

E-book

Sage Intacct

5 Telltale Signs Your Nonprofit Has Outgrown QuickBooks (and what to do about it)

Sage

JMT
CONSULTING

THE EXPERTS IN
MISSION-DRIVEN
NONPROFIT FINANCE



Table of contents

The pains of growing beyond QuickBooks

5 signs you've outgrown QuickBooks

Sage Intacct can help you automate and scale

Conclusion: How many signs do you see?

About Sage Intacct & JMT Consulting Group

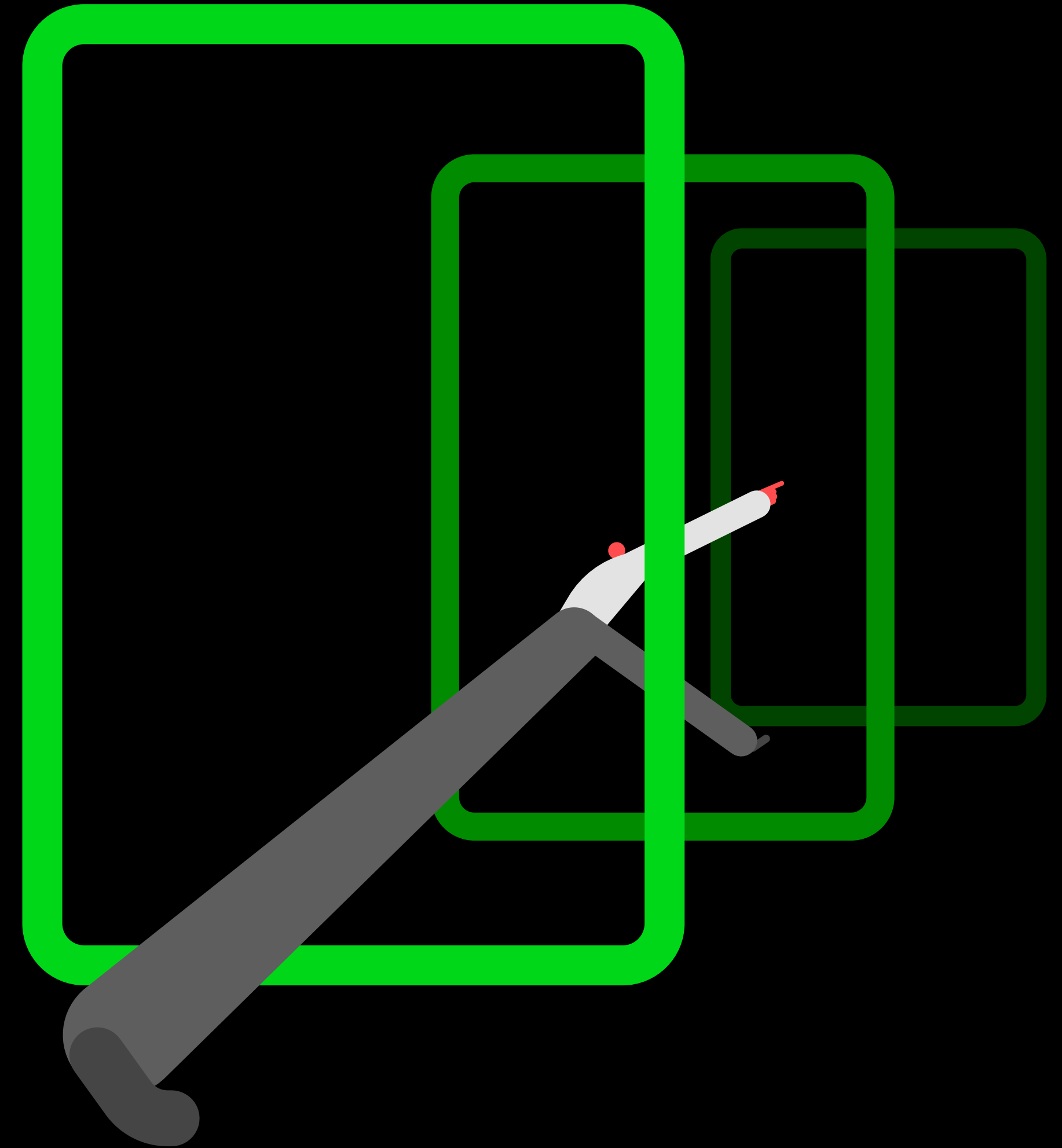
Page 3

Page 4

Page 15

Page 16

Page 17



Sage

JMT
CONSULTING

THE EXPERTS IN
MISSION-DRIVEN
NONPROFIT FINANCE

5 TELLTALE SIGNS YOUR NONPROFIT HAS OUTGROWN QUICKBOOKS

The pains of growing beyond QuickBooks

A good fit for a small organization, Intuit QuickBooks wasn't built for the complex needs of an expanding nonprofit.

QuickBooks can be a great bookkeeping solution, but as your organization grows in size and complexity, you'll start to feel some growing pains. You might be able to limp along with QuickBooks, but you'll miss out on the benefits of a more robust system, including:

- Saving hours each month on manual accounting tasks
- Fostering good stewardship with increased data transparency
- Shortening the monthly close by 30 to 75%

Read on to learn the five telltale signs that your nonprofit has outgrown QuickBooks and what to do about it.



5 signs you've outgrown QuickBooks

1. Inadequate visibility

“It’s difficult to make data-driven decisions without a real-time view of financial performance.”

2. Manual processes

“Cumbersome workarounds have left our team over-reliant on spreadsheets for manual entry.”

3. Information silos

“Our team manually researches, re-enters, and verifies data that’s already captured elsewhere.”

4. Insufficient audit trail

“With multiple funding sources, our monthly close and audit are complex and time-consuming.”

5. Restricted growth

“As we’ve grown, so has our QuickBooks file and it’s become time-consuming to complete even basic tasks.”

Sign 1

You have inadequate data to make confident decisions

“It’s difficult to make data-driven decisions without a real-time view of financial performance.”

Nonprofits have unique reporting needs and often include expense category, project, funding, grant, location, outcome metrics, and activity. If you find it cumbersome and difficult to get the specific view of your data that you need, or if you are constantly exporting, cutting and pasting data into Excel for analysis and reporting – you have probably outgrown QuickBooks.



Challenges

- **Complex calculations are the norm.** You’re constantly performing complex calculations and data manipulation outside of your system.
- **Lack of transparency.** Your reports contain revenue and expense information, but no operational performance or outcome metrics.
- **Reports look backward.** To make better decisions, you need to predict where the organization is going, not where it’s been.

