

Datasheet

# Advanced HubSpot Integration for Your Business

Accelerate quote-to-cash by up to 75% and free thousands to millions in cash

Sage Intacct Data Flow brings together the best-in-class cloud financial management solution with the industry-leading cloud CRM solution, HubSpot. What does that mean to you? A full view of every customer. A streamlined, automated quote-to-cash process that saves time, reduces errors, and accelerates cash flow. And, it's all built and supported by Sage Intacct, so you can focus on your business, not your integration.

## Save time on every deal

Immediate, bi-directional synchronization between HubSpot and your financials allows you to maintain billing, revenue recognition, and receivables in your financial solution while maintaining contacts and opportunities in HubSpot. Everyone stays up to date—without time-consuming rekeying of information or jumping between systems.



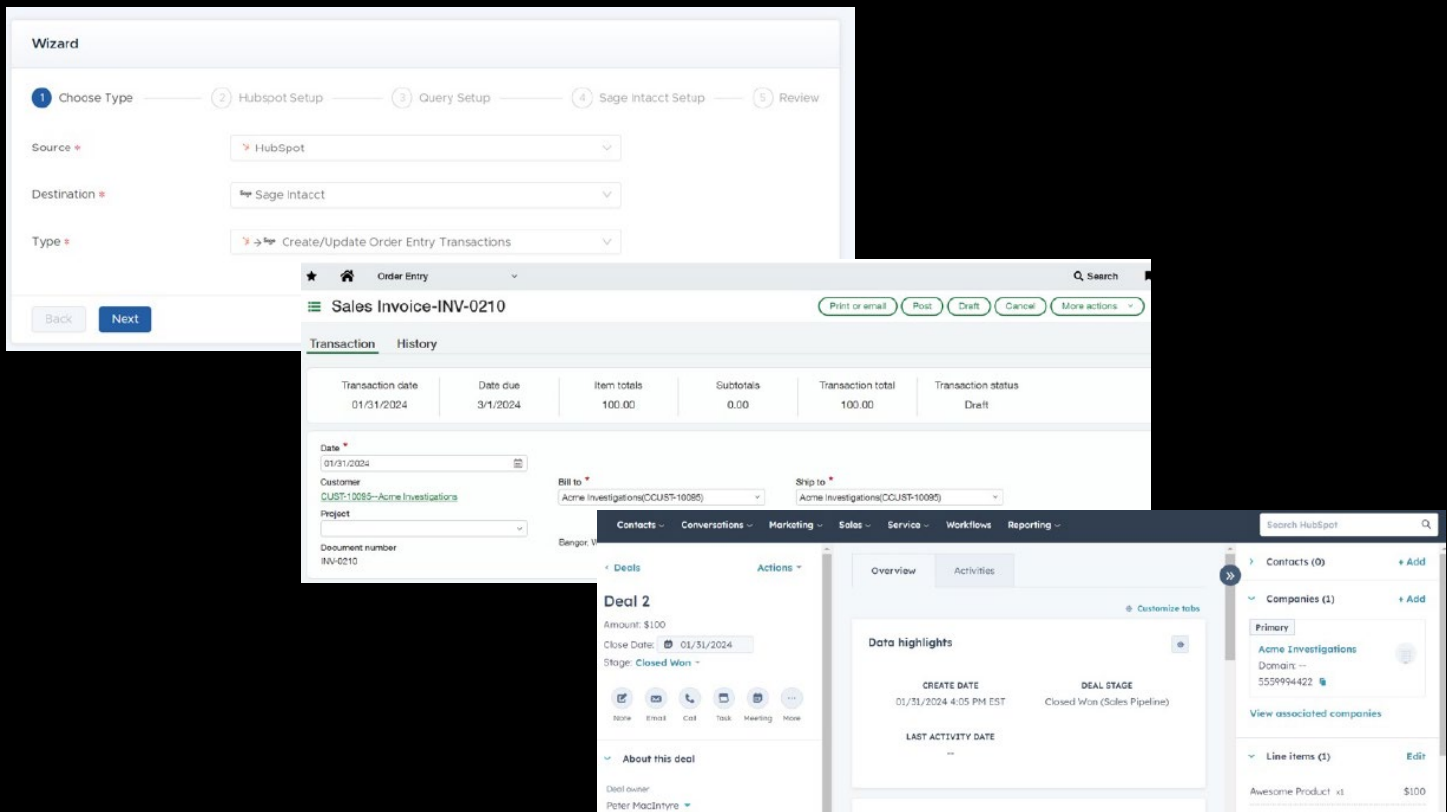
## Shorten quote-to-cash cycles by 30 to 75% to increase cash flow

Fully automate your quote-to-cash process. Convert HubSpot quotes into Sage Intacct orders, and automatically trigger invoicing and ASC 606 revenue recognition and expense amortization. Automated billing eliminates errors and enables you to generate invoices in minutes, not days. More timely, accurate billing helps reduce days sales outstanding. So, you bring cash into the business sooner to invest in growth.

## Connect your business, not third parties

It's easy to integrate Sage Intacct with HubSpot—just point, click, and connect. Sage Intacct Data Flow is pre-built on the Sage Intacct platform, so there's no need for expensive third-party integration, IT support, upgrades, or custom consulting. And it comes with our "Buy with Confidence" program. So, instead of playing "go-between" with vendors, you can stay focused on your business.





Convert HubSpot quotes into Sage Intacct contracts eliminating manual data reentry and automating downstream billing and revenue recognition.

## Automate quote-to-cash

### Sales and services productivity

- Create and modify contacts and deals from within HubSpot
- Email templates and notifications for renewals
- Automatically generate renewal sales deals
- See up-to-date orders and contracts, including invoicing, payment, and aging from within Sage Intacct

### Finance productivity

- Automated synchronization of order entry transactions and Contracts
- Automatic initiation of billing and ASC 606 revenue recognition
- Automatic order entry, Contract billing and payment updates
- Account and contact synchronization
- Accelerate billing and reduce DSO

### Easy implementation

- Simple wizard set-up
- Secure and reliable connector
- Easily modify and schedule flows

### Efficiency and collaboration

- Shared source of truth between finance and sales
- Easily modify and schedule flows
- Eliminate redundant data entry and potential for discrepancies

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