

## OVERVIEW

With over 50,000 users globally, Accounting Seed empowers customers to make real-time business decisions with access to accurate and timely financial and operational data. As a top-rated Salesforce native solution for over 10 years, Accounting Seed utilizes the same Force.com platform to seamlessly connect the data from sales lead to accounting ledger—providing a complete view of business performance in one system, without costly integrations. As a result, customers are able to automate accounting processes, accelerate cash flow, and make informed decisions across the entire business—saving time, money, and resources.

## KEY BENEFITS

**FLEXIBLE** | Easily configurable and customizable with a robust API

**COLLABORATIVE** | Enables a 360-degree view of your business

**CONNECTED** | Links mission-critical business applications and banks

**TRUSTED** | Backed by the strength of the Salesforce platform

**ACCESSIBLE** | Cloud-based system—login from anywhere

**AUTOMATED** | Eliminates manual data entry and multiple systems

**SCALABLE** | Reach new heights with a platform that grows with you



## TECHNICAL FEATURES

### GENERAL LEDGER

- Flexible accounting periods (fiscal, calendar)
- Multi-dimensional chart of accounts
- Multi-company, multi-currency, and multinational accounting
- Multi-level consolidation, including foreign currency translation with the ability to view consolidated results across dimensions

### BUDGETING

- Budgeting at the project accounting level for each job/event
- Budgeting by general ledger account and variable for each accounting period
- Unlimited number of budget ledgers
- Easily import/update budgets from Excel
- Robust reporting comparing actual to budget or budget to budget

### BANKING

- Connected to more than 14,500 banks and credit card companies through the Bank Direct Connect to easily batch import/match transactions
- Memorization of general ledger coding for bank imports
- Supports automated matching of ledger transactions to bank feeds
- Bank reconciliation with audit reports
- Support for importing foreign bank transactions

### FINANCIAL REPORTING

- Turnkey full trial balance, profit and loss, cash flow statement, and balance sheet reporting with drill-down capability
- Point and click creation of custom financial statements with user-defined rows, columns, and calculations
- Actual to actual, actual to budget, or budget to budget comparison of any accounting period
- Format financial statements with blank rows, indent, percentages, and underline
- Ledger inquiry tool to research underlying transactions based on user-defined criteria
- Easily export financials to Excel and Adobe® PDF

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## TECHNICAL FEATURES *(continued)*

### JOURNAL ENTRIES

- Import journal entries from Excel
- Streamlined import with pre-configured import mapping files
- Ability to copy (clone) journal entries
- Reversible journal entries for accruals
- Image and file attachment to journal entries
- Ability to un-post journal entries in open accounting periods for editing and corrections
- Straight-line depreciation for fixed asset records

### BILLING & QUOTING AUTOMATION

- Create one or multiple billing records directly from a Salesforce opportunity
- Batch create billing records from multiple Salesforce opportunities with the option to automatically create cash receipts and a bank deposit
- Create a recurring billing contract from a Salesforce opportunity for monthly, quarterly, semi-annual, and annual timeframes
- Deferred revenue entries related to a billing record can be easily seen and reconciled
- Create billings from time cards and/or expense reports with multi-level billing rate tables

### BILLING UTILITIES

- Built-in sales tax functionality
- Integrated to Avalara for automated sales tax management
- Apply different tax treatments to different ledgers.
- Copy/clone billing records
- Option to un-post billing entries in open accounting periods for editing or corrections
- Current and historical accounts receivable aging by accounting period