Solution

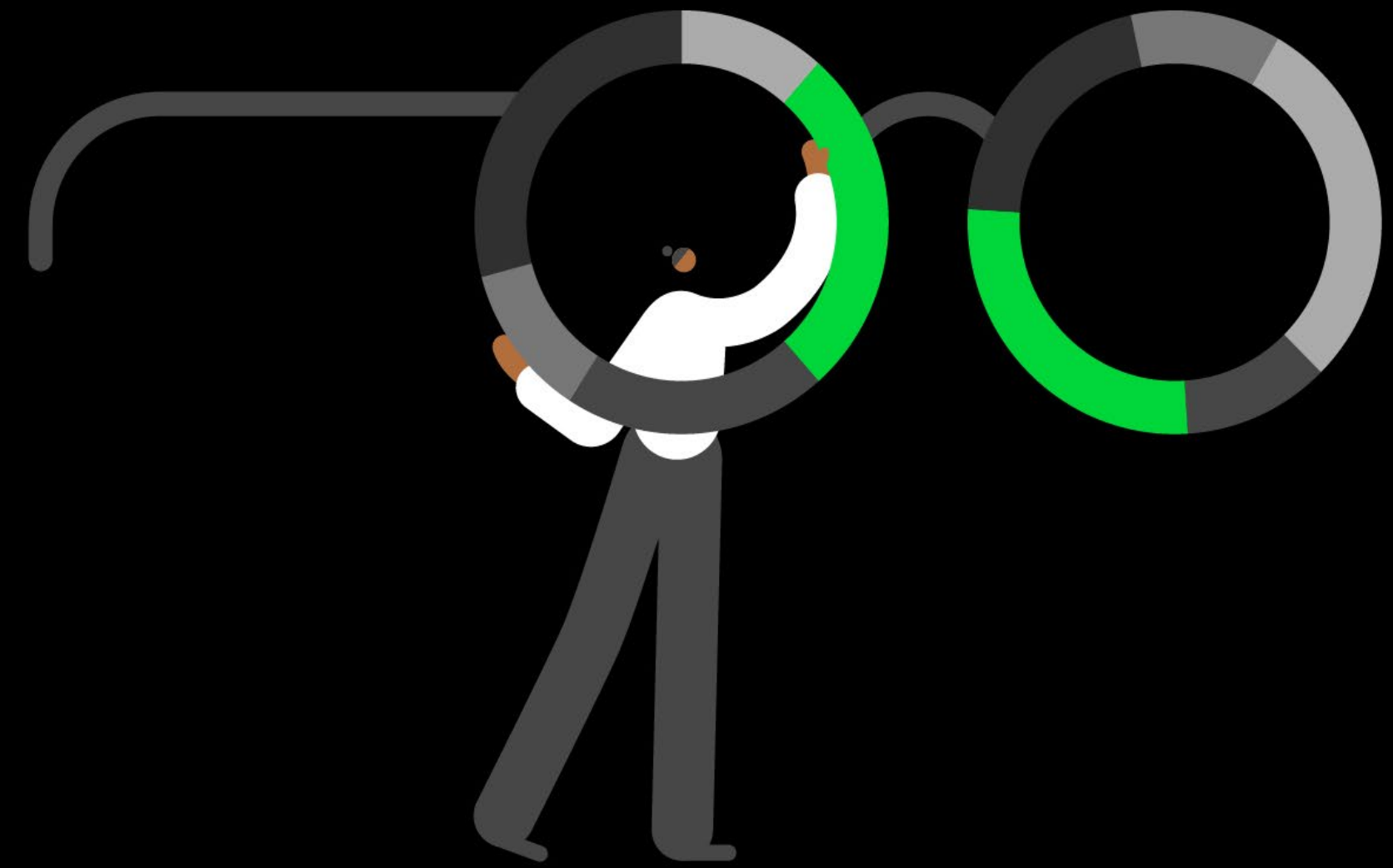
Real-time reporting with automated outcome metrics

You need to be able to provide rapid answers to many stakeholders, from the CEO and board to donors and funders.

Nonprofit executives must leverage every insight they can glean from performance data to better support your organization's mission in the current environment. A modern financial management system with a focus on nonprofits will allow you to quickly drill down with instant visibility to any level of detail you need. Sage Intacct makes it easy to slice and dice data for any view needed, resulting in real-time, deep visibility across budgets, transactions, and operational measures. This enables executives to strengthen financial stewardship and make more proactive management decisions.



THE EXPERTS IN
MISSION-DRIVEN
NONPROFIT FINANCE



“With reliable, timely reports in Sage Intacct, we’re able to demonstrate how efficiently we use each donor’s funding to advance our mission.”

~ Brian Flood, Director of Finance, Center for Community Progress

Sign 2

Manual processes and spreadsheets are cumbersome

“Cumbersome workarounds have left our team over-reliant on spreadsheets and manual entry.”

Over time, many nonprofits gradually develop sophisticated accounting requirements such as revenue recognition and multi-entity consolidation. If you are using QuickBooks for Nonprofits as your financial foundation, it often means your team is forced to build cumbersome workarounds to complete these complex processes, leaving users over-reliant on spreadsheets and manual entry. If you have multiple entities, you and your team are logging in and out of multiple instances of QuickBooks daily.

Sage

JMT
CONSULTING

THE EXPERTS IN
MISSION-DRIVEN
NONPROFIT FINANCE



Challenges

- **Moving data from one tool to another.** Manual effort to import/export data results in duplicate data entry and errors.
- **Performing proper revenue recognition.** Tracking nonprofit revenue recognition across multiple spreadsheets is complex and time-consuming.
- **Lack of project accounting functionality.** Inability to allocate expenses and revenue across programs.

