The Road to Nonprofit Finance Transformation Success

5 ways cloud accounting software transforms
organisations for greater mission impact

Nonprofit

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Transform your organisation's financial management for greater mission impact

Nonprofit finance transformation uses data to reveal the best ways to enhance outcomes and tell your mission story.

Nonprofit finance transformation is not really about technology. It's about your mission — and how to make the right decisions to achieve the greatest impact. Your financial and outcomes data provides the roadmap to drive those strategic choices.

To maximise impact, you need the ability to see what's happening across your organisation in real-time, both in terms of financial performance and outcomes. Only a modern cloud financial management system provides that kind of visibility — and even more so if your organisation operates multiple entities and/or locations.

A true cloud solution is flexible, shared, scalable, and easily deployed. It also integrates easily with other best-in-class solutions, allowing you to automate workflows and reporting, thus giving you even greater insights.

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Why nonprofits need digital finance transformation

Lead your organisation to a higher level of efficiency and strategic development.

Nonprofit finance transformation leverages the power of cloud computing to accelerate and enhance your organisation's:
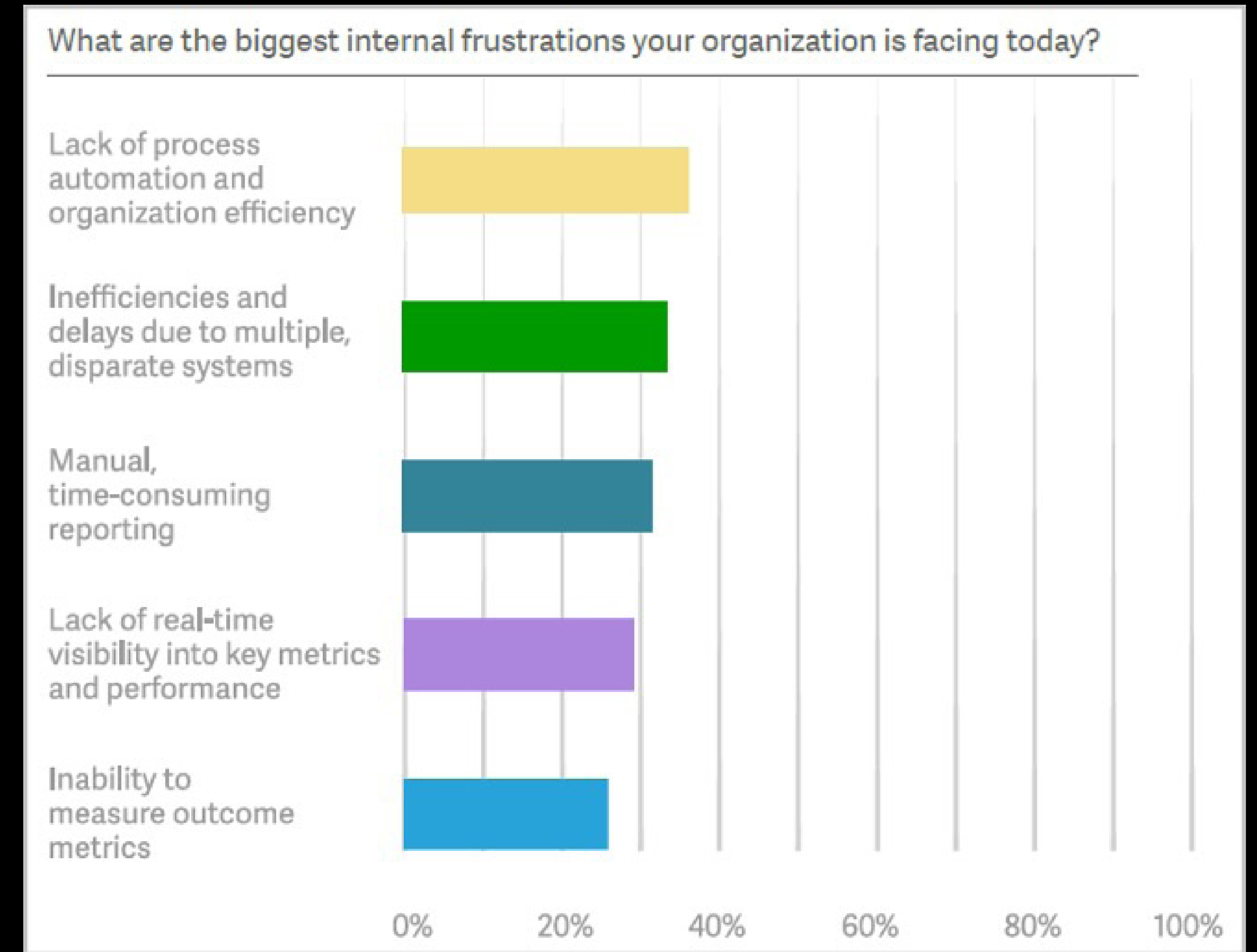
- Automation
- Reporting
- Connectivity
- Visibility
- Collaboration

In other words, transformation helps nonprofit finance leaders unlock the power of real-time data and automation, so they can become more strategic in their analysis, planning, and decision-making.

To gain insights and design solutions for the nonprofit industry, Sage Intacct conducts an annual **Nonprofit Technology Trends** survey.[1] To the right, you can see how over 500 nonprofit finance leaders recently rated their top internal frustrations.

What are the biggest internal frustrations your organization is facing today?

- Lack of process automation and organization efficiency
- Inefficiencies and delays due to multiple, disparate systems
- Manual, time-consuming reporting
- Lack of real-time visibility into key metrics and performance
- Inability to measure outcome metrics

(Axis: 0% 20% 40% 60% 80% 100%)

In the remainder of this eBook, we'll examine how nonprofit finance transformation helps organisations overcome these barriers to mission success.

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Stay lean and efficient with automated workflows

Automation is the engine of nonprofit finance transformation.

When we talk with nonprofit finance leaders, they want to gain value through their investment in technology. In some cases, that means reducing cost; others need to expand without adding headcount, and still others want to reduce the time it takes to close the books and generate reports. Whatever your goals for the finance team, automation allows you to deliver higher value by using your time and talents in a more strategic way.

When asked where automation could offer the greatest benefit, nonprofit finance leaders selected outcome and performance tracking, reporting, and month-end close and consolidations.2 These are critical areas in which a cloud financial management solution creates significant transformation opportunities. For instance, Sage Intacct customers report significant benefits to automation. Below are a few examples.

ATLAS NETWORK — **64%** Shorter close

SAMARITAN HOUSE — **40%** Revenue increase

BREVARD ZOO — **50%** Efficiency gains

PHAB Advancing public health performance — **£74,000** Saved in admin cost

MEALS ON WHEELS AMERICA — **60%** Faster audit

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Potential Church

automates financial processes and gains extreme efficiency while accelerating rapid growth

"Because of our streamlined processes, our existing finance staff is in a great position to support Potential Church even as we add another ten campuses. As a matter of fact, we were able to reduce our accounting staff by one and avoid another full-time hire, saving us approximately £59,000 each year as a result of the extreme efficiencies we've gained with Sage Intacct."

Reggie Alexis
Controller

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Quick and easy reporting is the first stop on your transformation journey

More than 40% of nonprofit finance teams are frustrated by manual reporting.[3]

In many nonprofit finance teams, reporting requires a lot of tedious, manual data entry and consumes far too much time. Nearly half of organisations spend more than 25 hours per month on reporting.[4] Even worse, one in five nonprofits spends a full 40+ hour week completing monthly reporting. Manual reporting with a myriad of spreadsheets is not simply slow, it is also more error-prone. It is even more complicated if your organisation has multiple locations and entities that need to be consolidated.
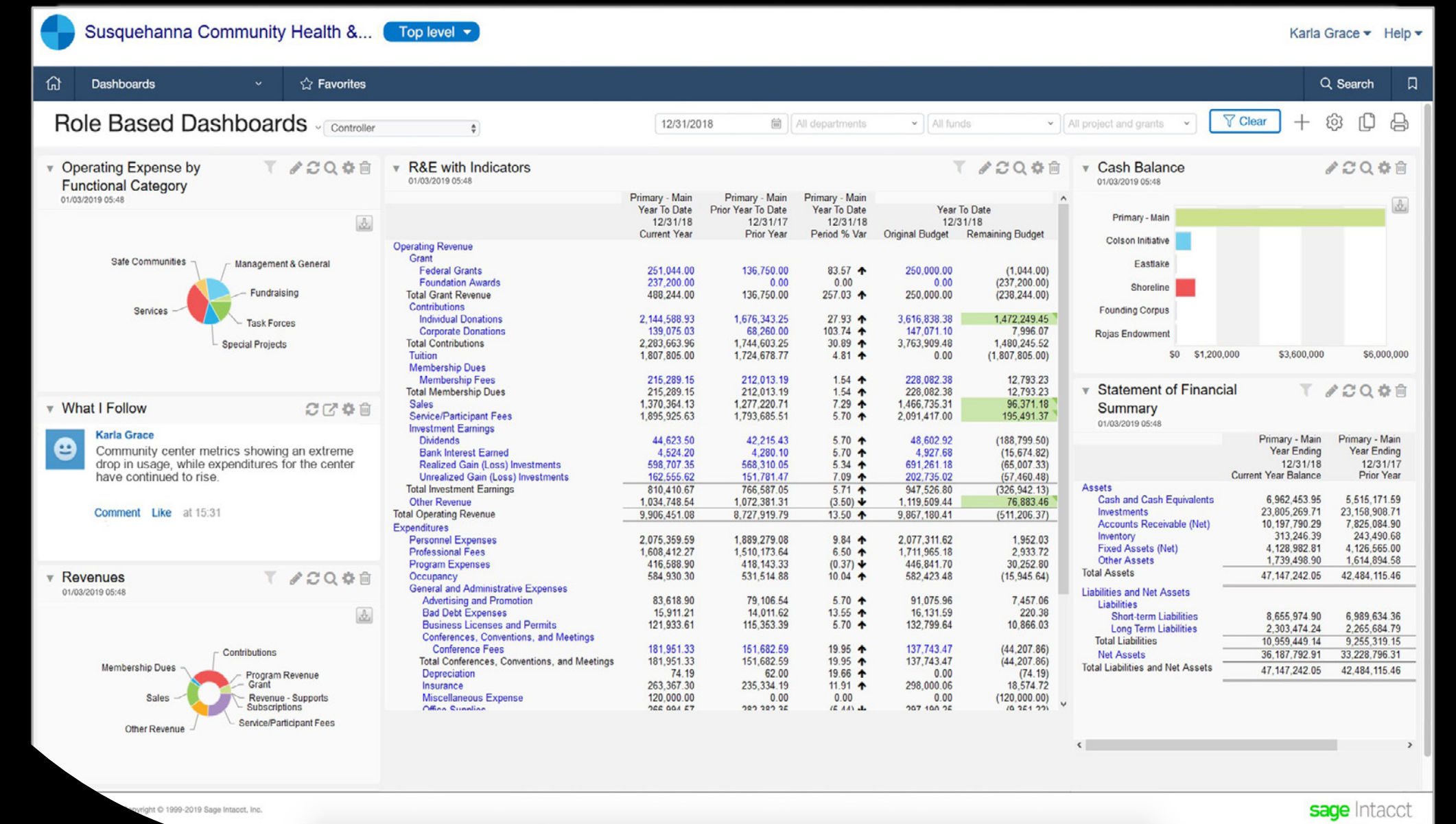
Modern, best-in-class cloud financial management solutions not only provide automated reporting with point and click filtering, but also deliver real-time insight for better decision making. By transforming your reporting, automation can enable a lot of the time spent in manual reporting to instead be spent analysing trends and applying insights strategically to drive your mission.

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Transformational financial reporting and analysis with Sage Intacct

Transformational financial reporting and analysis with Sage Intacct

Automated reporting and data visualisation transforms data analysis for stakeholders. This Controller dashboard combines graphical results with reports like Revenue & Expenses, Financial Position, and Cash Balance. View trends, changes, and history. Drill down to source documents. Point and click to filter results by location, department, or other dimensions.

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Real-time reporting and dashboards help ACUI make data-driven decisions

Real-time reporting and dashboards help ACUI make data-driven decisions

"Our CEO and board of directors have recognised how valuable Sage Intacct's real-time dashboards are to the organisation because they increase our credibility and help executives better manage day-to-day operations. Rather than creating dozens of different reports for various departments, we can get the right information to the right groups by putting top-level reports on a dashboard, and letting the appropriate staff or volunteers adjust filters to see whatever region, department, or sub-cost centres they care about."

Dave Teske
Director of Finance

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Proactive nonprofits leverage real-time visibility

A lack of real-time visibility into outcomes and performance slows and stops decision making.

Another one of the top pain points revealed by the Nonprofit Technology Trends survey[5] was a lack of real-time visibility. Not being able to see the current key outcome and performance metrics forces organisations to operate reactively, rather than proactively. The results? Delayed decision making, increased risk, and missed opportunities.

Outcomes, performance, and impact matter to donors, staff, constituents, clients, and board members. All key stakeholders need access to real-time performance metrics to guide their decisions.
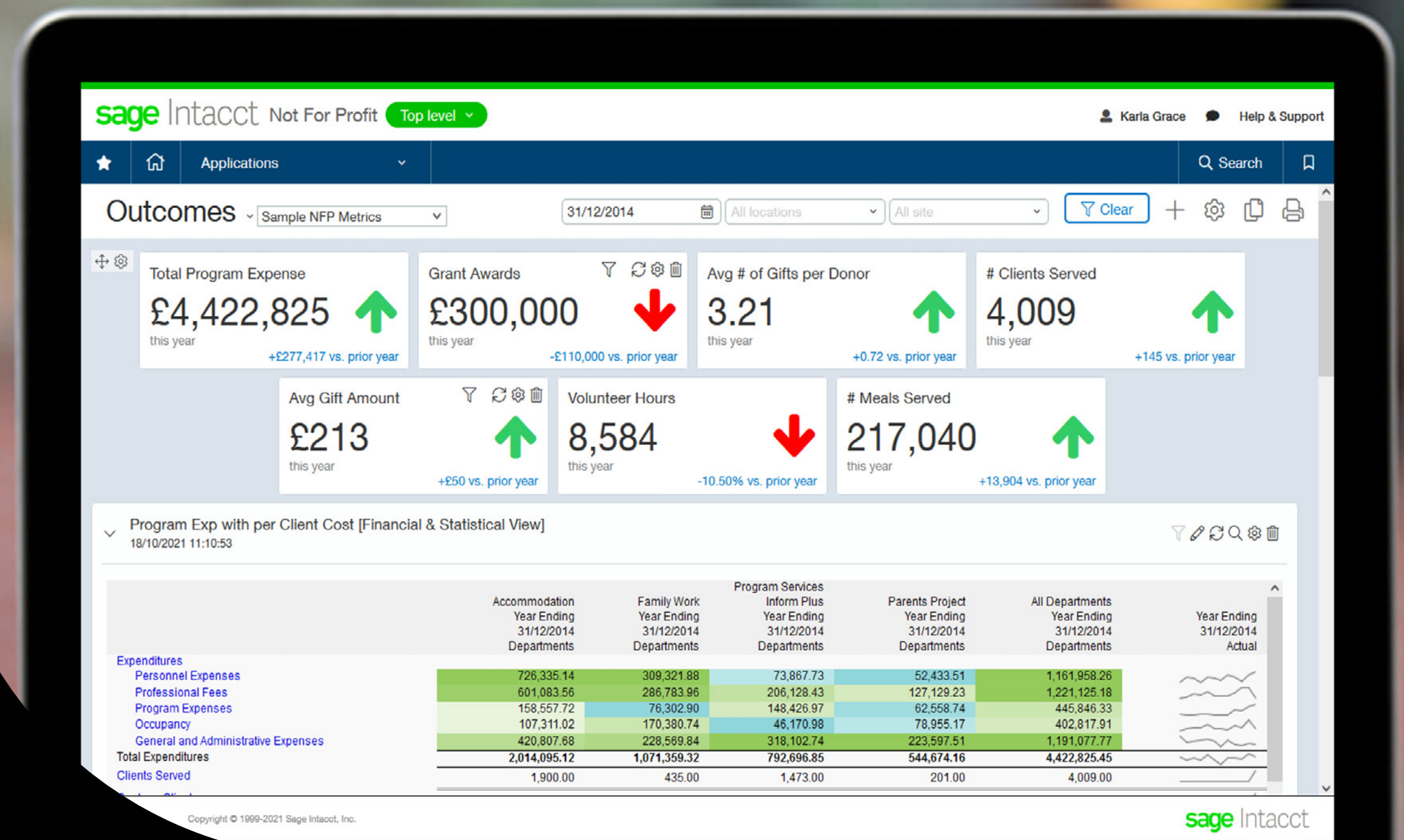
Transforming finance means gaining the ability to see key performance indicators — both financial metrics and outcome metrics — in real-time. That's crucial for proactive management and good stewardship, whether you are focused on constituents served, cost by location, programme costs by grant, or impact by location.

