response to evolving subscription revenue models which can significantly increase the volume and complexity of order management and accounting processes.

May. 05, 2015

Intacct, a provider of cloud ERP software, has launched Intacct Subscription Billing, a complete solution for B2B SaaS companies to automate the critical billing and accounting processes around subscription lifecycle management.

Built on the Salesforce1 Platform, Intacct Subscription Billing was created in response to evolving subscription revenue models which can significantly increase the volume and complexity of order management and accounting processes. Higher billing volumes increase the risk of billing inaccuracies if reviewer controls don't scale with volume increases. Generating invoices manually or within disconnected systems exacerbates the problem, leading to unacceptable levels of billing accuracy.

Intacct Subscription Billing helps streamline the complete subscription management lifecycle by automating recurring billing, payment, and order processes. The solution enables users to bill accurately and on-time with preset billing runs. The solution automatically bills clients at the invoice due date while accounting for payments within Intacct. By managing the entire lifecycle for recurring revenue and billing,

manual errors are dramatically reduced, and the company's quote-to-cash process is

"Intacct Subscription Billing was designed to meet the unique requirements of B2B subscription businesses, and specifically built on the Salesforce1 Platform so that the solution would work with our customer's existing quote-to-cash processes and not require a costly CRM implementation," said Robert Reid, CEO of Intacct. "Intacct Subscription Billing is built to remove the complexity and reduce the time and effort associated with recurring billing and payment processing while ensuring that B2B subscription businesses are able to easily address their sophisticated revenue recognition requirements."

"Nearly every industry is being reshaped by the growing adoption of subscription services which require a new approach to track billing and other financial information," said Jeffrey M. Kaplan, Managing Director of THINKstrategies, Inc. and founder of the Cloud Computing Showplace. "Intacct's new Subscription Billing capabilities can help organizations better manage the more dynamic business processes associated with subscription services."

Accounting • Cloud Technology

CPA Practice Advisor is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors.