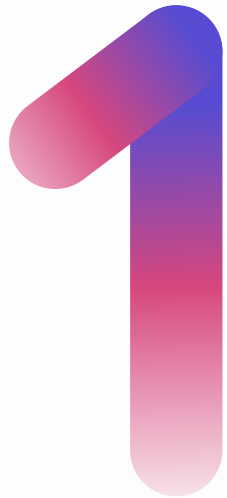


How I Stacked It

Scott Martin

Head of Finance at XY Sense

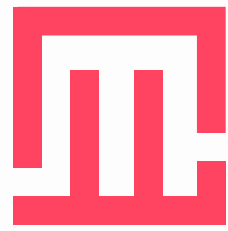




Revenue Recognition

*“**Maxio** handles E2E revenue recognition, invoicing and revenue reporting. It has a huge amount of functionality which can be excessive for some, however, we find this allows us to fully tailor the system to our customer profile. If we invest in this tool, it will definitely support our ability to scale.”*

maxio.com



Mayday



Intercompany

*"We use **Mayday** to manage our intercompany loans across 5 entities. Previously we were doing this manually and struggling to manage and understand the FX impact in reconciliation."*

getmayday.com

3

Reporting

*“**Fathom** allows us to consolidate our Xero entities. It works well however I am not a fan of the predefined reports as they are hard to change and lack deep dives, especially around cash management and reporting.”*

fathomhq.com



4

Inventory

*"We're currently using **Cin7 Core** which has strong inventory management features."*

cin7.com

5

International Payments

*“Great for international payments with competitive FX rates, employee cards, and now expense management and staff reimbursements, **Airwallex** is fast becoming our one-stop shop for all things payments, FX and expenses. Global coverage supports our niche customers and UX is super simple with the product really starting to get some depth.”*

airwallex.com



Dext



Receipt Capture

*“**Dext** is efficient for receipt capture and expense management, however, we are currently in the process of moving this over globally to Airwallex. Decent UX but it doesn’t really offer us anything that can’t be done in Airwallex.”*

dext.com



7

US Payments

*"**Bill.com** helps us deal with payment nuances in the US and supports checks to state tax authorities."*

bill.com



US Payroll and Insurance

*"Simple to use, **Gusto** manages most of the E2E of US requirements."*

gusto.com

cake.



Managing Equity

*“We recently transitioned to **Cake** for managing equity— it has a good UX for employees with equity training and education, and it's much more cost-effective compared to Carta. Reporting needs some development but overall it's been great to onboard with.”*

cakeequity.com



10

RevOps

*“**Salesforce** is fantastic for managing our pipeline and revenue operations, though customisations can get tricky.”*

[salesforce.com](https://www.salesforce.com)



Forecasting

*“**Google Sheets** is simple and flexible for quick forecasting, but we’re constantly managing the risk of human error in complex models.”*