

Modernizing accounting

Adam Riches, CPA – CEO/Founder

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Core tracks

A full day for modern, NetSuite accounting teams

Mastering NetSuite

Unlock the full power of NetSuite. This track covers smarter workflows, sharper reporting, and data you can trust.

Automation & AI in accounting

Automation is changing the game. See how real teams are cutting busywork and leveling up strategy.

Overcoming accounting's biggest challenges

Tired of the usual roadblocks? This track offers practical ways to tackle the issues that slow teams down.

Adam Riches, CPA

Founder & CEO

Netgain Solutions, Inc.



Accounting has a rich history



So how did we get here?



**BAD ACCOUNTING
SOFTWARE**



**LOST PROCESS
DISCIPLINE**



**CRIPPLING
COMPLIANCE
BURDENS**



**MOUNTAINS
OF
SPREADSHEETS**

Transformational moments in accounting

Double Entry Accounting

- 1400's
- Pacioli
- Medici



Commercial Mainframe Accounting Systems

- 1950's and 1960's
- Merged into ERP



Spreadsheets VisiCalc

- 1979
- Friend or Foe?



**This is our next
transformational moment**

So... what are we doing about it at Netgain?

Where AI works: examples with Netgain

NetClose & NetCash

- AI generated flux analysis explanations
- AI-built algorithm to suggest matches
- Reconciliation assistance
- AI assistant on Direct Cash Flow
- Reconciliation detail
- Proof of cash reports with question prompt page
- AI summary on the NetCash dashboard

NetLease for NetSuite

- AI Lease Abstraction

NetAsset Standalone

- AI Transaction Assistant reads an invoice and creates transactions for asset buildup
- AI CoPilot chatbot natively within the product

NetLease Standalone

- AI Lease Assistant reads lease contracts
- AI CoPilot chatbot natively within the product

**The most underrated
financial statement**

The statement of cash flows

Direct Method

<i>In millions</i>	For the Years Ended December 31,		
	2024	2023	2022
Cash flows from operating activities:			
Cash receipts from customers	\$ 357,995	\$ 345,464	\$ 313,662
Cash paid for inventory, prescriptions dispensed and health services rendered	(197,726)	(208,848)	(189,766)
Insurance benefits paid	(109,464)	(84,097)	(69,728)
Cash paid to other suppliers and employees	(38,821)	(34,735)	(32,662)
Interest and investment income received	1,735	1,584	1,026
Interest paid	(2,909)	(2,418)	(2,239)
Income taxes paid	(1,703)	(3,524)	(4,116)
Net cash provided by operating activities	9,107	13,426	16,177
Cash flows from investing activities:			
Proceeds from sales and maturities of investments	10,353	7,729	6,729
Purchases of investments	(15,191)	(9,043)	(7,746)
Purchases of property and equipment	(2,781)	(3,031)	(2,727)
Acquisitions (net of cash and restricted cash acquired)	(95)	(16,612)	(139)
Proceeds from sale of subsidiaries (net of cash and restricted cash sold of \$2,854 in 2022)	—	—	(1,249)
Other	101	68	85
Net cash used in investing activities	(7,613)	(20,889)	(5,047)
Cash flows from financing activities:			
Commercial paper borrowings (repayments), net	1,919	200	—
Proceeds from issuance of short-term loan	—	5,000	—
Repayment of short-term loan	—	(5,000)	—
Proceeds from issuance of long-term debt	7,913	10,898	—
Repayments of long-term debt	(4,773)	(3,166)	(4,211)
Repurchase of common stock	(3,023)	(2,012)	(3,500)
Dividends paid	(3,373)	(3,132)	(2,907)
Proceeds from exercise of stock options	361	277	551
Payments for taxes related to net share settlement of equity awards	(185)	(181)	(370)
Other	26	(201)	(79)
Net cash provided by (used in) financing activities	(1,135)	2,683	(10,516)
Net increase (decrease) in cash, cash equivalents and restricted cash	359	(4,780)	614
Cash, cash equivalents and restricted cash at the beginning of the period	8,525	13,305	12,691
Cash, cash equivalents and restricted cash at the end of the period	\$ 8,884	\$ 8,525	\$ 13,305

