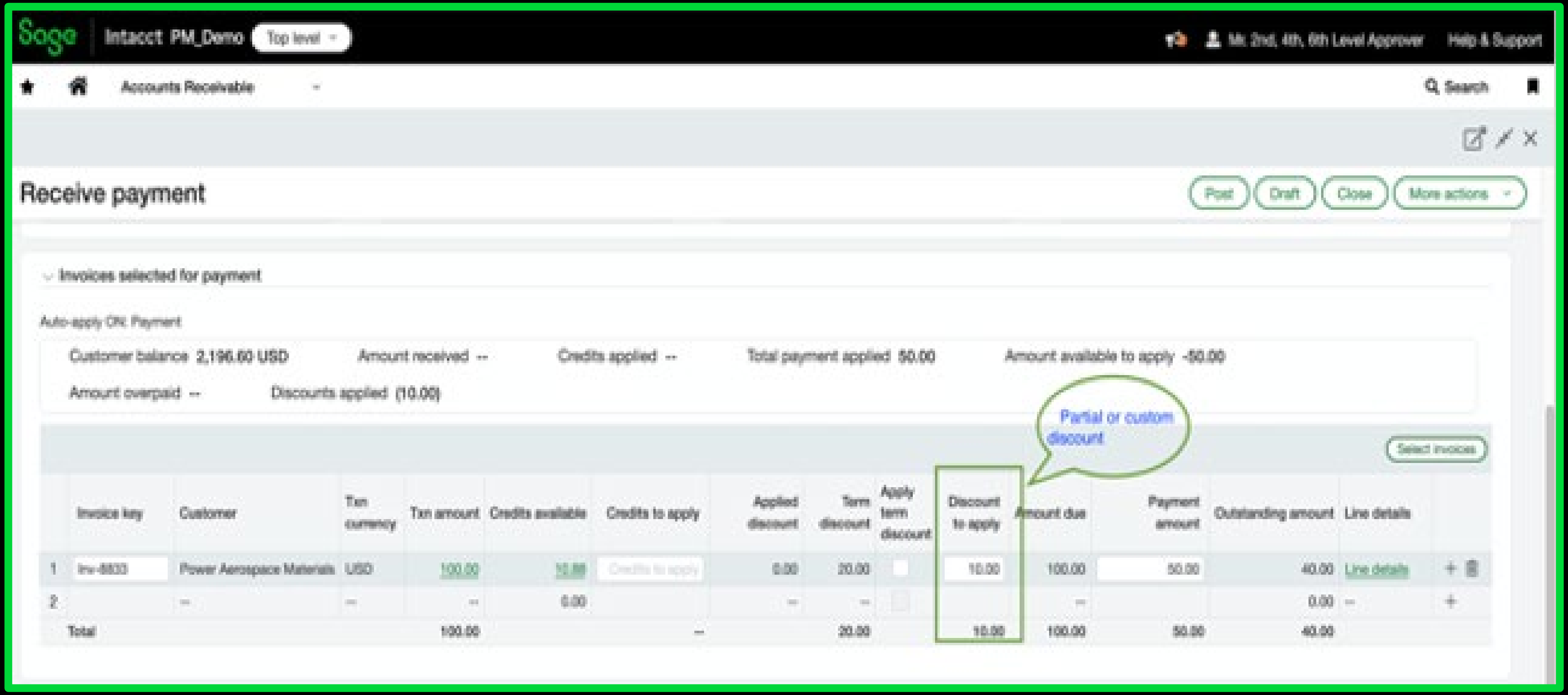

## Ease of use enhancements for AR payment application

- New receive payment experience
- Apply payments from the Invoices list
- Track payments with document sequencing
- Edit the reversal date on posted payments
- Apply credits in bulk through import



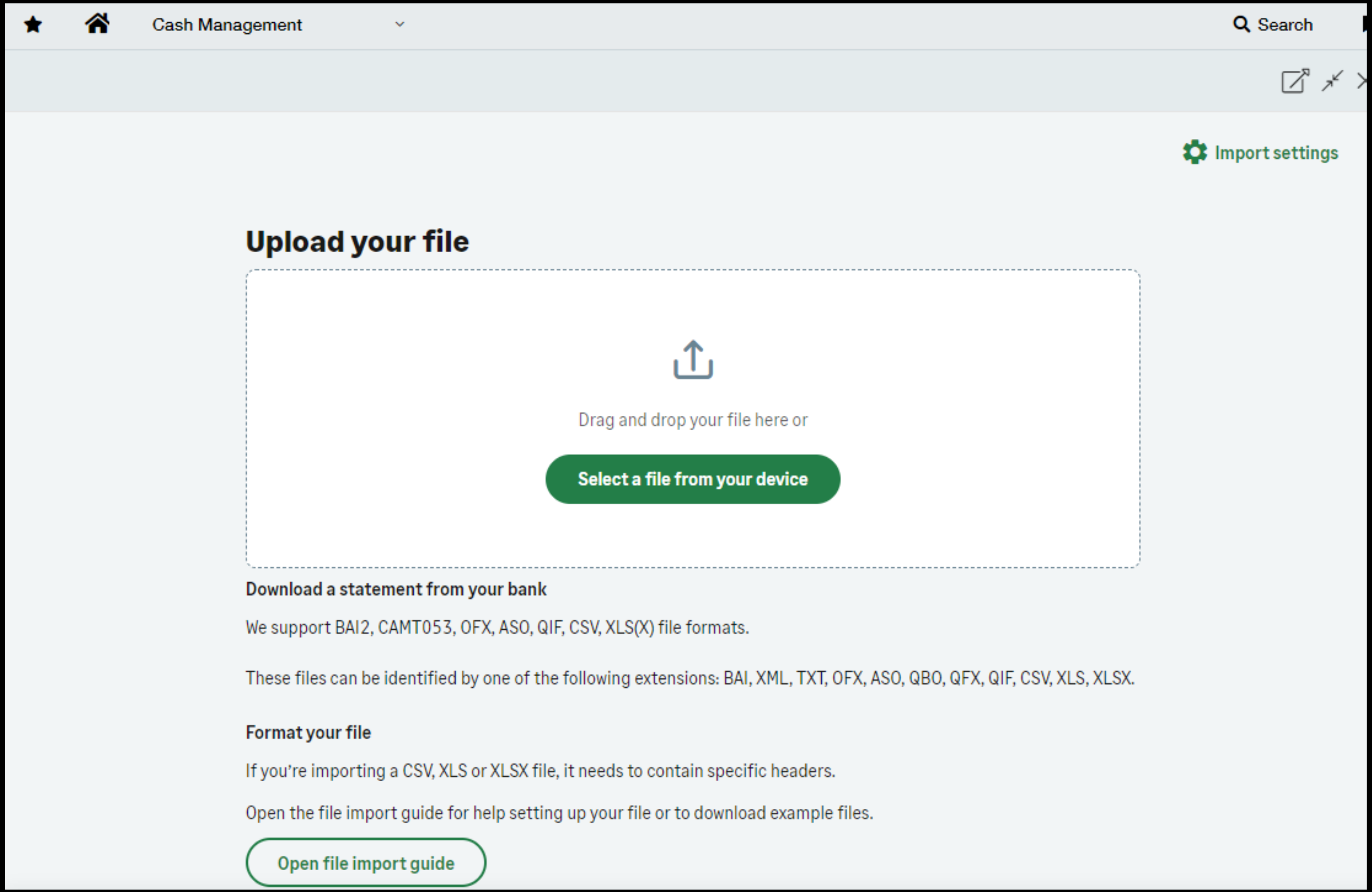
# Allow discount edit in AR receive payment

## Experience flexibility in editing discounts as needed




- **Effortlessly** apply partial discounts
- Can also be used as a rounding off to close invoices

# New methods of adding bank data




## More bank data options

### File import

- Use bank supplied files such as BAI2, CAMT.053, OFX and QIF. Microsoft Excel is also supported.
- Add data outside of a reconciliation.
- Early adopter program now open to import bank credit card data.

