



Place Version 1.57 Release Notes

July 17 Release Date

Oct 6, 2022

What's New

In Product: Metrics & Analytics

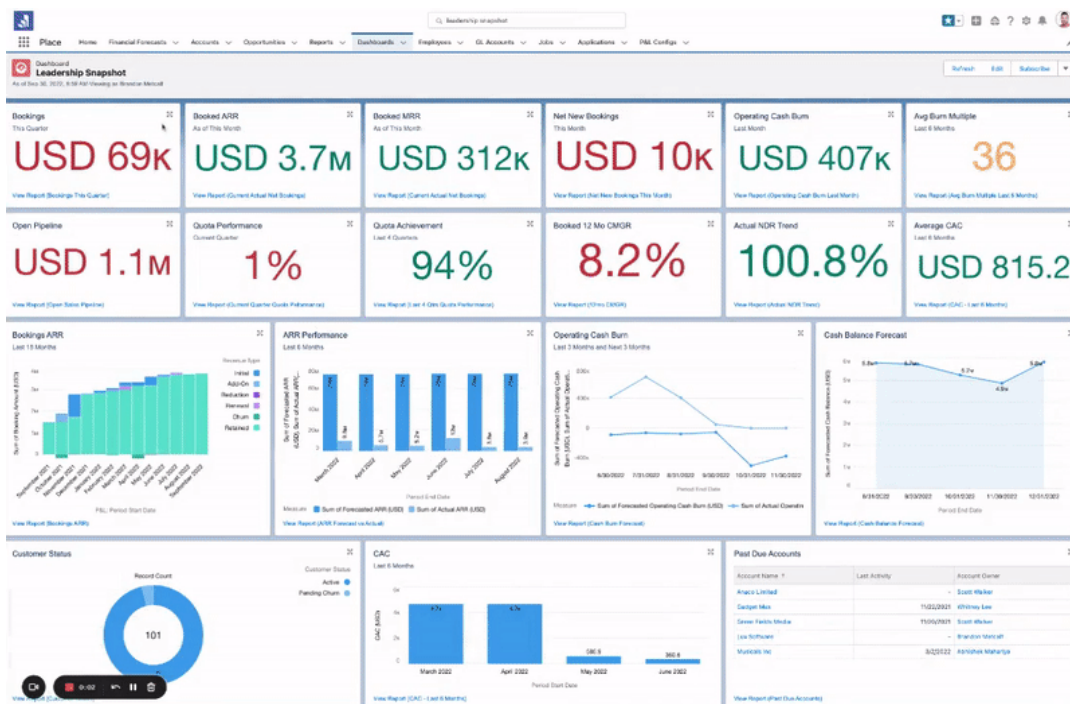
NEW CAPABILITIES

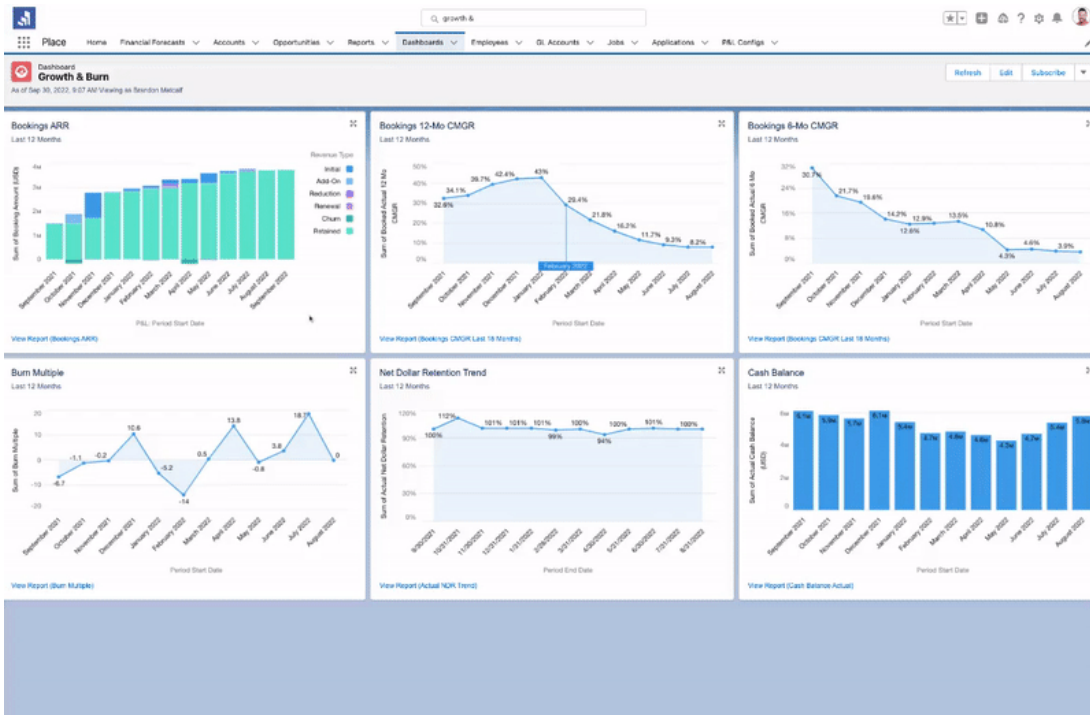
40+ New Reports and Dashboard Components

Place has added another 23 reports to our growing library, along with another 20+ matching dashboard components. Now users of Metrics & Analytics can access accurate and customizable analytics based on their Salesforce Sales Cloud data, and on their Place data from Revenue & Billing and Forecasting and Planning.

