

Lead your  
organization into  
the future.

ACV \$34.8M this month -850.64K vs. prior month	Total CMRR \$2,906,091 this month -870.03K vs. prior month	Change in CMRR \$78,053 this month -839.20K vs. prior month	Average New Deal Size \$732 this month -890K vs. prior month
Total Customers 2,845 this month +1 vs. prior month	New Customers 31 this month -7 vs. prior month	CMRR Per Customer \$1,021 this month -827K vs. prior month	CAC \$18,379 this month -\$3,639 vs. prior month
LTV (Discounted 1%) \$49,710 this month -88.63K vs. prior month	Period Customer Renewal % 9.380% this month -4.73% vs. prior month	Total Customer Churn % -1.05% this month -0.50% vs. prior month	Period CMRR Renewal 58.16% this month -2.17% vs. prior month

Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending
10/31/2019	11/30/2019	12/31/2019	1/31/2020	2/29/2020	3/31/2020	4/30/2020	5/31/2020	6/30/2020	7/31/2020
Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual
CMRR Beginning	1,851,535.29	1,946,761.76	2,091,086.38	2,190,312.75	2,212,168.60	2,244,407.17	2,302,524.26	2,496,000.00	2,664,484.47
New	92,302.20	76,101.20	86,403.20	68,844.32	67,181.52	18,861.24	40,102.10	47,100.00	77,017.12
Renewals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Acq. Cn.	4,810.19	5,732.48	12,107.08	6,099.92	5,064.19	18,861.24	40,102.10	47,100.00	77,017.12
Upd.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Mod/Down	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Downgrade	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Churn	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Foreign Exchange	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total CMRR	\$1,944,761.76	\$2,091,086.38	\$2,190,312.75	\$2,212,168.60	\$2,244,407.17	\$2,302,524.26	\$2,496,000.00	\$2,664,484.47	\$2,741,501.59
Gain	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Loss	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Customers	108.00	71.00	87.00	87.00	87.00	87.00	87.00	87.00	87.00
New Customers	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Renewed Customers	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Churn Customers	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Customers	2,845.00	2,789.00	2,964.00	2,964.00	2,964.00	2,964.00	2,964.00	2,964.00	2,964.00
Renewed Customers	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Wouldn't you like to have the time to focus on more strategic imperatives? Identifying investment opportunities. Managing cash-flow. Supporting revenue growth. **You can with Managed Accounting Services.**

Gone are the days of preparing financial statements, closing the books, implementing new systems, recruiting, hiring, and training accounting staff, and overseeing controls.

## MANAGED ACCOUNTING SERVICES, NOT BOOKKEEPING

Today, organizations turn to a more robust approach to outsourced accounting - Managed Accounting Services. An approach that goes well beyond bookkeeping. Managed Accounting Services are designed for Owners and CFOs that want to focus on their business, not in their business.



## YOUR FUTURE

AcctTwo provides a turnkey service – from controller oversight to day-to-day transaction processing to reporting and analysis.

**Controller Oversight:** Accurate and timely insight into the financial health of your organization

**Transactional Processing:** Reliable and consistent data entry, invoices to customers, bill payments, and collection calls

**Best-in-Class Software:** Move off QuickBooks, Xero, Oracle, or Dynamics to the leading cloud-based accounting system, Sage Intacct

**Proper Controls:** Establish internal controls and measures with proven best practices

**Reporting:** At a glance customized financial reports and dashboards

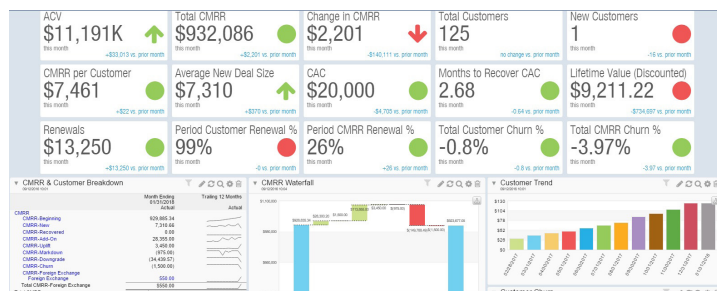
**Analytics:** Professional financial analysis to help make the right business decisions

**Budgeting & Forecasting:** Accurately plan for the fiscal year

## OUTCOMES DELIVERED

With Managed Accounting Services you get a highly skilled team of accounting professionals, trained by others, that leverages the latest, best-in-class technology to deliver the results you need when you need them.

**Financial Visibility:** Get a streamlined and consolidated big picture view of the financial health of your organization.



**Keen Insights:** Get real-time access to information to help you drive your business to where it needs to go.

**Freedom from Excel:** No more painstaking hours pouring over Excel documents riddled with human errors.

**Timely Close:** Gain peace of mind knowing that your accurate results will be available in a reasonable time-frame.

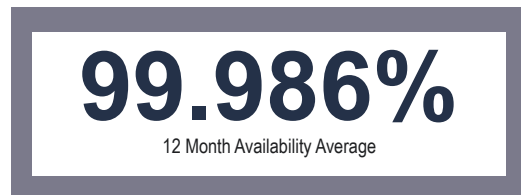
**Limited Interruptions:** Eliminate training and recruiting costs from your budget and the impact of turnover.

**Scalability:** Scale more easily with our team as your organization grows.

## CONFIDENCE ASSURED

AcctTwo's Managed Accounting Service is delivered on the only preferred financial application of the AICPA.

**High Availability:** Sage Intacct's redundant Fortune 100-class data centers are operated by Equinix in San Jose, CA and by Quality Technology Services (QTS) in Sacramento, CA. They are monitored 24/7/365 and provide full data recovery within 24 hours in the event of major disaster.



**Advanced Security:** Sage Intacct is designed to prevent unauthorized programs, systems, and users from gaining access or control of system processes, resources, and data. Key accreditations:



**Data Ownership:** With Sage Intacct, you explicitly own your own data, and may download this data at any time.

## ABOUT ACCTTWO

**AcctTwo is focused on delivering the future of finance and accounting to its customers.** AcctTwo has three main solutions – Cloud-based Accounting Software, Managed Accounting Services, and Software Development, all built around Sage Intacct's best-in-class financial applications. Our dedicated team of over 100 people has helped more than 800 organizations optimize finance and accounting through software implementations, accounting outsourcing, and consulting. AcctTwo has been recognized by Sage Intacct as its Partner of the Year from 2014 – 2018 and by our customers as a leader in overall satisfaction and popularity through their reviews on G2Crowd.

AcctTwo is headquartered in Houston, Texas. For more information, please visit [www.accttwo.com](http://www.accttwo.com) or call 713-744-8400.