### Premium bank feeds

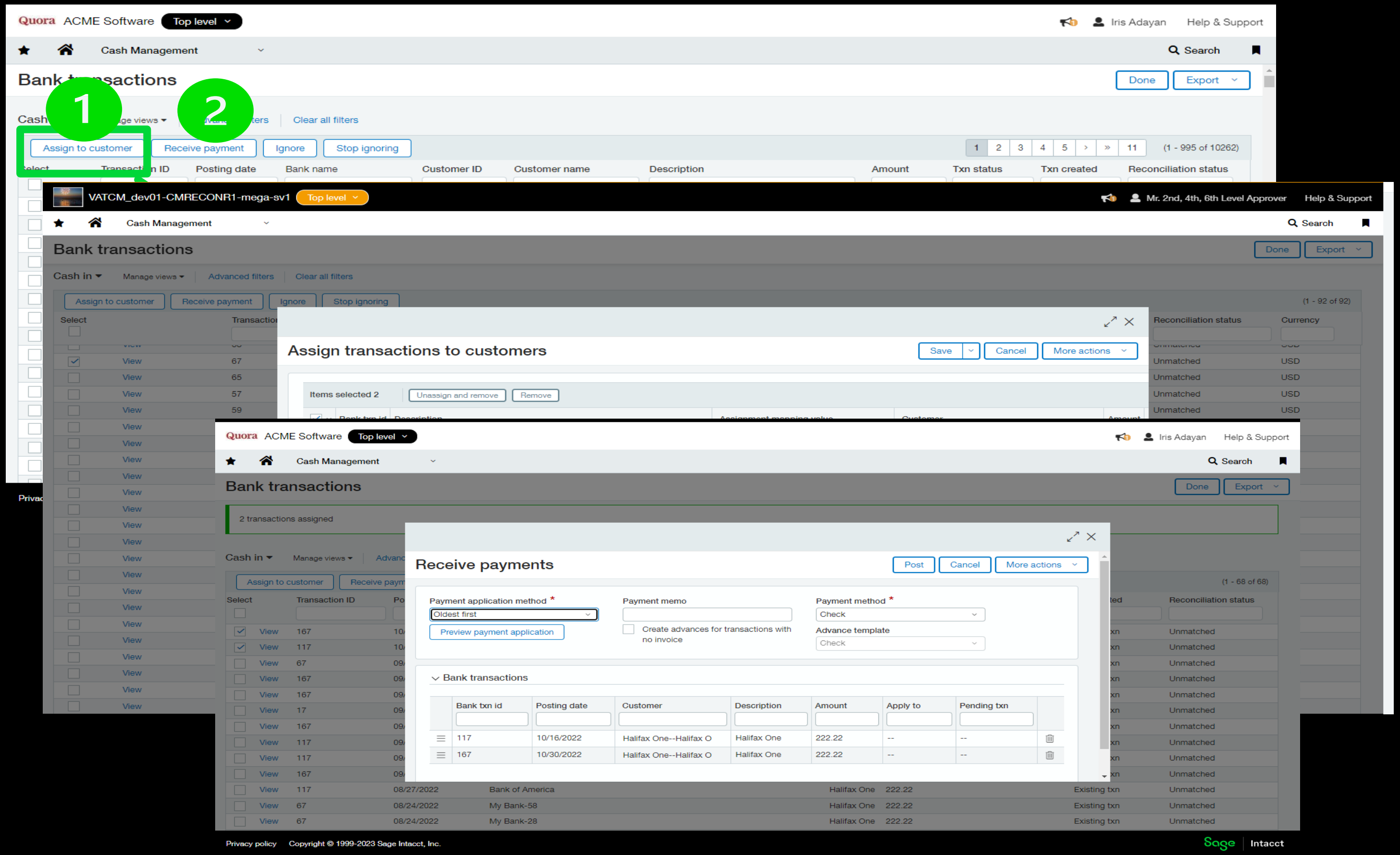
- Add bank data using the SWIFT bank network, fees apply.

### New high-quality connection to BMO US and Canada

- Limited early adopter program now open.

# Add customer payments from bank data

## New Bank Transaction Assistant




### Revolutionize payments application

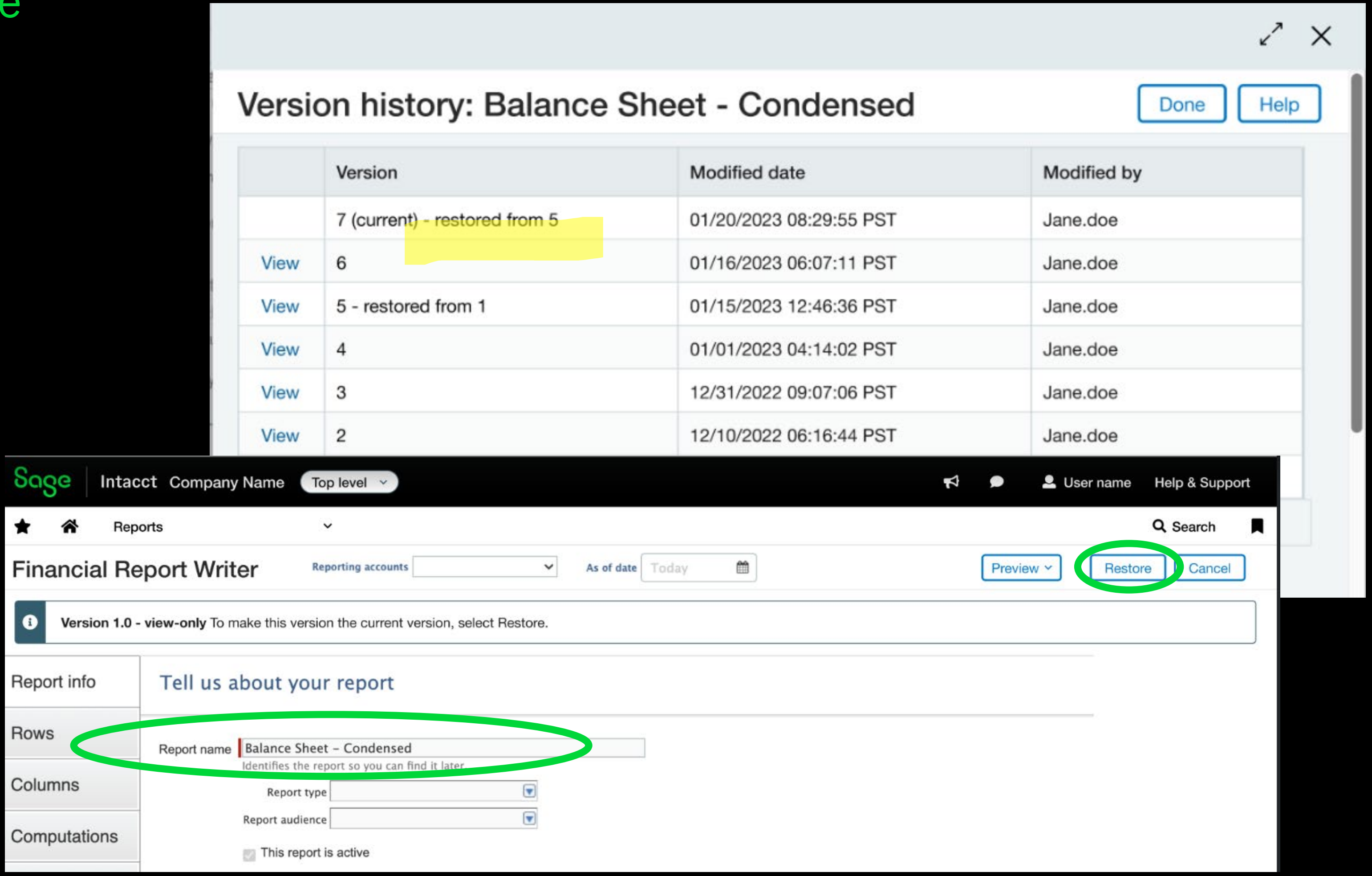
- Automate customer payments application with accuracy
- Increase efficiency through mass transactions process