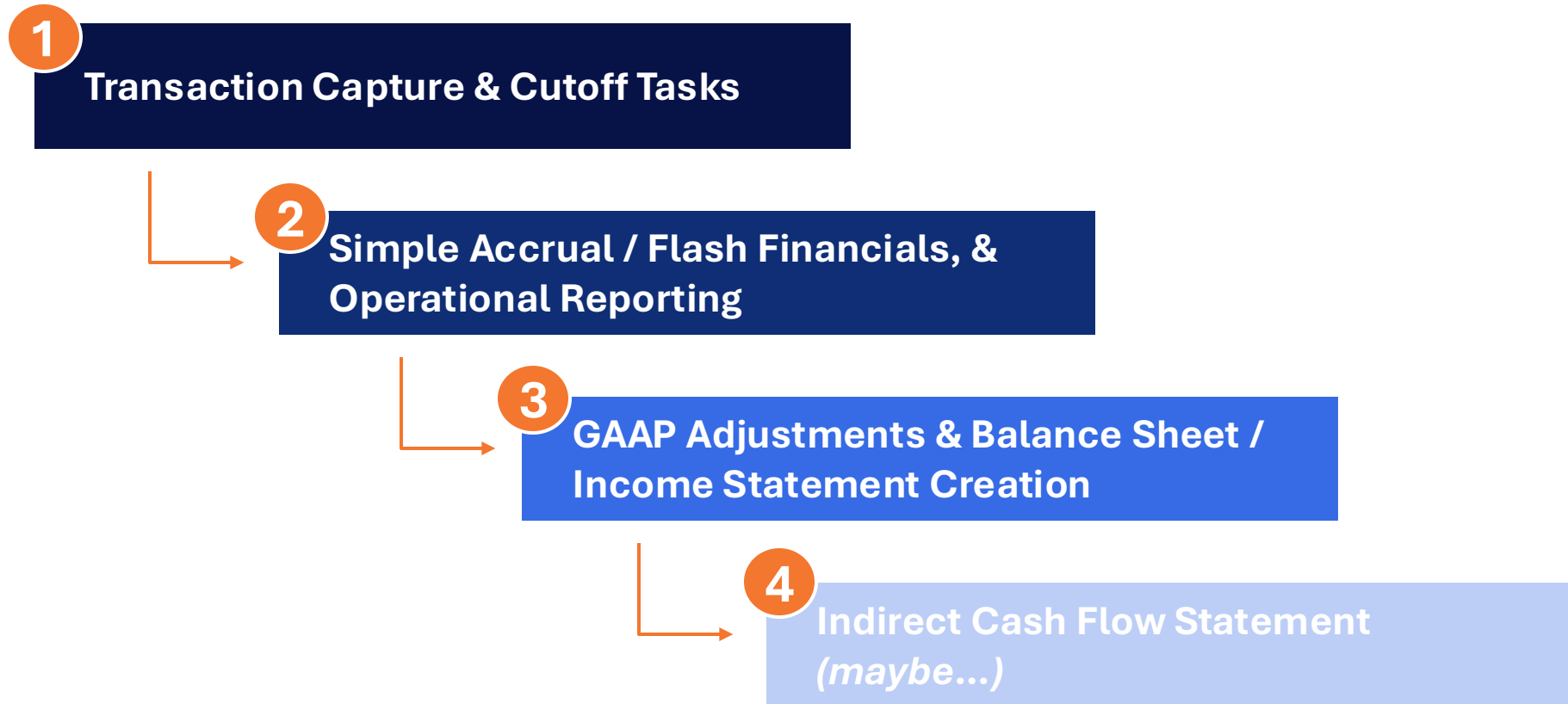
Indirect Method

(>90% of public companies)

