

# Nonprofit Accounting Software

Why nonprofits are moving  
to the cloud

**sage** Intacct



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## Introduction

# Nonprofit Accounting in the Modern Era

Accounting systems are not something you change often.

However, as your nonprofit organization grows in size and complexity, you reach a point where manual, time-consuming processes drain your productivity, and flying blind without real-time visibility into key metrics and outcomes is stifling growth. As a good steward, you need a system that leverages the latest technology advancements.

At a minimum, a modern accounting system should automate and streamline core financial management functions such as Accounts Receivable, Accounts Payable, and Financial Close.

But you can hardly fuel your growth and need for accountability and transparency by simply automating the minimum. Nonprofits, in particular, have accounting, tracking, and reporting needs that require specialized functionality in their financial management systems.

Today, inflexible, inefficient, and outdated on-premise accounting software is rapidly being replaced by a new breed of modern cloud financial management solutions. Over 90 percent of businesses report using cloud solutions today, and nonprofit organizations are no exception.<sup>1</sup>

Let's explore why...

### section 01

# section 02

## Cloud Computing

Why nonprofits are moving  
to the cloud

## Cloud Computing

# Why Nonprofits are Moving to the Cloud

If you are like many nonprofit organizations, you have limited IT resources, extensive manual processes for accounting tasks, and a myriad of reporting and compliance requirements with various key stakeholders. You need a financial management and accounting system that is proven to overcome these challenges.

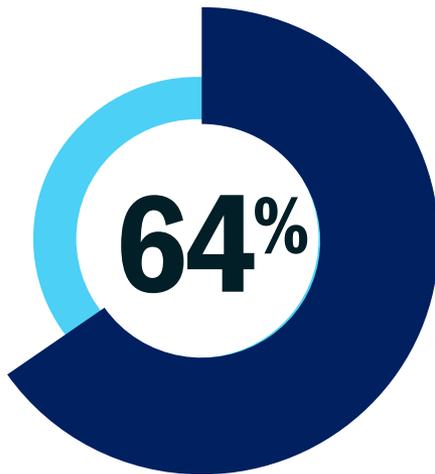
Nonprofits are striving to invest more in their core missions, decrease the cost of operations, and ultimately execute more successfully. For many, the dilemma is how to maximize effectiveness without breaking the budget. And although cost may be a driving force behind a move to the cloud, the reality is that cloud solutions are more robust and flexible than ever before and offer integrated solutions specific to the needs of your organization.

In other words, the cloud can provide both cost savings and innovative, integrated solutions that enable your nonprofit to be the best it can be.



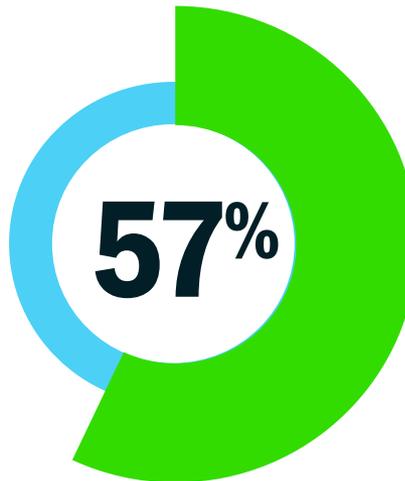
# The Pains of Dated Technology

## Manual Reporting



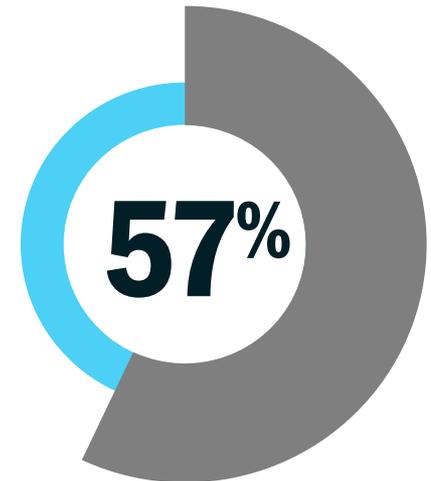
Say manual, time-consuming reporting is a concerning issue.

## Poor Visibility



Believe lack of real-time visibility into KPIs slows decisions.

## Disparate Systems



Feel multiple, disconnected systems cause inefficiency.

# Five Reasons the Cloud is Right for Nonprofits

**You only pay for what you use**

No more complex and costly IT infrastructure

**Your data is safe in the cloud**

Skilled cybersecurity engineers use sophisticated software to watch over data centers

**It supports a mobile workforce**

Staff and volunteers can access the system anytime and anywhere

**You're always using the latest version**

No more outdated software and painful upgrades

**Integrated solutions for nonprofits**

Open APIs let you utilize best-in-class apps (CRM, donor mgmt, fundraising, payroll, etc.)

## Cloud Computing

# On-premise Model vs. Cloud Model

On-premise Model		Cloud Model
Upfront License Fees	Lower TCO Rapid ROI	Pay for What You Use
18+% Annual Maintenance Fee	Visibility, Flexibility, Power	Maintenance Included
Outdated Legacy Architecture (25-30 years old - created before the Internet existed)		Modern Dimensional/Relational Database
Customer Bears All IT Costs	No Hassles, Security, Peace of Mind	Vendor's Responsibility (SLA)
Customer has Costs/Risks of Upgrades		Vendor's Problem (SLA)
2-3 Year New Release Cycles	Constant, Consistent Innovation	Quarterly Updates
Software Doesn't Scale (What you see is what you get)		Easily Scales To Your Needs
Vendor "Ships & Forgets"	Partner and Vendor Loyalty	Vendor/Partner Wants You to Renew

### section 02

# section 03

## Product Overview

Sage Intacct for Nonprofits

## Product Overview

# Sage Intacct for Nonprofits

The AICPA's preferred provider of cloud financial applications.

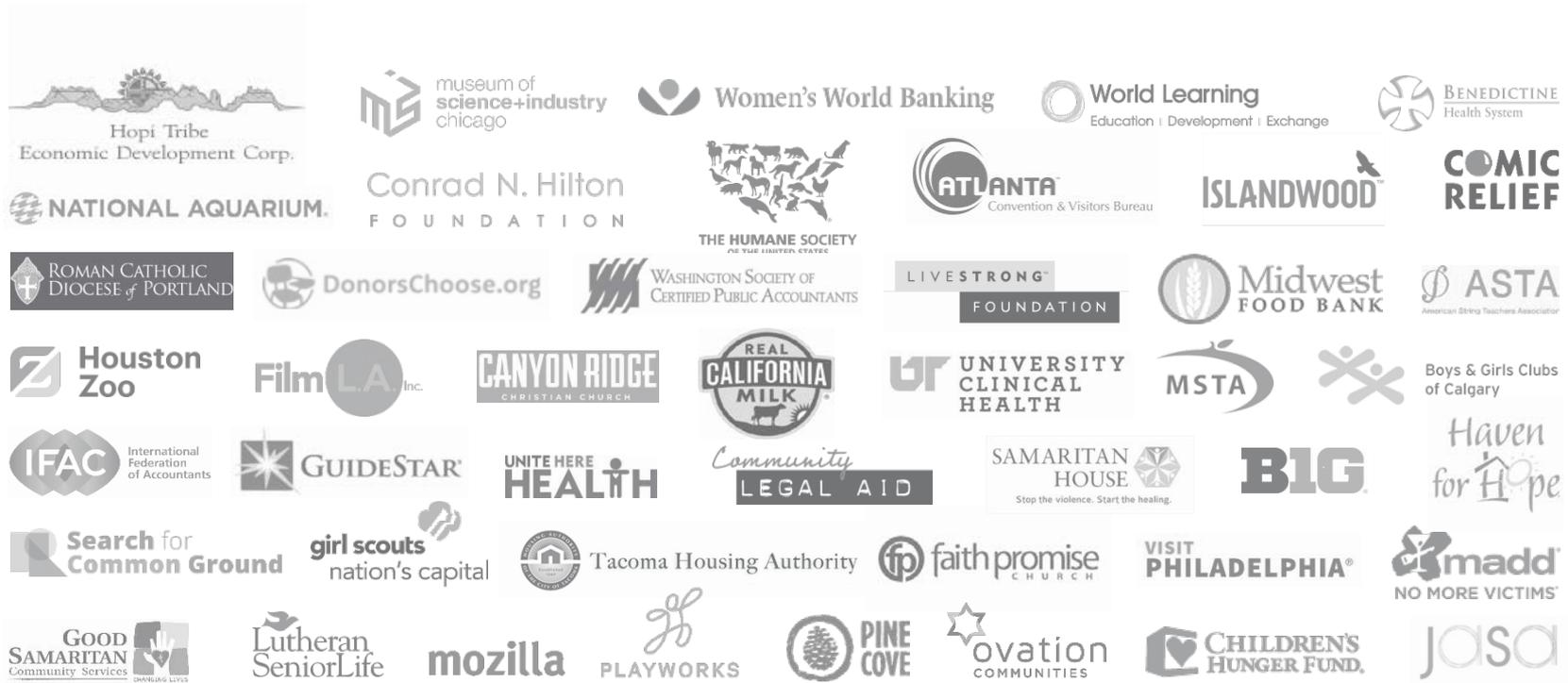
Specializing in helping nonprofits of all types including charities, trade and membership associations, philanthropic organizations, cultural institutions, and faith-based organizations, Sage Intacct streamlines grant, fund, project, and donor accounting, while delivering real-time visibility into the metrics that matter.

Our modern, true cloud solution, with open APIs, gives nonprofits the connectivity, visibility and efficiency they need to do more with less. At Sage Intacct, we help nonprofits strengthen stewardship, build influence, grow funding, and achieve mission success.



## Product Overview

# Thousands of Nonprofits Rely on Sage Intacct



## Product Overview

# Why Nonprofits Love Sage Intacct



## Rated #1 in Customer Satisfaction

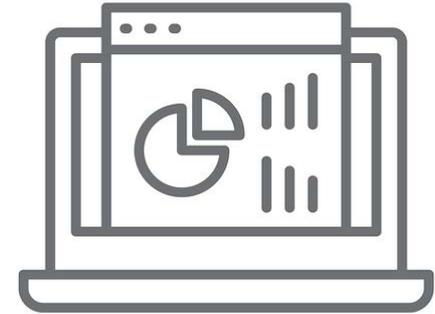
- Delivers immediate visibility into your financial data with easy-to-use, real-time financial and operational reporting and dashboards.
- Ensures control and compliance, and reduces risk and cost with automated workflow and internal controls.
- Ensures world-class stewardship by automating grant, fund, and donor accounting.
- Streamlines reporting and compliance using built-in nonprofit-specific reports and FASB and IRS compliant financial statements.
- Provides anytime, anywhere access for staff and volunteers, increasing finance department productivity by 30% or more.
- Reduces IT infrastructure costs and complexity.
- Open API allows you to easily integrate with your other best-in-class solutions.

# section 04

**Features and Benefits**

## Features and Benefits

# Empower the Modern Accounting Team



Sage Intacct makes your team more effective and efficient from day one.

With Sage Intacct, you can create tailored dashboards and reports—on the spot—that are relevant to your organization’s specific mission and operational measures.

Plus you can do your job from any browser and any device with confidence. This also allows you to easily provide views to non-finance personnel including the executive team, finance committee and other key stakeholders within your organization that require insight for decision making, including full drill-down capability to source documents.

You can also empower non-finance personnel to initiate finance department interactions such as expense requests, check requests, purchase requisitions, budget to actual, and more with flexible electronic workflows, easy-coding rules, and anywhere access.

**“We are very mobile. I did recognize that the future is in the cloud. What’s wonderful for me is, since Sage Intacct is in the cloud, I can work from anywhere—my home or my local coffee shop.”**

**Braam du Plooy | Controller | Atlanta Convention & Visitors Bureau**

## Features and Benefits

# Gain Real-time Operational and Financial Visibility



The days of flying blind with no real-time reporting and visibility are over.

Sage Intacct provides a rich, multi-dimensional, multi-ledger system that enables you to easily capture granular financial and operational data in exactly the same way that you manage your organization.

Gain real-time visibility into every aspect of your organization's finances, whether you're interested in which funds were used for each project, the performance of your organization by location or team, the expense tied to each volunteer or employee, or any other aspect unique to your organization.

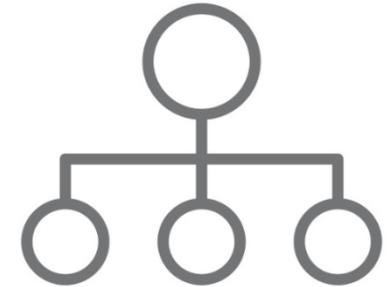
Sage Intacct's role-based dashboards and rich reporting and analytics make it easy to keep a pulse on the financial health of your organization, as well as the health of individual projects, and to accurately budget for the months ahead. Sage Intacct automatically keeps your sub-ledgers and your general ledger synchronized in real-time, so you always have instant access to summaries and balances as well as transaction details.

**“Since we balance by funds, from the Gates Foundation to the Government of Sweden, I can quickly see how much unrestricted cash we have on hand. This is a key metric for us to ensure that we spend the right money at the right time as we make strategic decisions.”**

**Michael Mohr | CFO | Women's World Banking**

## Features and Benefits

# Master Multi-entity and Multi-currency Management



Your organization is complex, but your system doesn't have to be.

Whether you're a cultural institution that runs a museum and a retail operation, a fraternal organization that manages hundreds of independent chapters, or a global industry association with subsidiaries and satellite offices in multiple countries, Sage Intacct automates multi-entity, multi-site, multi-currency, and multi-country operations.

Streamline inter-entity transactions, allocations, eliminations, and financial consolidation, reporting, and analysis with extensive built-in automation and one-click consolidations.

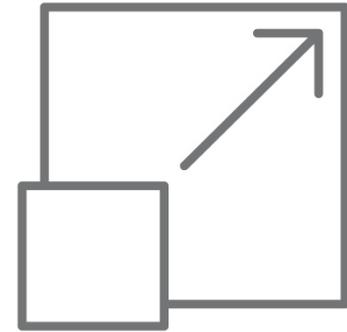
Take advantage of deep support for global nonprofits with automatic multi-currency transactions and reporting. Plus, you can store, manage, and report any data in multiple currencies.

**“Our fund visibility has been drastically improved because of Sage Intacct’s multi-entity, multidimensional architecture. With the many dimensions available, we can easily keep track of each fund’s separate cash or accounts payable balance, or rollup all of our funds to look at the Foundation’s overall portfolio.”**

**Jodie Mote | Controller & Treasurer | UAB Education Foundation**

## Features and Benefits

# Infuse Flexibility and Automation



Your system should work the way you do, not the other way around.

Sage Intacct allows configurable design to bring flexibility and automation to your organization's operational workflow processes, and tracking and reporting toolsets, making compliance an 'of course' and freeing up time to focus on strategic financial management.

As your organization evolves, financial operations need to keep pace with transaction tracking procedures, internal controls, and reporting views that support the current and future organizational needs.

Designed to evolve with your organization, Sage Intacct's flexible and configurable architecture can be adapted to the tracking, electronic approvals, and workflow requirements for your operational structure and provide insights to best support your mission now and in the future.

**"As we've evolved, it's been easy to make minor configuration changes to Sage Intacct with clicks versus code. It simply fits our changing needs; not the other way around."**

**Aaron Goin | Finance Director | Faith Promise Church**

## Features and Benefits

# Simplify Grant, Fund, and Donor Accounting



Running reports tailored to each funder's requirements shouldn't be hard.

No two funding sources are alike, creating extraordinary complexity in nonprofit accounting. From revenue recognition to reporting, Sage Intacct makes it easy to measure the effectiveness of your organization's programs and demonstrate your financial responsibility to donors, grantors, volunteers, and others.

Sage Intacct feature robust fund, grant, and donor accounting, flexible budgeting and planning, real-time reporting, and role-based dashboards.

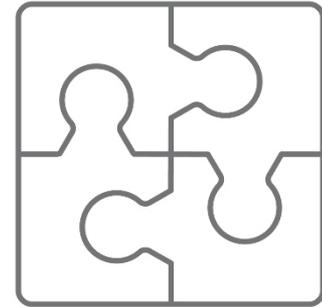
Engage both employees and volunteers in your financial processes with built-in expense management, time and billing, and purchasing applications—saving hundreds of hours of staff time every year. You'll also save hours every month and eliminate errors by getting rid of spreadsheets to calculate allocations.

**“With Sage Intacct, we can now drill down into where we're getting our money from, and how much of our donations are for restricted vs. unrestricted funds. With in-depth, real-time information on what we've spent and any leftover funding, we can actually expand our programs more quickly rather than waiting for complex reporting at the end of the year.”**

**Christopher Sue | CFO | Children's Hunger Fund**

## Features and Benefits

# Strengthen Your Organization with Best-in-Class Solutions



Gain peace of mind with easy and seamless third-party integrations.

At Sage Intacct, we pride ourselves on being the best cloud financial management solution on the market. That's all we do. And we believe you should have the freedom to choose the best solutions for all of the other areas of your organization. That's why we partner with more than 200 software solution providers—enabling you to streamline processes by connecting Sage Intacct with fundraising solutions like Salesforce.com, payroll services like ADP, donor management solutions like Orange Leap, and many more specialized applications.

Sage Intacct's open API and true cloud integration strategy allows for easy, intuitive imports or seamless integration via web services. This ensures that your finance team stays current with modern processing and reporting insights for your management team by harnessing technology to work smarter.

**“Our favorite things about Sage Intacct is that we can quickly import files and journal entries from outside vendors like ADP for payroll and State Street for investment accounting. In minutes we can upload files right into the system, saving days that we used to spend tediously creating journal entries every month.”**

**Monica Emerson | Controller | Conrad Hilton Foundation**

# section 05

## Customer Success

Stories from the cloud

# Modernizing Financials in the Cloud



## CHALLENGES

- Dated on-premise accounting system
- Manual Excel work
- Needed more sophisticated, flexible reporting

## GAINS WITH SAGE INTACCT

- Increased visibility
- Saves <15 minutes for each of the 3,000 yearly invoices it pays electronically
- Modernized several time-consuming workflows

## RESULTS

**\$80,000**

Headcount Avoided

**850 Hours Saved**

In Accounts Payable

**66% Shorter**

Monthly Close

*"When we compared Sage Intacct against other solutions, it was clearly the most intuitive to use, and the only application with a multi-dimensional general ledger approach."*

Morgan Matthews  
Director of Finance and HR

## Customer Success

# Real-time Financial Reporting Drives Growth



Hopi Tribe  
Economic Development Corp.

### CHALLENGES

- Needed better financial management tools
- More meaningful, timely reports for CEO and board
- Budget forecast in real-time vs. months-old historical data
- Accurate financial statements and data

### GAINS WITH SAGE INTACCT

- Directly led to nearly \$7M in value
- Increased overall gross margins 20%
- Manage operations, pricing & forecasting in real-time
- Accelerated ROI on major development projects

### RESULTS

**\$500,000**  
Cash Flow Improvement

**\$5 Million**  
Asset Value Increase

*“Management can quickly pinpoint areas of financial concern and have accurate information with which to make better business decisions. As a result, three of our struggling entities moved into the black.”*

Larry Chank  
Chief Financial Officer

## Customer Success

# Managing the Complexity of a Global Nonprofit



### CHALLENGES

- Meet numerous fund accounting and compliance requirements
- Intuitive dashboard and access to real-time financial data and business metrics
- Automate processes and reduce reliance on Excel

### GAINS WITH SAGE INTACCT

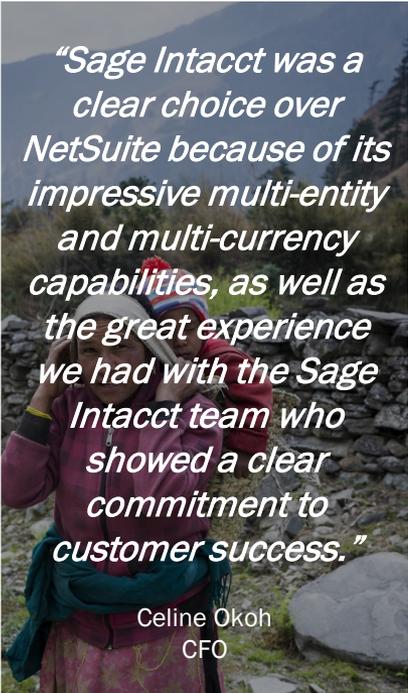
- Eliminated manual data entry for payroll and allocation journals
- Eliminated paper timesheets and expense tracking
- Revenue recognition matches monthly grant allocations

### RESULTS

**2 Days Shorter**  
Monthly Close

**1 Day/Month**  
Saved from Automation

**25% Shorter**  
Billing Cycle



*“Sage Intacct was a clear choice over NetSuite because of its impressive multi-entity and multi-currency capabilities, as well as the great experience we had with the Sage Intacct team who showed a clear commitment to customer success.”*

Celine Okoh  
CFO

# Cloud-based Financials for a Rapidly Growing Nonprofit



<h3>CHALLENGES</h3> <ul style="list-style-type: none"><li>• No visibility into partner-specific revenue</li><li>• Excel-based reporting</li><li>• Physical invoices and check mailing</li></ul>	<h3>GAINS WITH SAGE INTACCT</h3> <ul style="list-style-type: none"><li>• Minimized data entry</li><li>• Intuitive, powerful reporting</li><li>• Complete visibility into the grant lifecycle</li></ul>	<h3>RESULTS</h3> <p><b>20% Gain</b> In Efficiency</p> <p><b>50+ Hours</b> Saved Per Month</p> <p><b>60% Shorter</b> Monthly Close</p>	<p><i>“Sage Intacct is the perfect partner to scale with us along the way. The software delivers major productivity improvements for our team, but more importantly, it gives us access to trusted financial data on a real-time basis.”</i></p> <p>Andy Kaplan CFO</p>
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## Customer Success

