

# sage 100 vs sage Intacct

A DETAILED COMPARISON OF SAGE MID-MARKET ERP



## Sage Software History

The Sage Group plc, commonly known as Sage, is a British multinational enterprise software company based in Newcastle upon Tyne, England. Founded in 1981 as a way to create quotes quickly and keep track of accounts, Sage rapidly evolved into the **globally recognized technology company** it is today. Currently, Sage is the market leader for **integrated accounting solutions** and works with millions of businesses in every industry around the world.

Since then, Sage has worked tirelessly to provide a suite of products, including Sage 100, Sage 300, and of course, Sage Intacct. Sage Intacct was acquired in the fall of 2017 and acts as the "**cornerstone of [Sage's] ongoing transformation**" and has since led the cloud financial management revolution. Thousands of organizations (from startups to public companies) are using Sage Intacct to enhance company performance and accelerate their success.



## sage Intacct Overview

Sage Intacct is a **best-in-class true cloud business management solution**, which means it's scalable, secure, and accessible on any device. In addition to offering real-time visibility and insights into your company, Sage Intacct also has an open API integrations that do *not* break. Additionally, there is no need for on-site maintenance, because the system upgrades are automatic and free each quarter, so you can focus on growing your business.

This ERP software is also AICPA endorsed with a **#1 rating in customer satisfaction** across all industries. So whether you're in the healthcare practice or nonprofit space, you can trust that Sage Intacct adapts its configuration to best suit your needs. Despite Sage customers being content with their current solution, numerous have identified and experienced Sage Intacct to be the best choice in this fast-paced digital age.



## sage Intacct Benefits

Sage Intacct is cloud financial management designed for forward-looking organizations. Below are some highlights that allow Sage Intacct to stand out:

### True Cloud Software

Sage Intacct is a *true cloud, best-in-class solution*, fully accessible anywhere, from any device with no downtime for upgrades.

### Industry Specific

Sage Intacct has *deep vertical focus*, meaning customers can benefit from key industry functionality.

### AICPA Preferred

Sage Intacct is the first and only financial management software approved by the American Institute of Certified Public Accountants (AICPA).

### Award Winning Solutions

Sage Intacct has *consistently high ratings* from customers and analysts. Gartner, TrustRadius, and G2 all give Sage Intacct high ratings, so you can trust Sage Intacct is loved by customers and analysts alike.

### Modern Functionality

Sage Intacct offers modern functionality for a multitude of its features like, dimensional chart of accounts, multi-entity shared, AI tools, and more.

### Sage Intacct Marketplace

Are you looking to extend your Sage Intacct solution? Discover best-in-class add-ons in the marketplace!

### Unlimited Growth

Sage Intacct has proven to *transform midsize companies for faster growth* through scalability and unlimited computing power

### Multi-Dimensional Accounting

Sage Intacct provides dimensional accounting for rich dashboards, instant visibility, and eliminates Excel-based reports.

# Switching from **sage** 100 to **sage** Intacct

Why are customers switching from Sage 100 to Sage Intacct?

## **sage** 100

**On-premises solution** that requires hosting and a Remote Desktop connection to provide off-site access capabilities; upgrading versions requires significant time investment

**Limited industry focus**, industry-specific activities are tracked manually

Multi-entity management needs an add-on for inter-company, **consolidation is done through reporting** using Sage Intelligence or other external financial reporting tool

Uses segmented general ledger accounts, resulting in a **huge chart of accounts** as well as financial reporting challenges

**Reporting is labor intensive** and needs re-formatting in Excel; batch-based transaction posting creates a lag between transaction and reporting

**Workflow approvals** are an add-on

**Lacks ease-of-use functionality**

## **sage** Intacct

**True-cloud solution** where updates are released quarterly, applied automatically, and require no downtime or consulting services

**Deep industry focus** and automation of key processes, eliminating the need for manual tracking

Multiple entities share the chart of accounts, customers, and vendors; **consolidations and eliminations are automatic**, providing immediate visibility to consolidated results

Uses a **modern, dimensional account structure** which streamlines both the chart of accounts and reporting

Dashboards and reports **deliver instant visibility** and eliminate the need for Excel-based reports

**Automated, configurable workflows** to eliminate manual approval processes

**Modern, ease-of-use functionality**, including dashboards, and process flows as well as AI tools

# Features Comparison Table

Utilize the table to compare, assess, and evaluate Sage Intacct to Sage 100.

FEATURES	sage 100	sage Intacct
<b>Install Options</b>	On-Premise/3rd Party Hosted	Cloud
User Licenses	Concurrent	Named
Pricing Options	Subscription	Subscription
Update Frequency	Bi-Annually	Quarterly
Ease of Upgrade	Parallel	Automatic
Programming Language	Providex/SQL	Linux/Apache/Oracle/PHP
Accessibility	Client Server/RDC	Web Browser
Workflow Approval	Add-On	✓
Process Flows	Add-On	✓
Import Capabilities	VI/Scripts	CSV Templates/XML
<b>General Ledger</b>		
Chart of Account	Natural + Segments	Natural + Dimensions
Multi-Company/Entity	✓	✓
Inter-Company	Add-On	✓
Multi-Currency	Add-On	✓
Multi-Book	Add-On	✓
Sage Intelligence	✓	Native
Budgets	✓	✓
Budget Sharing	3rd Party	✓
Forecast and Version	Basic	✓

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# Features Comparison Table Cont'd