# Financial Report Writer Versioning

Customer ideas

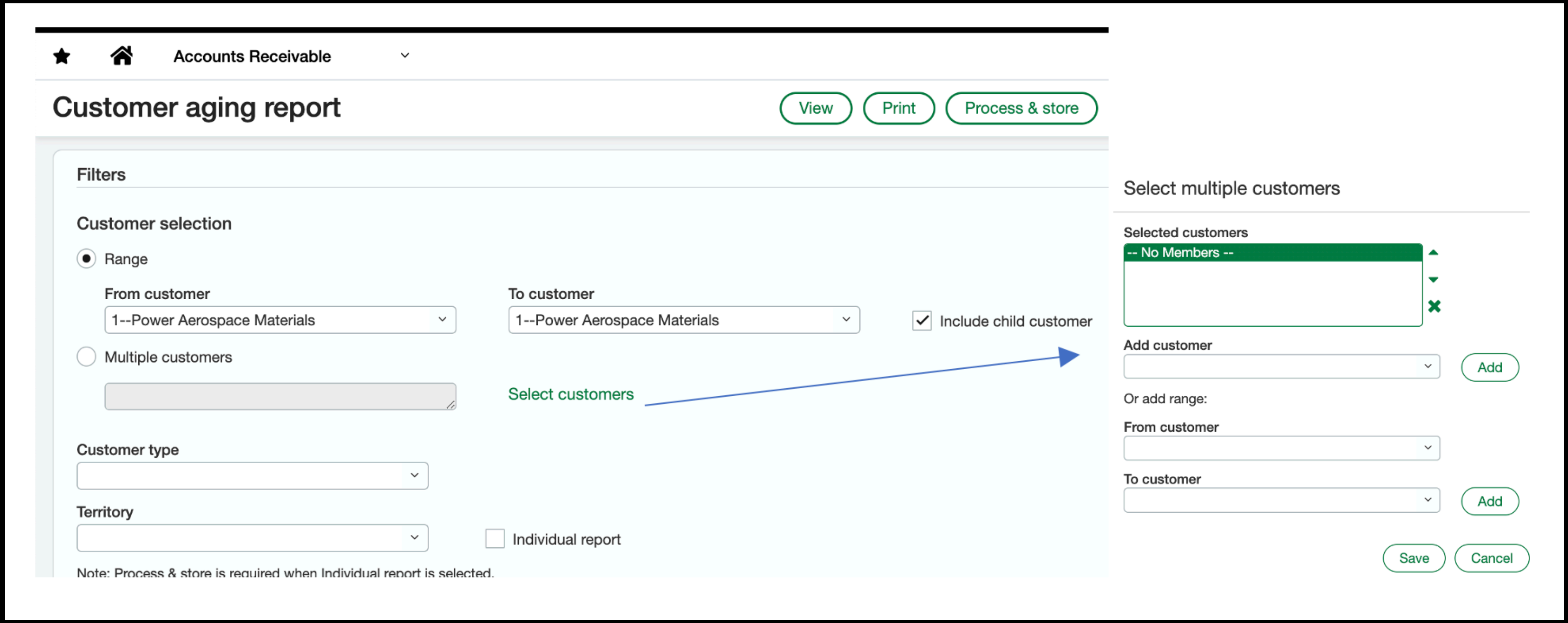
## Efficient version control to manage financial reporting changes

- Easy version restoration for unplanned changes
- Reduce adverse report modification for secure financial reporting
- Build external reporting trust with versioning



# Enhanced AR/AP Reporting


## Enable ease and flexibility in grouping customer/vendor for greater insights




Filtering enhancements:

- Parent and child customer/vendor
- Multiple customers/vendors
- Customer/vendor grouping

