

BLP, Inc. and Radius Group, LLC

Revenue hidden behind a reporting book

Two Sage Intacct entities into QuickBooks Online Advanced against a hard deadline

Sage Intacct → QuickBooks Online Advanced | Comprehensive case study

**42 days**

from first contact to both entities live

3 days

to spare before the Intacct subscription ended

~5 weeks

ahead of the contracted full-history date

2

entities, each in its own QBO Advanced company

The Sage Intacct subscription for BLP, Inc. and its parent, Radius Group, LLC, ended January 31, 2026. Their contract revenue only appeared in Intacct under a dedicated reporting book, and QuickBooks Online Advanced handles contracts differently. Both went live, with history from 2023, on January 28.

CLIENT





EXECUTIVE SUMMARY

Two entities, one hidden revenue stream, a hard stop

BLP, Inc. and its parent, Radius Group, LLC, needed out of Sage Intacct before their subscription ended on January 31, 2026. They first contacted SaaS Direct on December 17, 2025.

The hard part was revenue. Contract revenue lived in Intacct's Contracts module and only appeared in reports run under a "Contracts" reporting book, and QuickBooks Online Advanced models revenue recognition differently. Both entities went live on January 28 with transaction history, in one release instead of the planned temporary file plus a later history load.

We made mistakes and this document names them. Our first extraction left out contract revenue, and our first written answer on QuickBooks Online revenue recognition understated what it can do. The client caught both. We fixed the revenue gap the next day and corrected the contracts answer within nine days, inside the deadline.

CONTENTS

- 01 The client and starting position
- 02 The core problem
- 03 Designing the migration
- 04 How the engagement ran
- 05 Obstacles and how we resolved them
- 06 Validation
- 07 Timeline and outcome
- 08 What made this work

STARTING POSITION

FROM

Sage Intacct

- Two entities: BLP, Inc. and Radius Group, LLC
- Contracts module with revenue recognition
- Revenue visible under a "Contracts" reporting book
- Departments and locations as dimensions
- Subscription ending January 31, 2026



TO

QuickBooks Online Advanced

- One QBO Advanced company per entity
- Transaction history from 2023
- Departments as classes; locations kept
- Historical recognition as journal entries
- Live January 28, 2026

The client and starting position

BLP, Inc. and Radius Group, LLC are based in Little Rock, Arkansas and belong to a fintech group that builds cloud software for community banks. Radius Group, LLC is the parent, with history in Intacct from 2016 and three locations. BLP, Inc. is a C corporation with transactions from mid-2023, and is the main operating company.

Both entities ran in Sage Intacct in US dollars only, with General Ledger, Order Entry for contract invoices, Cash Management, and the Contracts module for contract lines and revenue recognition. Credit cards were tracked in Cash Management rather than Accounts Payable, and payroll was handled outside Intacct.

INTACCT COMPANY PROFILE

ITEM	AT ASSESSMENT
Entities	BLP, Inc.; Radius Group, LLC
Currency	US dollars only
Intacct features in use	General Ledger, Order Entry, Cash Management, Contracts
Dimensions	Departments and locations; Intacct classes unused
Transaction lines	About 30,500 (BLP, Inc.) and 140,100 (Radius Group, LLC)
Deadline	Intacct subscription ending January 31, 2026

Transaction line counts are from the pre-project complexity assessment.

WHAT THE CLIENT NEEDED

Done before the deadline

Both entities live in QuickBooks Online before the subscription ended on January 31, 2026.

Contract revenue intact

Revenue and receivables tying to Intacct, including contract revenue.

Each entity separate

Two companies, billed and run separately, as in Intacct.



The core problem

In Intacct, contract revenue did not appear in a standard trial balance or general ledger report. It showed up only when the report was run under the "Contracts" reporting book. Run the extraction without it, and one entity's trial balance showed no revenue for 2024 through 2026, years in which it had revenue.

Underneath that sat a model difference. In Intacct, contracts are master records that transactions reference. In QuickBooks Online Advanced, revenue recognition runs through schedules on products and services linked to a deferred revenue account. In our assessment, those schedules apply going forward and cannot be linked back to historical transactions.

Our first extraction ran without that reporting book. The client's finance lead caught the missing revenue the day after reviewing it.

Intacct customers using the Contracts module can run into this: revenue that depends on a reporting book, and a contracts model with no direct QuickBooks Online equivalent. Both have to be settled before the extraction runs, not after.

IS THIS YOUR SITUATION?

- ✓ You use the Intacct Contracts module for billing or revenue recognition
- ✓ Your revenue only reconciles under a specific reporting book
- ✓ You run more than one Intacct entity
- ✓ Your Intacct subscription has a fixed end date

If two or more apply, revenue mapping and extraction settings are the critical path of your migration, not the data load.



Designing the migration

Five alternatives were considered and set aside between late December and January 23.

OPTION CONSIDERED	WHY IT WAS SET ASIDE
Standard two-cutoff plan with final delivery in March	The Intacct subscription ended January 31, too early for a March final delivery.
Temporary live file on January 26, full history in March	In the signed plan, then replaced on January 23 by a single release with history on January 28.
Recurring transactions as a stand-in for contracts	Our own early suggestion, superseded once revenue recognition schedules in QBO Advanced were confirmed.
SaaS Direct building the deferred revenue setup in QBO	Offered as extra scope. The client chose to set up recognition for open contracts itself, given contract nuances.
Merging duplicate customers and vendors	The client chose to rename duplicates rather than merge them.

Chosen: one release, both entities, history from 2023

Each entity got its own QuickBooks Online Advanced company. Transactions from 2023 came across, extracted under the Contracts reporting book; historical revenue recognition came across as journal entries; departments became classes and locations stayed locations. The client took on recognition setup for open contracts in QBO itself. Proposed January 22 and agreed with the client on January 23.