### CASH RECEIPTS & COLLECTIONS

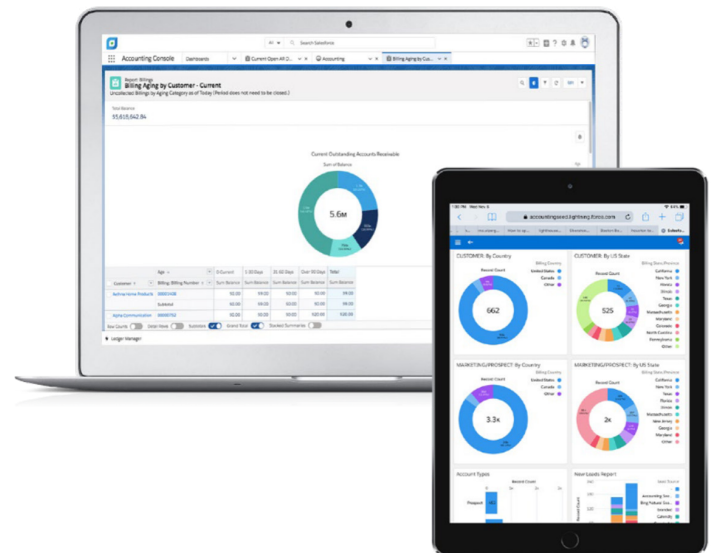
- Stripe payment link built-in for online payment of invoice
- Cash matching between different accounts.
- Integrated to Stripe for credit card and ACH payment processing
- Supports multi-currency processing
- Apply cash receipts to a project, program, or funds.
- Easily write off excess balances
- Automated customer refunds
- Create and email customer statements
- Automated customer statement emails

### BILLING DISTRIBUTION

- Flexible billing Adobe PDF formats
- Mass email billing Adobe PDFs with custom communication templates
- Automatically carbon copy (cc) multiple billings to recipients and add additional attachments
- Automated customer billing emails

### ACCOUNTS PAYABLE & CASH DISBURSEMENTS

- Track creation and approvals of payable records.
- Create fully automated and recurring payables for monthly, quarterly, semi-annual, and annual timeframes
- Current and historic accounts payable aging by accounting period
- Automatically take discounts for prompt payment terms
- Quickly cut a single check as payment from an accounts payable record
- User-defined selection criteria for accounts payable payment batches
- Cloud-based check printing from a web browser
- Prepaid expense recognition
- Built-in purchase tax functionality
- Tracks 1099 Vendors
- Image and file attachments to accounts payable records



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## **TECHNICAL FEATURES** *(continued)*

### **PURCHASING**

- Tracks creation and approvals of purchase orders
- Customize your own email templates and Adobe PDF purchasing forms
- Email purchase orders directly from the interface
- Consolidate multiple sales orders to a single purchase order
- Associate a purchase order with a manufacturing or construction order
- Creation of accounts payable records from a purchase order
- Create multiple purchase orders from a single sales order

### **ORDER MANAGEMENT**

- Create sales orders from an opportunity
- Reserve inventory for a sales order at the time of order entry
- Kitting (bundling) of more than one product together
- Drop shipment automation direct to customer or job site

### **ACCOUNTING SEED SUPPORTED INTEGRATIONS**

- Salesforce Opportunity
- Salesforce Field Service Lightning - Work Order
- Stripe credit card payment processing
- Avalara sales purchase tax calculation
- Payroll (multiple providers)
- Over 14,500 bank and credit card companies for batch import/matching of transactions
- Digital VAT reporting for UK
- Nonprofit Success Pack - Journal Entry

### **INVENTORY**

- Serialized and non-serialized inventory
- Current live and historical available quantity balances
- Minimum inventory levels
- View/track products through multiple warehouses and locations
- Building of inventory
- Weighted-Average Cost inventory valuation

### **PROJECT SERVICE BILLINGS**

- Flexible work breakdown structure
- Ability to bill for expenses with or without markup
- Ability to bill time at different rates for different types of work performed on the same project/ job
- Progress or milestone billings
- Billing for multiple projects on a single invoice

### **TIME & EXPENSE**

- Time tracking
- Expense reporting
- Time and material billing

### **PROJECT REPORTING**

- Project profitability with drill down into underlying transactions
- Project budget versus actual reporting

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