<i>In millions</i>	For the Years Ended December 31,		
	2024	2023	2022
Reconciliation of net income to net cash provided by operating activities:			
Net income	\$ 4,586	\$ 8,368	\$ 4,327
Adjustments required to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	4,597	4,366	4,224
Loss on assets held for sale	—	349	2,533
Stock-based compensation	540	588	447
Restructuring charges (impairment of long-lived assets)	840	152	—
Gain on sale of subsidiaries	—	—	(475)
Gain on early extinguishment of debt	(491)	—	—
Deferred income taxes	(572)	(676)	(2,029)
Other items	(502)	264	332
Change in operating assets and liabilities, net of effects from acquisitions:			
Accounts receivable, net	(1,301)	(6,260)	(2,971)
Inventories	(102)	1,233	(1,435)
Other assets	(38)	(510)	(491)
Accounts payable and pharmacy claims and discounts payable	2,335	3,618	4,260
Health care costs payable and other insurance liabilities	2,757	394	992
Other liabilities	(3,542)	1,540	6,463
Net cash provided by operating activities	\$ 9,107	\$ 13,426	\$ 16,177

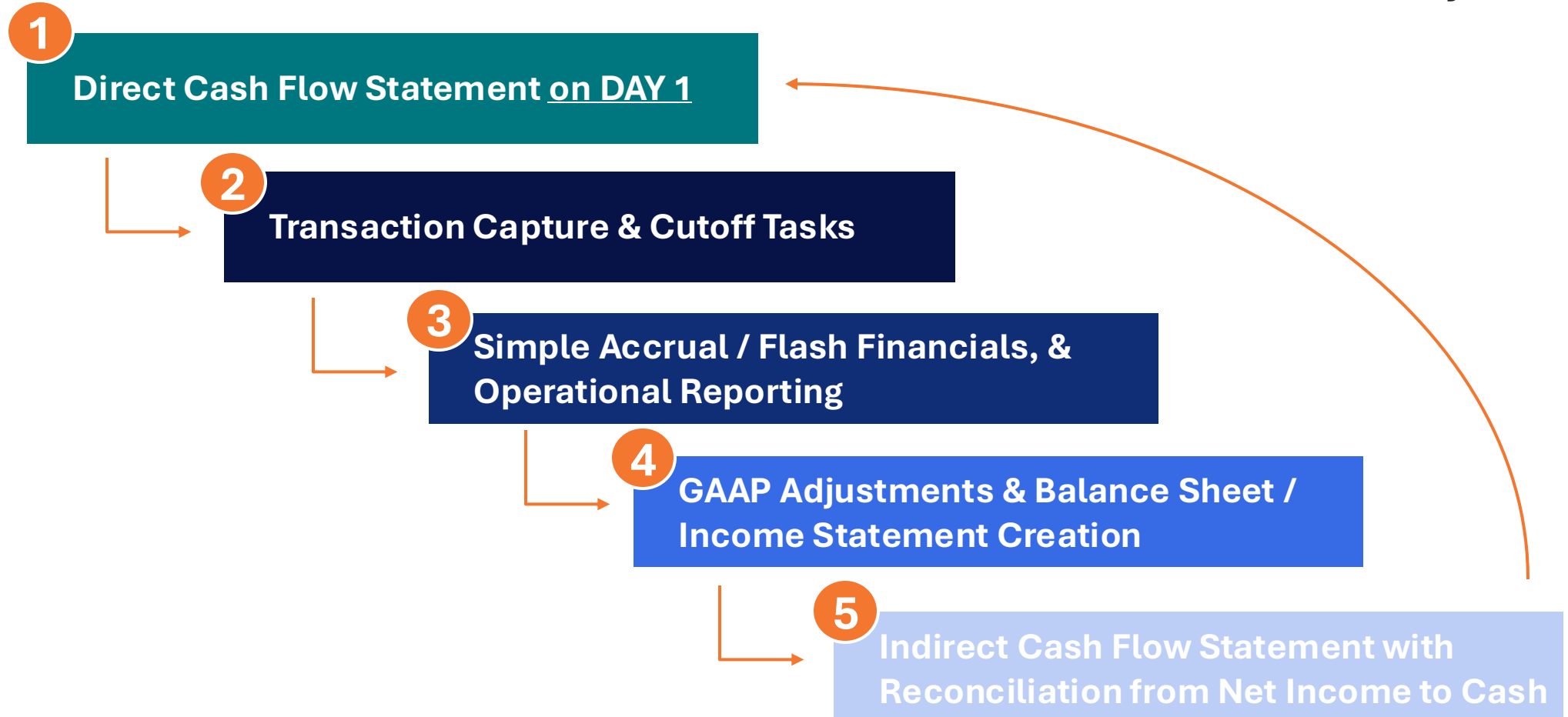
Rethinking the close sequencing

With the traditional month-end close, the cash flow statement is mostly an afterthought...