The ability to analyse real-time data and KPIs helps when nonprofit finance leaders tell the story of mission impact to constituents. In our most recent survey, 74% of finance leaders said their team is involved in telling their impact story, up from 64% in 2019.[6]

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Visibility that transforms

Instant visibility that's continually up-to-date

Closely track the metrics that matter most for your organisation. This Outcomes dashboard is easily tailored for the user and displays metrics you need to monitor in real-time — in this case, Revenue and Expense by clinic location as well as patient service metrics.

Financial visibility enables NATCO to save more lives

"When I first joined NATCO, we were losing money. Since implementing Sage Intacct, we've been solvent every year because our board can now see where we're doing well and what we need to fix. Their whole attitude about the future of the organisation changed once they had valuable financial information, they could actually make decisions with. Bottom line, Sage Intacct is helping us save lives."

Donna Dickt
Executive Director

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Integration shifts data-driven decisions into high gear

Data silos hamper visibility and impede decision-making.

"Inefficiencies and delays due to multiple, disparate systems" moved up the list of nonprofit finance leaders' top frustrations from third in 2019 to second in 2020 as organisations struggled with the shift to remote work during the pandemic.[7]

Older technologies lack the 'open architecture' for easy integration between financial, billing, donor/grant management, case management, church management, and other systems. Without data connectivity, growth is painful. It's difficult or impossible to pull together timely and accurate reporting.

Improving connectivity removes gaps in visibility, leading to better stewardship. Integration automates data exchange, eliminating the need for duplicate work and generating higher productivity. Sage Intacct connects easily to other best-in-class applications through a robust partner marketplace to help you bring the best applications for your organisation together.

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Connectivity that transforms

Maximise insight through integration

Integration automates data flow between systems, delivering the kind of connectivity that transforms. Once all your data is integrated, view key metrics from each application in real-time on a dashboard.

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Atlas Network liberates finance team from manual work

"QuickBooks and Salesforce didn't talk to each other, and that was definitely an issue. It required a lot of double entry just to keep things synchronised. With Sage Intacct, we no longer have to do monthly reconciliations between what is in Salesforce and what is in QuickBooks. That's saved a lot of time, and it provides a single source of truth with consistent and accurate information in both Salesforce and Sage Intacct."

Romulo Lopez
Director of Finance

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Your destination - greater mission impact through collaboration

Ultimately, the goal of nonprofit finance transformation is working better together to deliver higher value.

When different teams within your organisation share a common understanding of the data underlying your mission impact, it increases accountability. Sharing your financial performance and outcomes data with constituents and donors improves transparency and trust.

Nonprofit finance transformation should include functionality and processes to improve communication between the finance team and the board, managers, stakeholders, and auditors. Features like audit trails, notes, and messaging within your financial management solution keep everyone on the same page and foster intentional communication and collaboration.

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Collaboration that transforms

Have the conversation where it makes the most sense

Forget endless email threads. Instead, when issues arise, communicate right inside Sage Intacct to resolve specific journal entries, accounts, projects, invoices, purchase requisitions, and more. Sage Intacct Collaborate helps speed up accounting processes while keeping you firmly in control. In one click, you see all messages related to a particular issue, giving you the complete context from all participants as you work on the resolution. You don't have to explain a situation multiple times — just leave a note.

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Greater collaboration helps United Way of Central Indiana drive greater community impact

"Our finance team is no longer just task-oriented; we're much more forward-thinking, which is wonderful. As a result, collaboration across the organisation has increased tenfold. Everyone from our community impact department to fundraising, to the volunteer centre, is coming to us to ask questions and plan for the future of the UWCI."

Lynn Auffart
Senior Director of Finance

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The right partner smooths the road to finance transformation success

Sage Intacct is based on the things that matter most to dynamic nonprofits — automation, reporting, visibility, integration, and collaboration.

Sage Intacct has helped thousands of nonprofits successfully transform their finance operations. It is our mission to help you achieve your mission by automating financial management for greater efficiency and unleashing the power of real-time data to enhance visibility and insights.