# Finding a Flexible System to Manage Funding Sources



### CHALLENGES

- On-demand visibility and reports to key stakeholders
- Time-consuming manual data entry
- Lacked real-time financial performance insight

### GAINS WITH SAGE INTACCT

- Can manage and report on multiple funds, projects, and statistical indicators
- Seamless integration with Bill.com
- Increased operational efficiencies
- Replaced manual processes with automated workflows

### RESULTS

**1K Hours/Year**  
Work Eliminated

**\$22,000/Year**  
Saved in Staffing Costs

**2 Weeks/Month**  
Saved from Streamlined  
Accounts Payable  
Processes

*“Previously, our church directors would receive a financial update, but not for two weeks after each monthly close cycle. By comparison, Sage Intacct gives us a modern system with all the financial information we need immediately at our fingertips.”*

Stacie Porter  
Director of Finance

## Customer Success

# School Graduates to Sage Intacct to Manage Growth



### CHALLENGES

- Complex accounting for 23 departments
- Needed to integrate financial system with existing Salesforce CRM system
- Track and analyze income streams, expenses, or cash balances in real-time

### GAINS WITH SAGE INTACCT

- Managed rapid expansion without adding headcount
- Salesforce integration streamlined processes and increased visibility
- Gained ability to monitor and report on programs, donors, funds, fund types, and grants across the organization

### RESULTS

**\$50,000 Saved**  
In Annual Headcount

**2 Days Shorter**  
Monthly Close

**360 Hours Saved**  
Per Year



*“Not only has Sage Intacct saved us several days of cobbling together spreadsheets each month, it has allowed us to keep up with increasing complexity without additional headcount.”*

Jennifer Sharp  
Senior Accounting Manager

# section 06

Conclusion

## Conclusion

# Accomplish Your Mission with Sage Intacct

“Do more with less” is the mantra of today.

And Sage Intacct can help you accomplish your mission by providing you the visibility, flexibility, efficiency, automation, and integration you need to succeed.

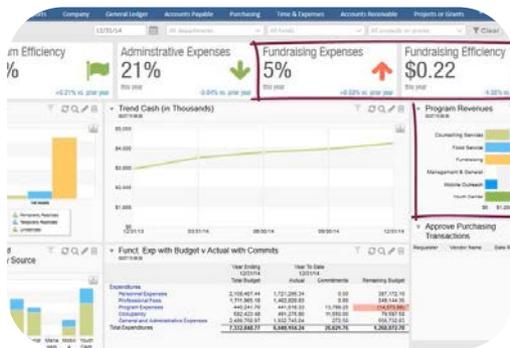
Replacing and updating your old accounting solution with a modern, best-in-class cloud solution built for nonprofit organization can cost less than you think—while saving you time and resources.

We can help you prepare an ROI analysis for your key stakeholders and discover how you can lead your organization to better stewardship and greater impact. Our mission is to help you succeed with your mission.



## Conclusion

# Educational Resources to Help You Make the Right Decision



**Product Introduction Video**  
Sage Intacct for Nonprofits  
Overview

[Watch Now »](#)



**Customer Success Video**  
Atlanta Convention & Visitors  
Bureau (ACVB)

[Watch Now »](#)



**Nonprofit Accounting  
Software Buyer's Checklist**  
40 Essential Features of a Modern  
Accounting System

[Download Now »](#)

# sage Intacct

## About Sage Intacct

Sage Intacct is the innovation and customer satisfaction leader in cloud financial management. With the powerful combination of Sage and Intacct, the Sage Business Cloud offers the best capabilities of both companies. Bringing cloud computing to finance and accounting, Sage Intacct's innovative and award-winning applications are the preferred financial applications for AICPA Business Solutions. In use by organizations from startups to public companies, Sage Intacct is designed to improve company performance and make finance more productive. Hundreds of leading CPA firms and Value Added Resellers also offer Sage Intacct to their clients. The Sage Intacct system includes accounting, cash management, purchasing, vendor management, financial consolidation, revenue recognition, subscription billing, contract management, project accounting, fund accounting, inventory management, and financial reporting applications, all delivered through the cloud.

For more information, please visit

[www.sageintacct.com/nonprofit-accounting-software](http://www.sageintacct.com/nonprofit-accounting-software)