FEATURES	sage 100	sage Intacct
<b>Project Accounting</b>		
Contract Billing/ASC606	✗	✓
Revenue Recognition	✗	✓
Time & Attendance	✓	✓
<b>Distribution</b>		
Kitting	✓	✓
Lot Tracking/Serialization	✓	Basic
<b>Manufacturing</b>		
	Discrete	✗
Optimal Industries	JobShops/Light Assembly	Projects, Service, SAAS, NFP
Field Service	✓	3rd Party Add-Ons
MRP	✓	✗
<b>Key Add-Ons</b>		
CRM	Sage CRM	SalesForce
Avalara	✓	✓
Warehouse Management	Scanco/Scanforce	QStock, ScanForce
eCommerce	ROI/Website Pipeline	3rd Party Add-On
<b>AICPA Endorsed</b>		
	✗	✓

# sage 100 to sage Intacct Customer Success Story

Mob Scene is an award-winning creative agency in Hollywood, who made the **switch from Sage 100 to Sage Intacct**. As a professional services organization, the team juggles 400 concurrent projects from month to month. In addition to an archaic on-premises accounting software, Mob Scene was required to operate with separate project creation, data entry, monitoring, and reconciliation systems.

Resulting from the change to a more robust ERP solution (Sage Intacct), Mob Scene automated their manual tasks, integrated their project accounting, and gained granular visibility into the business. **See how Mob Scene did it (right) and how you can do it too.**

**CASE STUDY** **DSD** **sage Intacct**

**Fueling the Creative Process Through Data-Driven Financial Insight**  
Mob Scene

**Challenges**  
**Switching from the Rear-View to a Proactive Mindset**  
Mob Scene is an award-winning Hollywood marketing agency with over 120 talented "Mobsters," who create bold and innovative advertising and promotions for the entertainment industry. The full-service firm produces trailers, creative content, digital and social campaigns, original programming, special shoots, and motion graphics for television networks, streaming services, major motion pictures, and brands. As a professional services organization, Mob Scene's creative teams juggle 400 concurrent projects in any given month, and need to efficiently track and bill their time alongside project budgets and milestones.

A few years ago, this was a tedious process that required separate project creation, data entry, monitoring, and reconciliations in the company's proprietary timekeeping solution and archaic on-premises accounting software. Mob Scene was spending over \$200,000 a year on consulting services just to extract data from these systems for basic financial statements. In order to become more data-driven and forward-looking, the finance team went in search of a robust ERP solution that would free them up by automating manual tasks and providing granular visibility into the business.

They evaluated, selected, and implemented Sage Intacct with the help of consulting partner RKL eSolutions. Thanks to the system's integrated project accounting and time tracking workflows, the team went from dedicating around 90% of their time to administrative work down to only 40%, accelerated the financial close by 60%, and dramatically improved forecast accuracy.

**Solutions**  
**Slashing Admin Effort in Half for Strategic Scalability**  
By upgrading to Sage Intacct's cloud-based financial management and project accounting solution, Mob Scene's five-person accounting team gained agility and productivity amidst ever-changing customer expectations. "Our small team has room to scale with the business and is shifting energy into value-added activities, versus spending 90% of their time working through accounting checklist items. With Sage Intacct alleviating much of the administrative effort, we're spending half the time on those processes and becoming strategic advisors," noted Brett Abbey, Mob Scene's CFO.

**MOBSCENE**

**Company Overview**  
Mob Scene is a 140-employee, full-service creative agency that produces trailers, creative content, digital and social campaigns, original programming, special shoots, and motion graphics for major motion pictures, television networks, streaming services, and brands. The agency recently received 23 Clio Entertainment awards, including the Best Home Entertainment Campaign Grand Clio for its work on Bohemian Rhapsody, and was named a 2019 "Agency of the Year" finalist.

**Executive Summary**  
**Results with Sage Intacct:**

- Reduced accounting administrative burden by 50%
- Embraced self-service reporting, avoiding \$200,000 in consulting costs
- Shortened month-end close by 60%
- Dropped cash forecasting variance to <3%

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**Accounting administrative burden reduced by**



**Avoided \$200,000 in consulting costs.**

**Shortened month-end close by 60%.**

*"Using Sage Intacct, we can dissect the data and roll it up in different ways, so we better understand dynamics surrounding our profit models, customer or project margins, project genres, and team resources."*

**Brett Abbey - CFO, Mob Scene**

## Industries Who Love **sage** Intacct



**CPAs and Accountants**



**Healthcare**



**Professional Services**



**Nonprofit**



**Wholesale Distribution**



**Hospitality**



**Subscription Models & SaaS**



**Construction**



**Financial Services**



**Franchises**

Sage Intacct boasts capability for a myriad of industries. That being said, there are a few fields that specifically target Sage Intacct as their perfect solution. The industries include (but are not limited to): **Professional Services, Healthcare, and Nonprofit.**

With the nonprofit space being the largest industry of Intacct, many companies have noted the functionality of Intacct software directly complementing their business needs. Furthermore, the Sage Intacct IT core competencies includes tools to meet various compliance and regulatory standards necessary for excelling in their respective fields like HIPAA.

## **sage** Intacct vs an on-premise solution

### **Say goodbye to upgrades!**

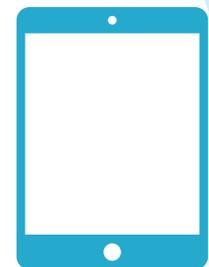
Sage Intacct rolls out quarterly software updates that automatically apply to all environments at *no additional cost* to the customer.

### **Accessible from any and every device!**

All you need is a supported browser and internet connection for any person to be connected to Sage Intacct.

### **Sage Intacct is secure and reliable.**

with 99.98% uptime, PCI certification, and achievements in passing multiple security audits (SSAE 18 SOC 1 Type II and SOC 2 Type II)



## Have Questions? Concerns? Talk to us.



Contact a DSD expert to learn more about our solutions! Your future awaits you.

Should you have any questions about Sage Intacct,  
please feel free to contact us:

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