A pioneer and innovator in cloud accounting, Sage Intacct is built by accountants, for accountants. In fact, the AICPA named Sage Intacct as its first and only preferred provider of financial management solutions.

Sage Intacct customers include some of the largest nonprofits that run more than one million transactions each month. It's the #1 rated solution for customer satisfaction in the industry, with an overall 98% customer satisfaction score on G2.com.[8]
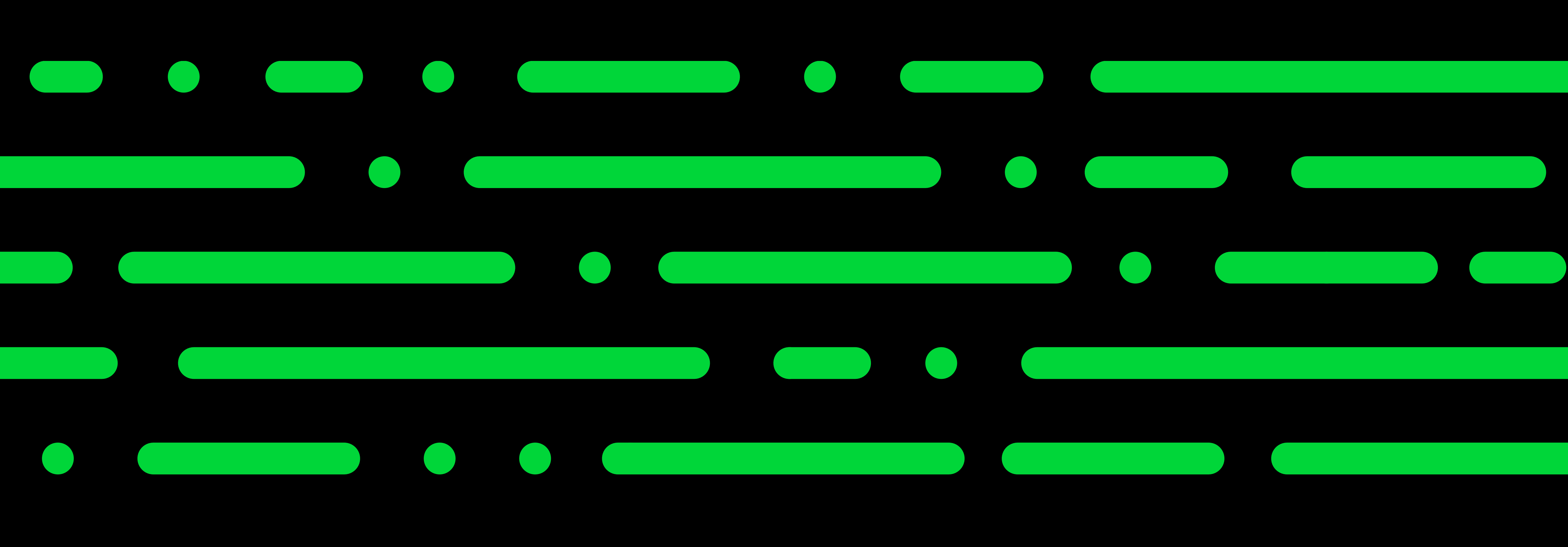
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Sage Intacct is a preferred provider of cloud financial applications

Specialising in helping nonprofits and faith-based organisations of all types, Sage Intacct's modern solution and open APIs streamlines grant, fund, project, and donor accounting-while delivering real-time visibility into the metrics that matter. At Sage Intacct, we help nonprofits strengthen stewardship, build influence, grow funding, and achieve mission success.

For more information, visit: **Sage Intacct for Nonprofits**

[1]Sage Intacct, **2020 Nonprofit Technology Trends Report**
[2]Sage Intacct, **2021 Nonprofit Technology Trends Report**
[3]Sage Intacct, **2020 Nonprofit Technology Trends Report**
[4]Sage Intacct, **2021 Nonprofit Technology Trends Report**
[5]Sage Intacct, **2021 Nonprofit Technology Trends Report**
[6]Sage Intacct, **2020 Nonprofit Technology Trends Report**
[7]Sage Intacct, **2021 Nonprofit Technology Trends Report**
[8]G2, **G2 Grid® Report for Nonprofit Accounting Software, Spring 2021**