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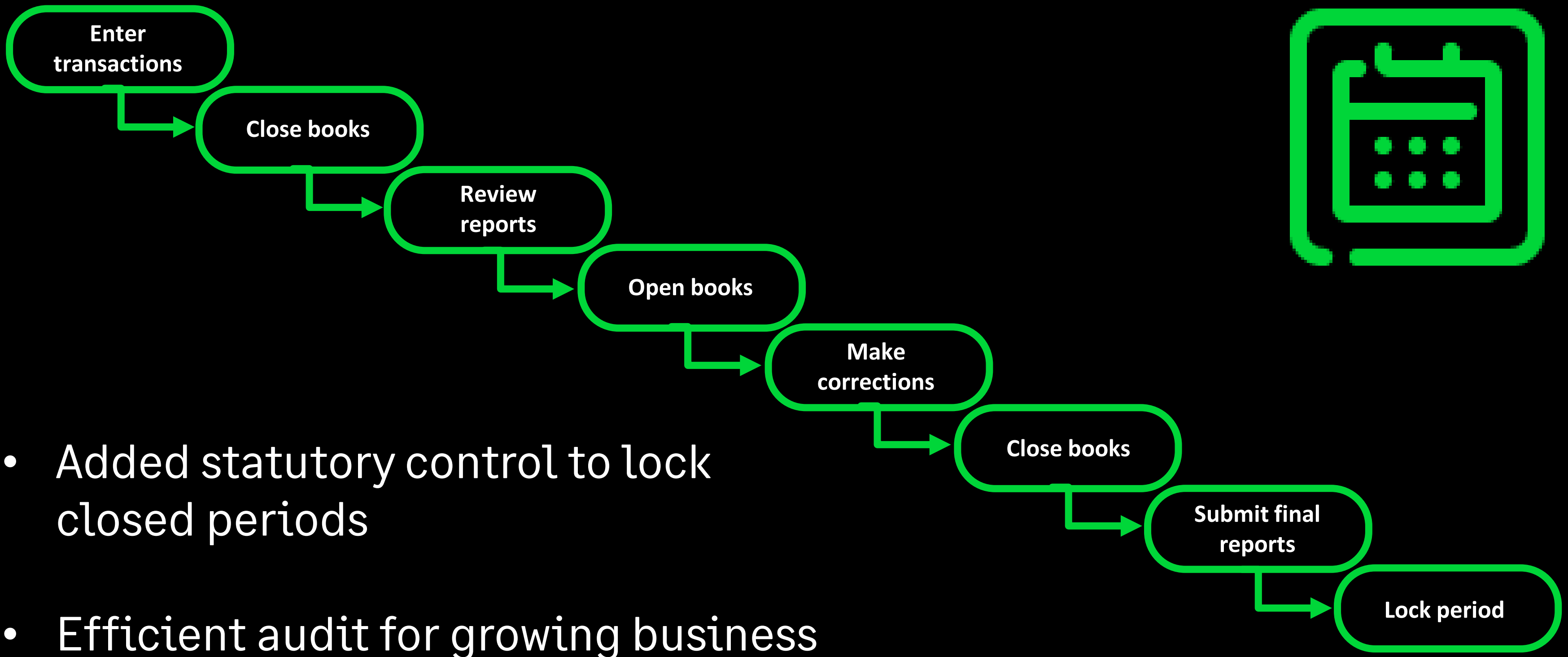
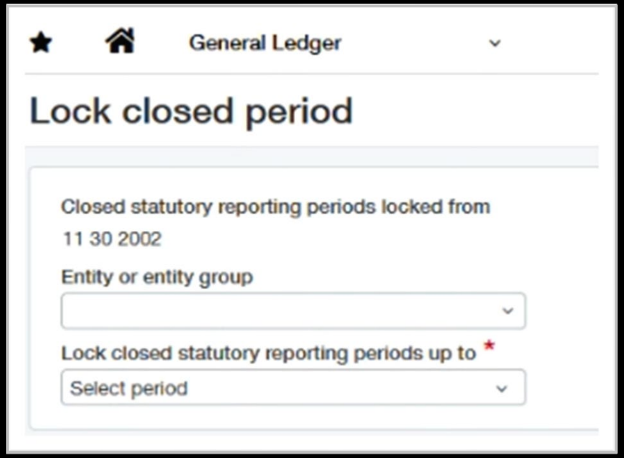
# Lock Statutory Periods

Enhance your control and security by locking closed reporting periods



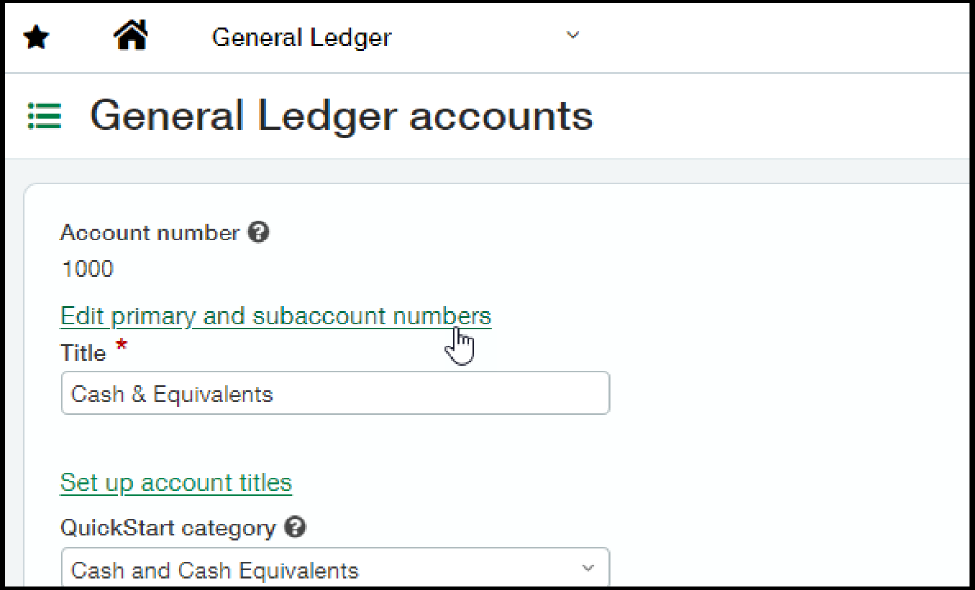

- Added statutory control to lock closed periods

- Efficient audit for growing business operations

# GL Account ID Change

Customer ideas

## Change the account numbers or extend the account length




Business needs change. Now your account numbers can too.

- Change the account length
- Change the account number
- Ability to import mass updates
- Updates automatically throughout the system *
- Controlled access with permissions

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*'* Some exclusions where accounts are manually entered*

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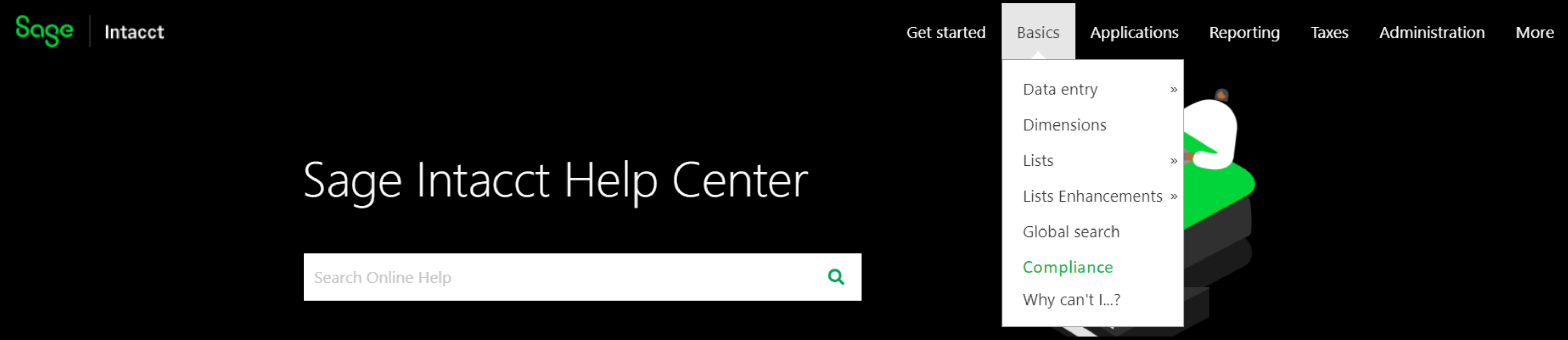
# Centralized Compliance Documentation