Rethinking the close sequencing

Instead, we should **LEAD THE CLOSE** with a direct cash flow statement—**available on Day 1!**



Direct cash flow statement – deliver in NetSuite in real time

The screenshot displays the NetSuite interface for the NetCash Direct Cash Flow report. The report is titled "NetCash | Direct Cash Flow" and is in "Detailed View" mode. It shows a table of cash flow transactions for March 2025, categorized by activity type (Operating, Investing, Financing) and amount. The AI Assistant overlay on the right provides a natural language query and a detailed, bulleted response listing the largest cash inflows and outflows.

NetCash | Direct Cash Flow

Expand All Collapse All Detailed View

	TRANID	DATE	MEMO	DEPART	AMOUNT
✓ Cash Flow From Operating Activities					100,777.17
✓ Cash Receipts From Custome					132,381.20
✓ Circuit Cities					76,081.20
	PAY00000376	3/4/2025		Engineer	76,081.20
> Coen Publishing Co.					34,900.00
> Acera					18,400.00
> Academy Avenue Liquor					3,000.00
> Cash Paid to Suppliers					-67,873.00
> Cash Transferred to Other Su					-33,143.00
> Cash Transferred From Other					33,143.00
> Cash Paid to Unknown Entitie					49,137.97
> Cash Transferred to Other Ba					-12,869.00
✓ Cash Flow From Investing Activities					-23,971.80
> Purchase of Fixed Assets					-23,971.80
Net Increase in Cash					76,805.37
Cash at Beginning of Period					4,965,068.24
Cash at End of Period					5,041,873.61

AI Assistant

What were my largest cash inflows and outflows from the month? Please provide the answer in a bulleted list and include the transaction detail.

Here are your largest cash inflows and outflows from the month of March 2025 based on the provided data:

Largest Cash Inflows:

- \$80,484.70 on 3/8/2025 from "Unknown" (Journal Entry JOU00000258) - Memo: "NetCash Bank Match Create Transaction"
- \$76,081.20 on 3/4/2025 from "Circuit Cities" (Customer Payment PAY00000376) - No memo
- \$34,900.00 on 3/4/2025 from "Coen Publishing Co." (Customer Payment PAY00000371) - No memo
- \$16,578.00 on 3/25/2025 from "Unknown" (Adv Intercompany Journal Entry JOU00000254) - Memo: "Bank Transfer Inflow"
- \$16,565.00 on 3/15/2025 from "Unknown" (Adv Intercompany Journal Entry JOU00000246) - Memo: "Bank Transfer Inflow"
- \$10,100.00 on 3/4/2025 from "Acera" (Customer Payment PAY00000373) - No memo
- \$5,300.00 on 3/4/2025 from "Acera" (Customer Payment PAY00000372) - No memo
- \$3,000.00 on 3/15/2025 from "Academy Avenue Liquor Store" (Customer Payment PAY00000380) - No memo

Largest Cash Outflows:

- -\$19,078.62 on 3/21/2025 to "Unknown" (Journal Entry JOU00000259) - Memo: "Lendor Advertisement** SLC"
- -\$19,293.00 on 3/4/2025 to "Coopers Office Furniture" (Vendor Payment 2202) - Memo: "Office Supplies - Bank Rec Example"
- -\$17,736.00 on 3/4/2025 to "AA Universal" (Vendor Payment 2202) - Memo: "Office Snacks - Bank Rec Example"
- -\$16,578.00 on 3/25/2025 to "Unknown" (Adv Intercompany

This allows superior spend analysis by management and stakeholders, realizing the original intent of the cash flow statement

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Netgain **Accounting**
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