

4 Signs You're Outgrowing QuickBooks



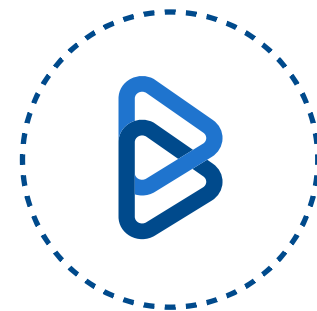
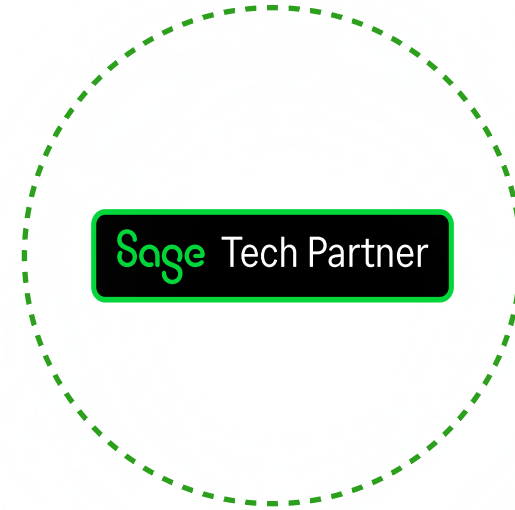
 **BIGTIME** + Sage Tech Partner

Introduction

For many growing professional services firms, QuickBooks is the go-to. The software covers all of the basics, is reputable, and user friendly.

However, growing professional services firms hit a point where the restrictions of QuickBooks become clear. While BigTime routinely scales up to hundreds of consultants, QuickBooks may not. By shifting your financial system to Sage Intacct, you can level up your financial planning and reporting without sacrificing PSA scalability.

So, how do you know when it's time to make your move?



4 Signs You're Outgrowing QuickBooks

1

Working In Spreadsheets

"I pulled an all-nighter (again!) gathering reports for our investors."

2

Challenging Forecasting And Visibility

"We can't efficiently predict our cash to manage operations and invest to drive growth and beat our competitors"

3

Inflexible & Timely Billing

"We need to innovate our pricing. it's not scalable or fast enough"

4

Delayed Reporting

"I pulled an all-nighter (again!) gathering reports for our investors"

Hidden Cost To Waiting

Making a software change can be a daunting decision and task to take on. However, prolonging the switch can cost you more than you think.

In reality, if you're using QuickBooks and after you've outgrown it, inefficiencies become standard and you're incurring a broad range of hidden costs.

Sage Intacct customers achieve significant benefits in their software businesses.

-30% Speed quote-to-cash processing

Integrate systems for quote-to-cash

+20% Increase cash flow

Establish flexible, contract-based billing

-50% Reduction in time to close

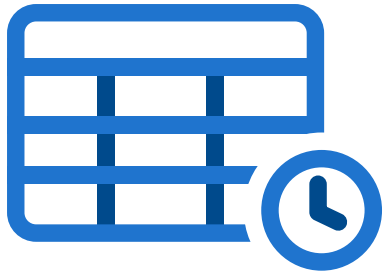
Build end-to-end revenue management

+15% Increase per revenue transaction

Forecast and plan the future

-2% Reduce gross revenue churn

Created real-time SaaS and GAAP dashboards



Working in Spreadsheets

You're implementing workarounds and additional processes.

Whether you're building a few more tracking spreadsheets on the side or manually calculating and plugging figures into various systems, you're trapping your firm into wasted hours, extra steps, lack of compliance, and inevitable data discrepancies.

YOU NEED

A better system that automates your businesses evolving needs.



Challenging Forecasting & Visibility

Your lack of visibility is impacting your revenue forecasting and data confidence.

You're spending valuable hours pulling various reports, massaging your numbers, re-entering data and cross-checking for validity - all to just see if you're on track.

YOU NEED

Real-time, full transparency into your business's financial health and an ecosystem that works together, ensuring accuracy for your firm's future and validity should you ever face an audit.



Inflexible & Timely Billing

Your billing process is rigid, manual, and is causing delays in your payment cycle.

Billing isn't as easy as it once was. You are now tracking variable billing rates, usage, and/or recurring billing. But one thing hasn't changed: cash flow is imperative. Anything holding you back from seamless, on-time billing puts your firm at risk.

YOU NEED

A more flexible billing system with consolidations and smarter revenue recognition.



Delayed Reporting / Complex Data

Your manual and limited reporting capabilities have impacted educated decision making.

You're having to make critical business decisions based on old or delayed data. Your growth depends on the power of real-time visibility into your KPIs, in order to make timely decisions for the betterment of your business.

YOU NEED

Mature reporting that has broader capabilities and more complex data, consolidating multiple entities from a system.

BigTime + Sage Intacct: Growing With You.

Your evolving demands require greater visibility into your business' financial and operational performance, while still connecting to your other business critical software.

If these pain points spoke to you, it may be time to consider Sage Intacct's cloud-based financial management solution. You gain further automation, more visibility, flexible billing options, complex data reporting, and more.

New To BigTime?

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I enjoy the flexibility of the system; it seems to be capable of adapting to any situation! To find out that it integrated with Intacct was wonderful (because BigTime can grow with us). There is a lot of manual editing when two systems don't talk. This connection will really lead to exponential time savings, in terms of our time, expense, invoicing, staff and project data feeding over automatically.

Marc Saxton, Edgeworth Economics |
Financial Planning & Analysis Manager