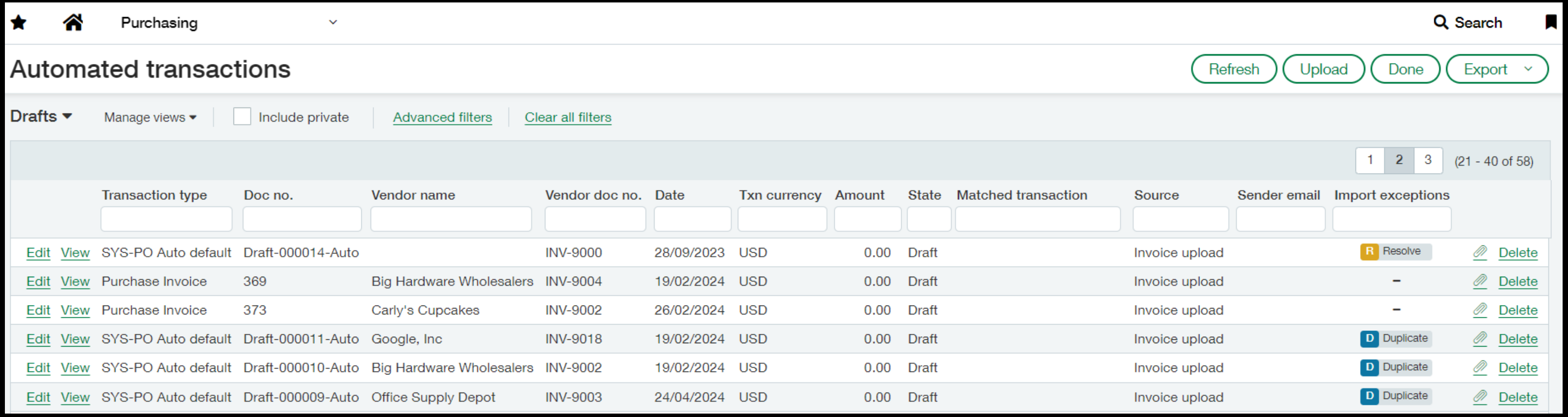
## Faster access to insight you need to assert controls compliance

- New centralized information on compliance best practices
- Identify preventative & detective control options
- Best practice guidance

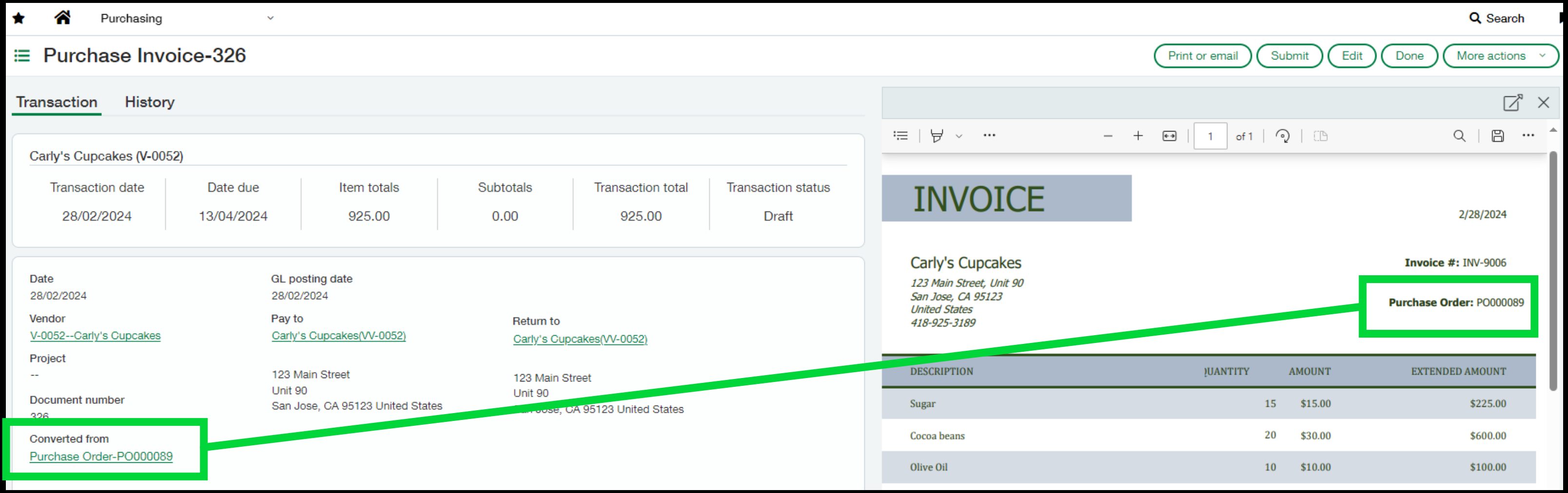


# Purchasing Automation (Early adopter)

## Eliminate data entry with automated PO matching


Purchasing
Search
Automated transactions
Refresh | Upload | Done | Export
Drafts | Manage views | Include private | Advanced filters | Clear all filters
1 2 3 (21 - 40 of 58)

| | Transaction type | Doc no. | Vendor name | Vendor doc no. | Date | Txn currency | Amount | State | Matched transaction | Source | Sender email | Import exceptions | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Edit View | SYS-PO Auto default | Draft-000014-Auto | | INV-9000 | 28/09/2023 | USD | 0.00 | Draft | | Invoice upload | | R Resolve | Delete |
| Edit View | Purchase Invoice | 369 | Big Hardware Wholesalers | INV-9004 | 19/02/2024 | USD | 0.00 | Draft | | Invoice upload | | – | Delete |
| Edit View | Purchase Invoice | 373 | Carly's Cupcakes | INV-9002 | 26/02/2024 | USD | 0.00 | Draft | | Invoice upload | | – | Delete |
| Edit View | SYS-PO Auto default | Draft-000011-Auto | Google, Inc | INV-9018 | 19/02/2024 | USD | 0.00 | Draft | | Invoice upload | | D Duplicate | Delete |
| Edit View | SYS-PO Auto default | Draft-000010-Auto | Big Hardware Wholesalers | INV-9002 | 19/02/2024 | USD | 0.00 | Draft | | Invoice upload | | D Duplicate | Delete |
| Edit View | SYS-PO Auto default | Draft-000009-Auto | Office Supply Depot | INV-9003 | 24/04/2024 | USD | 0.00 | Draft | | Invoice upload | | D Duplicate | Delete |




- Auto create vendor invoice in **draft** mode for review
- **AI-powered** automation matches invoice with receiver or PO, eliminating manual data entry hassle
- **Easy** change process for mismatched PO

# 1099 E-filing

## 1099 e-filing trusted & reconciled

Create/modify 1099 vendors → Create/modify 1099 transactions → Review 1099 reports

