

DATASHEET

## Sage Intacct Digital Board Book

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



As a SaaS company, you need real-time visibility into the critical metrics for your business. Growing and maintaining subscribers requires new metrics—customer acquisition costs (CAC), monthly recurring revenue (MRR), and churn—that traditional GAAP reporting doesn't provide. With the Sage Intacct Digital Board Book, you get the metrics you need to make data-driven decisions and share important performance data with investors in seconds, not weeks.

### Eliminate days to weeks of manual report 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, down-sells, and renewals. The SaaS metrics available on the Digital Board Book—MRR, Churn, Renewal, CAC, and more—are automatically calculated in real-time as sales transactions occur, saving time and eliminating errors. So 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. So 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.
- And, in the late stage, you need to demonstrate you're running a profitable business with metrics such as gross margin



The Sage Intacct Digital Board Book is a prebuilt, configurable dashboard that delivers instant insights to guide your business decisions and prove success to your investors.

"Sage Intacct's reporting brings predictability to our revenue and ensures accurate visibility for management. They can now make better informed decisions that increase customer lifetime value, reduce churn, and help us effectively compete in the market."

Brett Belcastro, Revenue Controller

**ACQUIDA®**

For more info, visit: <https://www.sageintacct.com/subscription-management-software> or contact us at **877-437-7765**

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