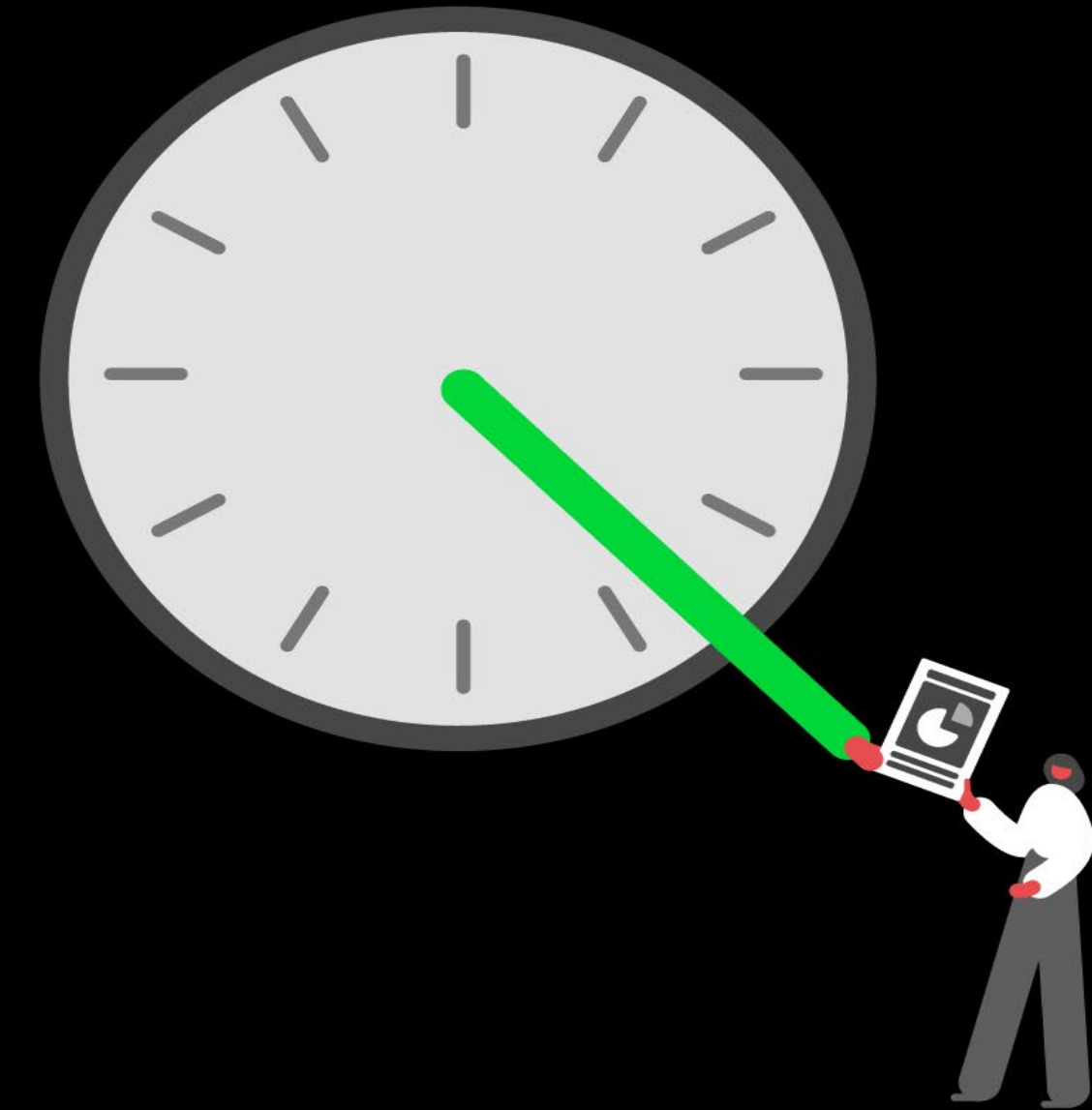
Solution

Automated nonprofit financial management

Automated, paperless workflows accelerate routine tasks, leaving more time to focus on strategic work that forward your mission.

Modern accounting systems have built-in automation and workflows. QuickBooks does not provide these built-in capabilities. Sage Intacct increases your efficiency and productivity by:

- Tailoring transactions and approval workflows to eliminate redundant data entry.
- Automatically routing and tracking digital approval sign-offs on transactions.
- Automating fund, revenue, and billing processes.



“Sage Intacct helped us implement best practices across every financial workflow. It took two people five days to close the month with QuickBooks. Now, even with significantly more transactions, it takes just one person two days to close at month-end, and our reporting is 20% faster.”

~ Chace Holland, Director, Programming & Business Operations, GRAMMY Museum Mississippi

Sign 3

Information silos have impacted financial visibility

“Our team manually researches, re-enters, and verifies data that is already captured elsewhere.”

Most organizations don't integrate QuickBooks with other key applications. It's very common to see many manual integration points between business systems in nonprofits using QuickBooks, which may be fine when transaction volumes are low but is a real productivity killer as the organization grows.

Data silos also mean the inability to easily tie financial data with statistical data for transparency into outcome metrics and other KPIs needed to effectively run your organization and secure funding.



Challenges

- **Systems are poorly integrated.** Multiple, disconnected systems cause inefficiency and result in duplicate data entry.
- **No time for analysis.** Too much manual work tracking down data means less time for analysis to understand causes and impacts.
- **Limited view of the state of the organization.** Disparate systems make it virtually impossible to gain a 360-degree view of the overall organization.

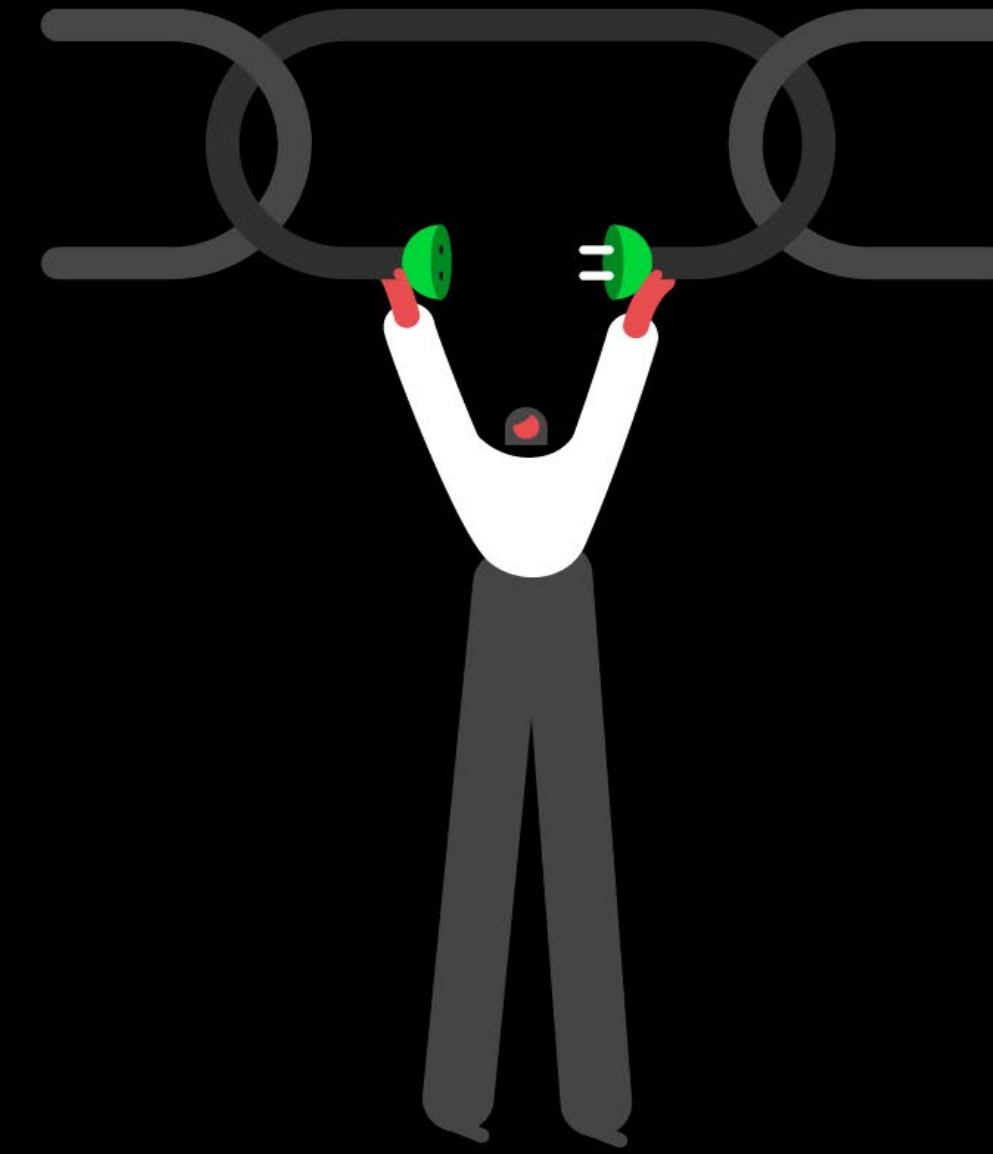
Solution

Wide visibility through open integration

You can leverage key data from across the organization with a cloud financial management solution that supports integration to best-in-class applications.

Seamless integration with other organizational data will provide stakeholders the ability to track statistical metrics that are central to your organization's operations and programs. An open API enables nonprofits to integrate cloud-based systems with less difficulty or expense than traditional software integrations.

With Sage Intacct's open API web architecture, your organization can integrate best-in-class solutions. You're free to choose business applications based on functional fit, instead of integration concerns.



“We no longer have to do monthly reconciliations between what was in Salesforce and what was 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, Atlas Network

Sign 4

Your audit trail is insufficient

“With multiple funding sources, our monthly close and audit are complex and time-consuming.”

Stewardship and accountability are vital to the sustainability of your nonprofit organization. Whether charity evaluators, constituents, or potential donors, it is critical to have a deep and full audit trail to not only prevent fraud, but to close your books efficiently and ensure that you are achieving the best possible return on mission.

When accounting software is outdated or lacks features, the audit process quickly becomes mired in sorting through the accounting records rather than identifying risk.



Challenges

- **Making sense of unorganized transactions.** Combing through transactions to trace them to financial statements to the general ledger and back.
- **Audits must be completed on-site.** An auditor must come to you to access more information and supporting documents.
- **Lack of visibility and transparency.** Your audit is slowed by file cabinets, multiple spreadsheets, and exporting/importing data out of other applications.