Processes in Sage Intacct

**Ready to e-file**

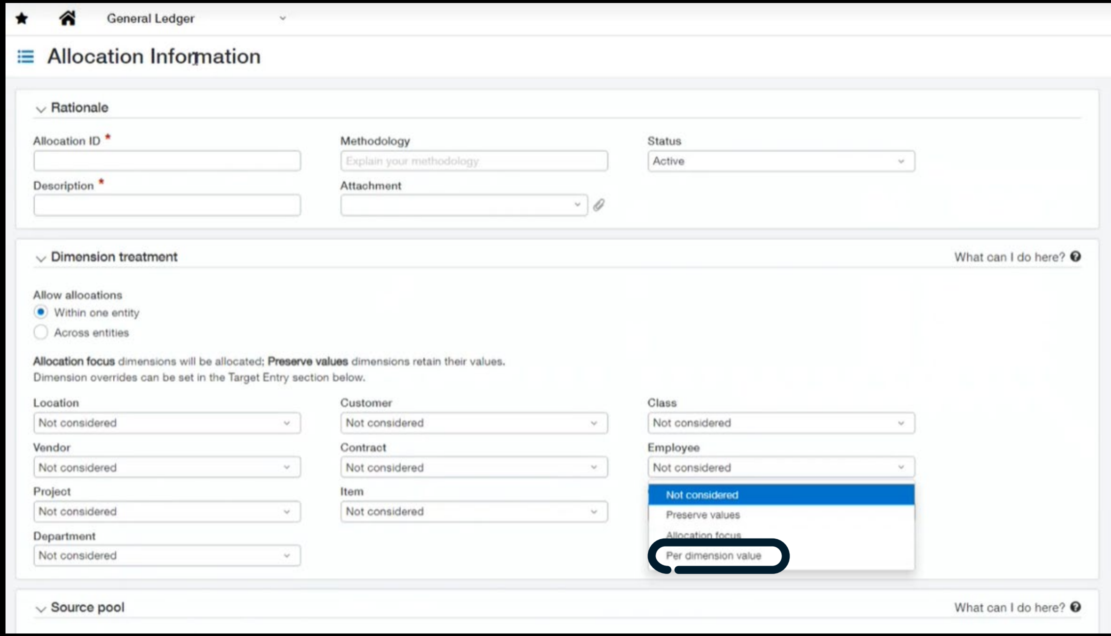
**Powered by Sage Network**

Create TaxBandits Account → Validate 1099 information → Submit to IRS, States, distributed forms to recipients

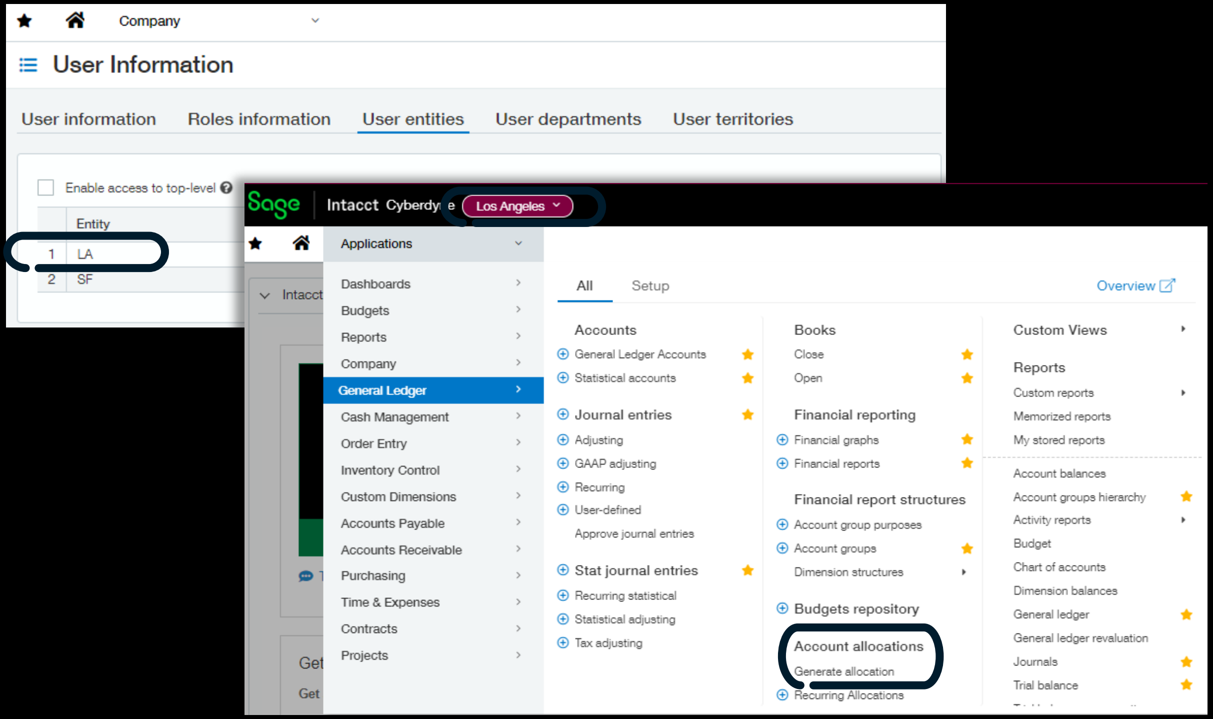
Processes in TaxBandits

# Dynamic Allocations Flexibility


## Support per dimension value allocation for Employee and Project



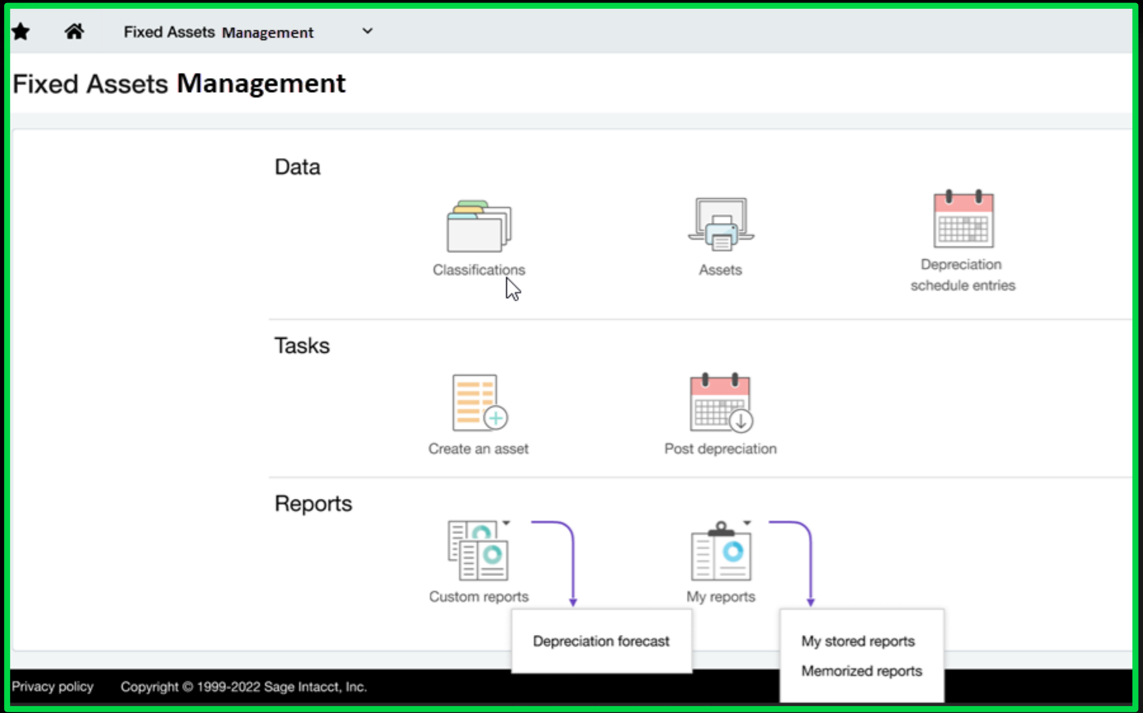

## Enable restricted users to leverage Dynamic Allocations



# Sage Fixed Assets Management

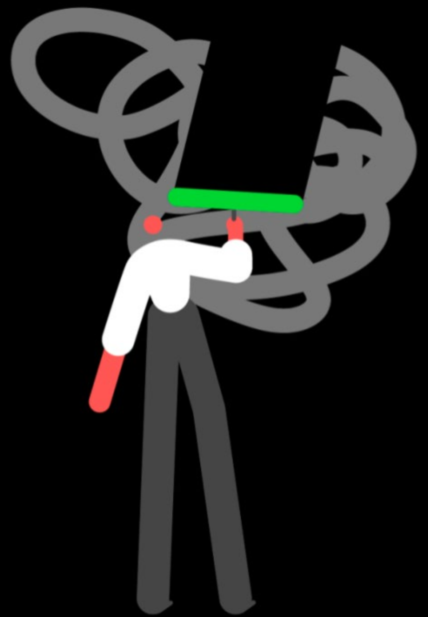
GA

- **Natively connected** with accounts payable & purchasing process enabling drill down to source anytime.
- **Instant** asset spending analysis with new **Asset dimension**.
- **Automated depreciation** posting across **multiple financial and tax books.**
- **Easily self-implement** and get started quickly and simply



# Sage Intacct Forms and Operational Flows

## Optimize operations with fully configurable portals, forms, and workflow

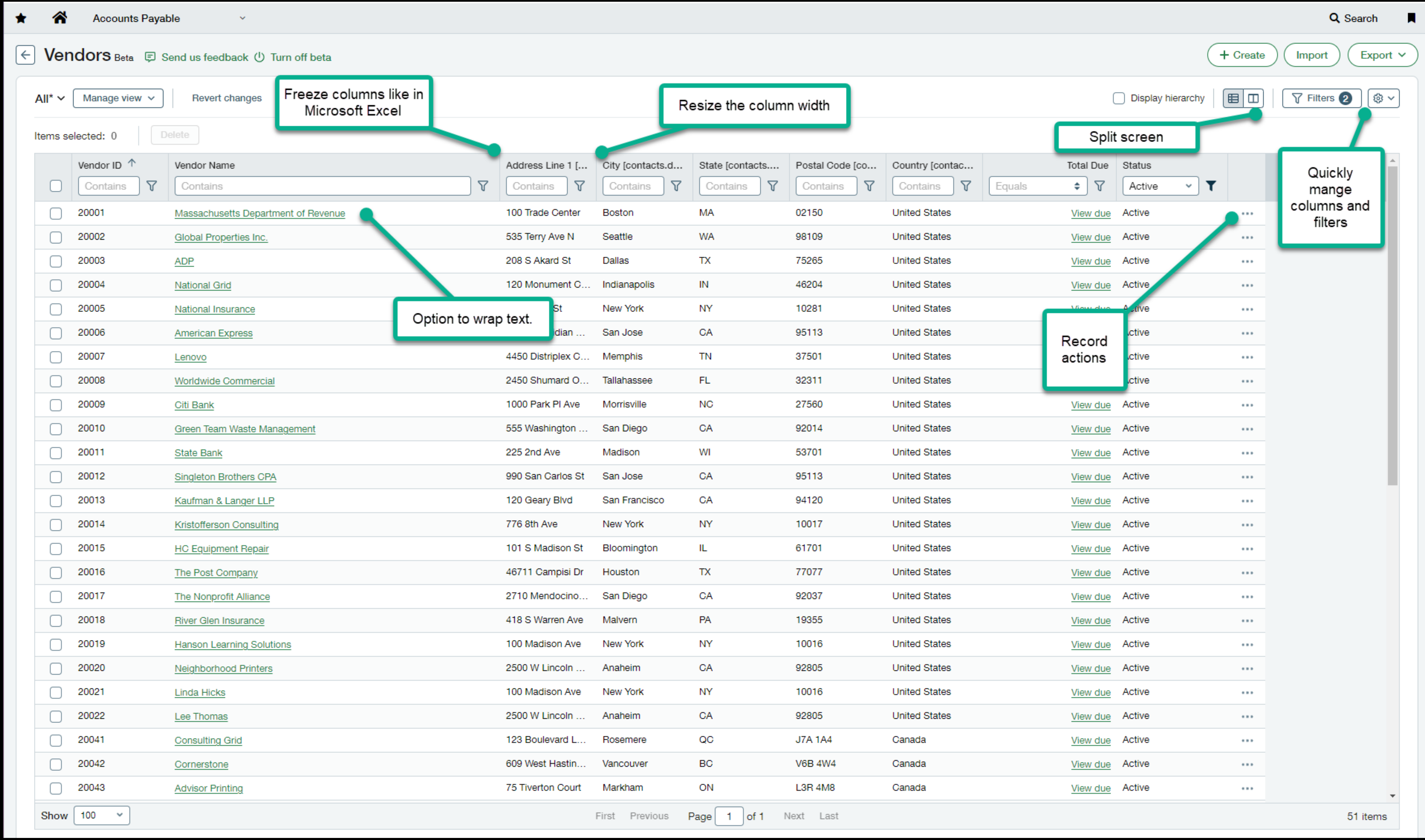


**Step 1** — Create form → **Step 2** — Chat and approve → **Step 3** — Track and Analyze → **Step 4** — Send to Sage Intacct