EARLIER HISTORY

2016 to 2022

Earlier Radius history

Handled outside the transaction load

MIGRATED INTO QUICKBOOKS ONLINE ADVANCED

2023 to January 16, 2026

Transaction history

Both entities, through the January 16 cutoff

January 28, 2026

Go-live

Three days before the subscription ended

How the engagement ran

1

Complexity assessment

Before quoting, we profiled both Intacct entities once admin access was in place: counts, structure, dimensions and transaction volume.

2

Fixed fee per entity

Each entity was scored and priced on its own complexity, with separate invoices per legal entity.

3

Extraction packages and review

Packages for both entities, at a January 16 cutoff, were delivered January 19 and reviewed with the client on January 20, where the contract line and aging gaps surfaced. The missing contract revenue was flagged the next day.

4

Re-extraction and re-plan

On January 22 we re-extracted under the Contracts reporting book, delivered a written assessment of contracts versus QBO, and proposed replacing the two-step plan with one release.

5

Tie-out and go-live

The client tied both entities to Intacct and agreed the single release on January 23. Both went live January 28.

COMMERCIAL STRUCTURE

Paid complexity assessment credited toward the project, then a fixed fee per entity, invoiced separately per legal entity, with milestone billing.



Obstacles and how we resolved them

Seven things went wrong or needed a decision. How a vendor handles those is a better guide than a clean story, so here are the main ones.

Our first extraction missed contract revenue

The extraction ran without the Contracts reporting book, so contract revenue was missing from both entities' packages and one entity's AR aging did not reconcile. The client identified the reporting book on January 20 and the missing revenue on January 21.

Resolution. Re-extracted under the Contracts reporting book and re-delivered January 22. The client confirmed the tie-out on January 23.

Our first answer on contracts was wrong

On January 13 we told the client QuickBooks Online had no native contracts module and suggested recurring transactions. The client pointed out that QBO Advanced has revenue recognition, and they were right.

Resolution. Corrected in writing on January 22, with a written assessment of what carries over and what does not.

Restricted Intacct access

Our Intacct user could initially see no modules or reports, and the parent entity was not visible until access was added.

Resolution. Upgraded to full admin the same day; the second entity was added December 23. BLP, Inc. was assessed December 23 and Radius Group, LLC December 26.

A slow start over the holidays

After our last update on December 31, the client did not hear from us until they chased on January 5.

Resolution. The staging database was already being built; the agreement was signed January 6.



AP aging did not tie

Intacct's AP aging did not match because credit cards were tracked in Cash Management, not Accounts Payable.

Resolution. Resolved by excluding credit card transactions, on the client's direction.

Earlier history fell short

On January 21 the client flagged that summaries for Radius Group, LLC for 2016 to 2022 were missing, and our historical Excel package did not fully meet the client's needs.

Resolution. We did not bill for the package. The earlier history is not part of the go-live described here.

Invoices and notices blocked

Our invoice emails were being filtered by the client's email domain.

Resolution. The client's IT lead agreed on January 23 to unblock our domain. We resent the invoices and they were paid.

Validation

Checks before and at go-live

- ✓ Extraction checked against Intacct reports run under the Contracts reporting book
- ✓ AR and AP agings reviewed after the reporting book and credit card fixes
- ✓ Client tie-out on January 23: both entities and history agreed to Intacct
- ✓ At delivery: balance sheets and P&L, yearly and month over month
- ✓ At delivery: AR and AP agings compared

The client's finance lead ran the tie-out on January 23 and confirmed that net income tied for every period.

After go-live, the client wrote on February 2 that everything appeared in order, and on February 9 that they had not run across any issues related to the migration.

MIGRATED

Both entities: transaction history from 2023 through the January 16, 2026 cutoff; chart of accounts; customers, vendors and items; departments as classes and locations as locations; historical revenue recognition as journal entries.

OUTSIDE THE TRANSACTION LOAD

Radius Group, LLC history for 2016 to 2022 was handled outside the transaction load. Left out: sales and purchase orders, inventory, payroll, and deferred revenue setup for open contracts, which the client took on itself.



Timeline and outcome

Dec 17	First contact; assessment approved
Dec 22	Intacct access upgraded to full admin
Dec 23	BLP, Inc. assessed
Dec 26	Radius Group, LLC assessed
Dec 27	Client decides to proceed
Jan 6	Agreement signed
Jan 16	Extraction cutoff
Jan 19	Extraction packages delivered
Jan 21	Client flags missing contract revenue
Jan 22	Re-extraction; one release proposed
Jan 23	Client tie-out; one release agreed
Jan 28	Both entities live in QBO Advanced
Jan 31	Intacct subscription ends
Feb 11	Written client feedback

Outcome

Both entities have been running in QuickBooks Online Advanced since January 28, 2026, with history that ties to Intacct, three days before their Intacct subscription ended and about five weeks ahead of the contracted date for full history. The client took on revenue recognition setup for open contracts itself, and after go-live reported no issues related to the migration.



What made this work

● A client who knew their Intacct

The finance lead identified the Contracts reporting book and the missing revenue within two days of the first package.

● Fixing it inside the deadline

The re-extraction and a written contracts assessment went out the next day, with the subscription end date still ahead.

● Replanning around the deadline

Dropping the temporary file for a single release removed a second cutover and delivered history about five weeks early.

● Each entity treated as its own project

Separate assessments, pricing, invoices and QuickBooks companies kept the two entities clean.

● Clear ownership of revenue setup

The client took on recognition for open contracts, where its contract knowledge mattered most.

Is your Intacct revenue sitting in a contracts module?

Talk to us before your subscription end date. We will show you how your contracts and recognition map into QuickBooks Online Advanced.

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