Reports include crucial analytics a growing SaaS business requires to inform investors, the board and steer the company. A few included are Bookings ARR, Gross Margin, Cash Burn Forecast, 12 Month Compounded Monthly Growth Rate, and so many more.

Here's a preview of some of the new dashboard components:





And [here's the full list](#) of every report and dashboard component now available in Metrics & Analytics.

In Product: Forecasting & Planning

NEW CAPABILITIES

Forecast Value-Added Tax Income and Expenses; Record Value-Added Tax Actuals from the Accounting System

Customers who handle Value-Added Tax (VAT) in the UK, EU, and elsewhere now have an easy way to appropriately factor tax income and expenses into their corporate financial forecasts, and to accurately measure and audit historical VAT actuals against various forecast scenarios.

The screenshot shows a web interface titled "Select Organization". It is divided into two main sections: "Organization Information" and "Configure VAT for selected Organization".

Organization Information:

- *Select Organization: A dropdown menu with "Select an Option" selected.
- *TAX Type: A dropdown menu with "Select an Option" selected.

Configure VAT for selected Organization:

- *Input GL Account: A search input field with "Search..." placeholder.
- *Output GL Account: A search input field with "Search..." placeholder.
- *VAT percentage: A text input field.
- *Period: A dropdown menu with "Select an Option" selected.
- *Due Terms: A section with "Month" and "Days" sub-sections. The "Month" dropdown has "Select an ..." selected, and the "Days" field is empty.

At the bottom right, there are "Cancel" and "Save" buttons.

Highlights

- Easily configure org-wide rules for forecasting VAT percentage, payment period, and payment due terms
- Maintain full control over forecasted transaction-level expense or income-related VAT percentages with user override abilities on the Revenue Detail
- Forecast transaction-level VAT payment amounts to vendors as a user-determined percentage of expenses
- Forecast transaction-level VAT collections amounts from customers as a user-determined percentage of sales
- Link accounting system VAT GL(s) to either a combined income and expense GL, or to separate income and expense GLs in Place, per your accounting configuration
- Easily analyze forecasted and actual VAT amounts on Customer Account and Vendor Account records
- Use the Cash Projection page to quickly analyze variances between forecasted VAT transactions and actuals

Future Enhancements Coming Soon

- Include VAT in Place Invoices for customers who use Revenue & Billing

- Automatically calculate VAT on the revenue forecast from Closed-Won Opportunities
- Automatically identify the applicable VAT percentage based on locations

In Products: Forecasting & Planning + Revenue & Billing

ENHANCEMENTS

Configurable Opportunity Product Pricing Terms

Place now creates and uses information on Salesforce Sales Cloud Product records which allow the user to define each Opportunity Product by one of two payment terms: Monthly and Yearly. This should result in more accurate Financial Forecasts (Forecasting & Planning) and more clear line items on Place Invoices (Revenue & Billing).

Before this enhancement, users of Salesforce Sales Cloud were plagued by rounding issues that made the process of calculating the monthly price of a yearly deal (and vice versa) more time-consuming than acceptable in today's fast-paced world.

Now, those users such as account executives, account managers, and customer success representatives, can easily denote whether a recurring Opportunity Product should be priced using monthly or yearly terms.

The screenshot displays the 'Edit Opportunity Product' interface. It features a sidebar on the left with navigation options like 'Place', 'Home', and 'Financial Forecasts'. The main content area is divided into sections: 'Opportunity Product' (SaaSy - Licenses - Initial), 'Product' (Enterprise Platform Licenses), 'Discount Percentage' (91.67%), 'Service Start Date', 'Service End Date', 'Pricing Model' (set to --None--), 'Threshold', 'Search Thresholds', 'Total Bill Amount', 'Per unit price', and 'Order Term' (11.97). A 'Pricing Details' section is expanded, showing 'Sales Price (Per Month / One-Time)' at 125.00, 'List Price' at USD 1,500.00, 'Quantity' at 75.00, 'Annual License Price' at 1,500.00, 'Monthly Price' at USD 9,375.00, and 'Total Price' at USD 112,500.00. The 'Pricing term' is set to 'Monthly Unit Price'. At the bottom, there is a 'Line Description' field and 'Cancel' and 'Save' buttons.

In Products: All

ENHANCEMENTS

Support for Salesforce Professional Edition

Place now offers our full product suite, including Revenue & Billing (+Subscription Management), Forecasting & Planning, and Metrics & Analytics, to customers of Salesforce Sales Cloud Professional edition.

Resolved Issues

- 5 non-critical issues fixed