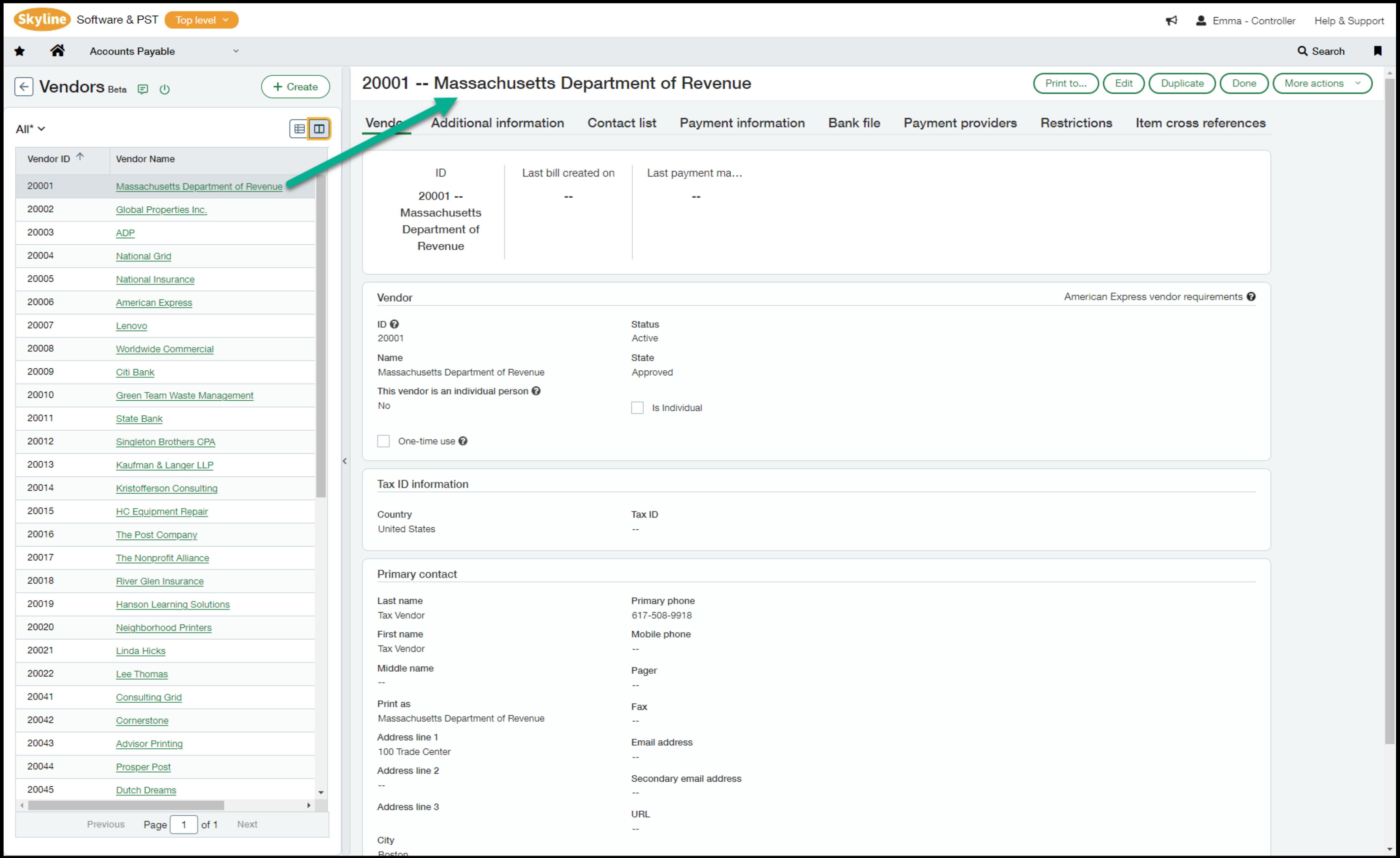
**Pre-built workflows, form libraries, and portals to support:**

- Vendor contracting
- Grantmaking (nonprofit)
- Donor advised funds (nonprofit)

# New Listers Available



# New Listers - Split View



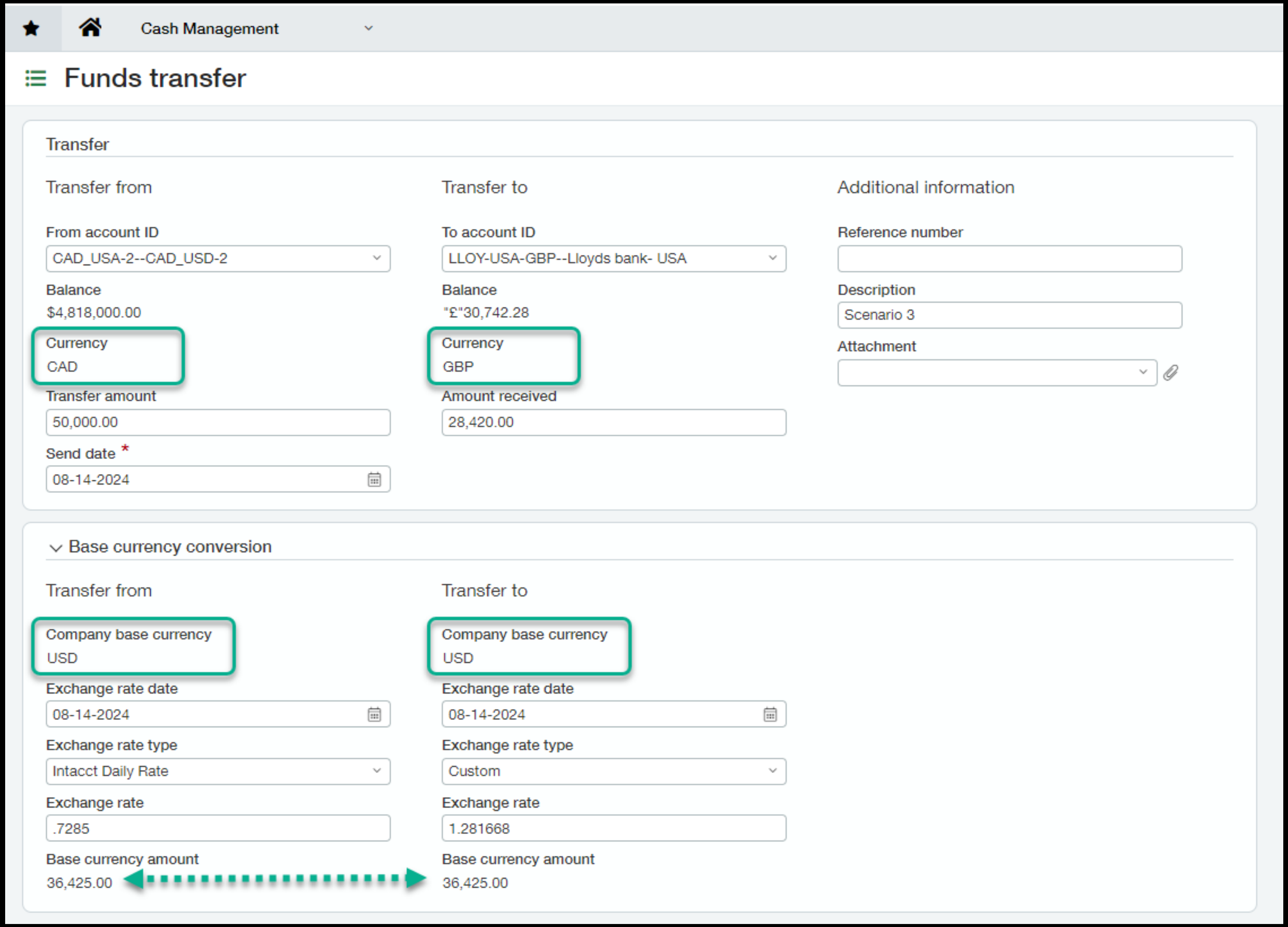
# NDA

## Provided under non-disclosure

This presentation outlines our general product direction. It is not a promise or representation that Sage Intacct will introduce any specific product, service, feature or functionality. Sage Intacct may at any time alter its plans and strategies and the prices, features, specifications, capabilities, functions, release dates, general availability, and other characteristics of any product or service. This presentation should not be relied upon in making purchasing or investment decisions.

# Funds Transfer

## Enhanced support for multiple currencies




Save time without the need for a manual journal entry

- Support for up to three unique currencies
- Simple data entry of the from and to amounts
- Sage Intacct calculates the exchange rates with a high degree of accuracy, resulting in little to no rounding

Sage