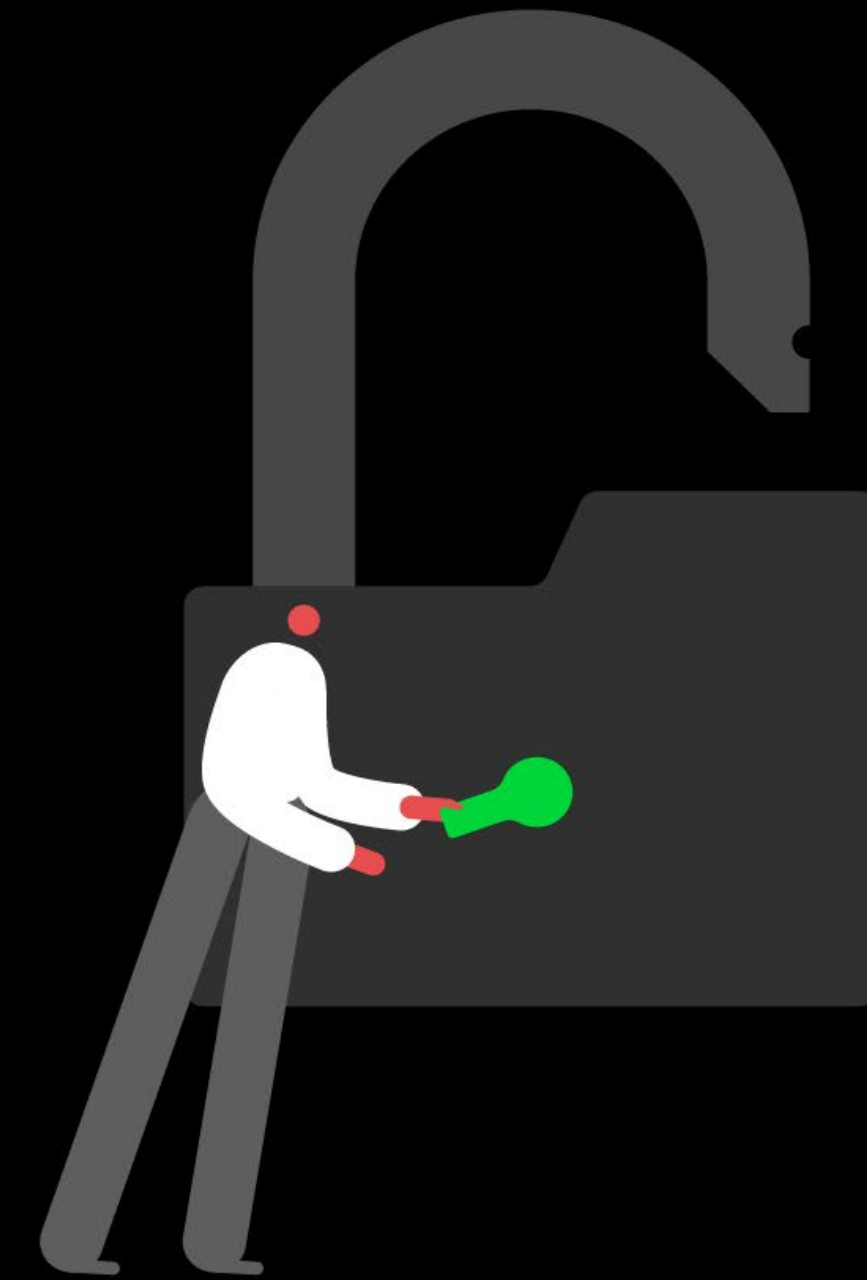
Solution

A modern audit trail

Audit requirements and needs vary across different nonprofit organizations, but all organizations need a modern audit trail.

A modern cloud financial system establishes a clear and complete audit trail from transaction to report and reconciliation. Auditors can easily and effectively test your organization's accounting processes.

Once your accounting process is well-documented and auditable, you need to present your financials, reconciliations, and supporting documents to your auditors in a timely manner. Sage Intacct speeds up accounting period closes through automated calculations that eliminate the inefficiencies and inaccuracies associated with manual spreadsheets.



“Sage Intacct’s self-service capabilities have made our audit process a piece of cake because the auditors have everything they need right at their fingertips with read-only access.”

~ Kent Spear, CFO, Pavillion Treatment Center

Sage

JMT
CONSULTING

THE EXPERTS IN
MISSION-DRIVEN
NONPROFIT FINANCE

Sign 5

Your system hinders growth

“As we’ve grown, so has our QuickBooks file and it’s become time-consuming to complete even basic tasks.”

As your nonprofit organization grows, you need an accounting system that can grow with you. QuickBooks was designed for the needs of small businesses, not designed to manage the sophisticated processes of a growing nonprofit and does not offer advanced functionality or robust financial controls.

If you are adding or have added additional entities or locations; or have acquired any organizations, it’s a good bet that QuickBooks isn’t serving your needs well.



Challenges

- **Inconsistent system up-time.** System crashes and loss of data result in wasted time re-entering data.
- **Lack of nonprofit functionality.** Difficulty managing revenue recognition, FASB 958, and other compliance requirements.
- **Unmanageable chart of accounts.** A hard-coded chart of accounts has resulted in an unmanageable, confusing number of account code combinations.

Solution

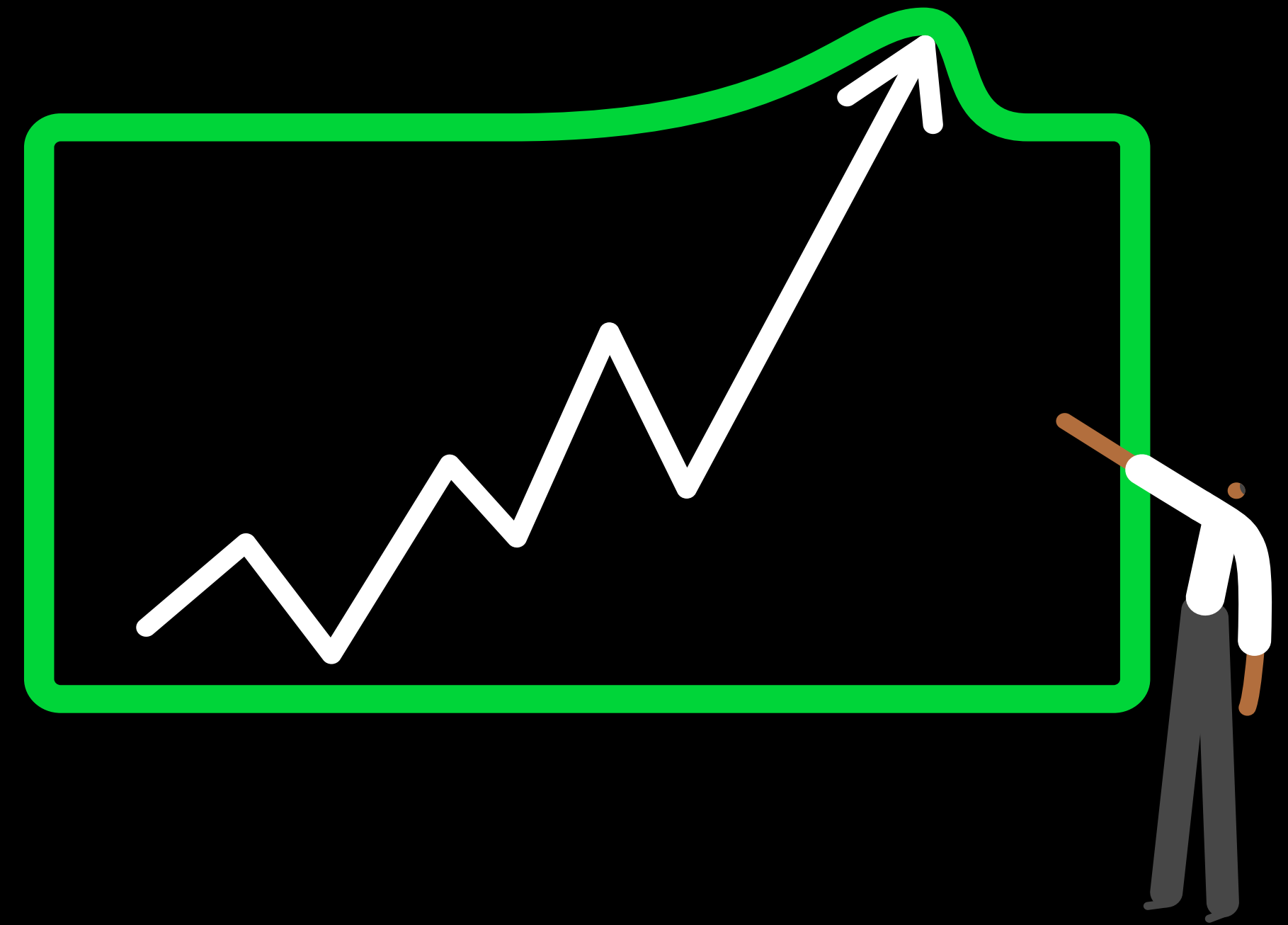
Scalable system that grows with you

Sage Intacct was designed for growth.

It provides your nonprofit with a scalable architecture that allows for increases in transaction volume, the ability to add new entities and ledgers, and financial controls to ensure compliance and auditability.

Reduce complexity by simplifying your chart of accounts using dimensions. 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.



“We’ve grown nearly 20% every year since 2013, and the complexity of our organization has increased as well. Fortunately, Sage Intacct has supported this growth by easily scaling, without forcing us to add headcount.”

~ Don Miller, CFAO, Meals on Wheels America

Sage

JMT
CONSULTING

THE EXPERTS IN
MISSION-DRIVEN
NONPROFIT FINANCE

Sage Intacct can help you automate and scale

These nonprofits (and more) have graduated from QuickBooks to Sage Intacct and achieved significant results to expand their missions.



64%
faster close



50%
efficiency gain



\$100,000
saved in
operating cost



60%
faster audit



< 3 months
software paid
for itself



40%
revenue increase

Conclusion

How many signs do you see?

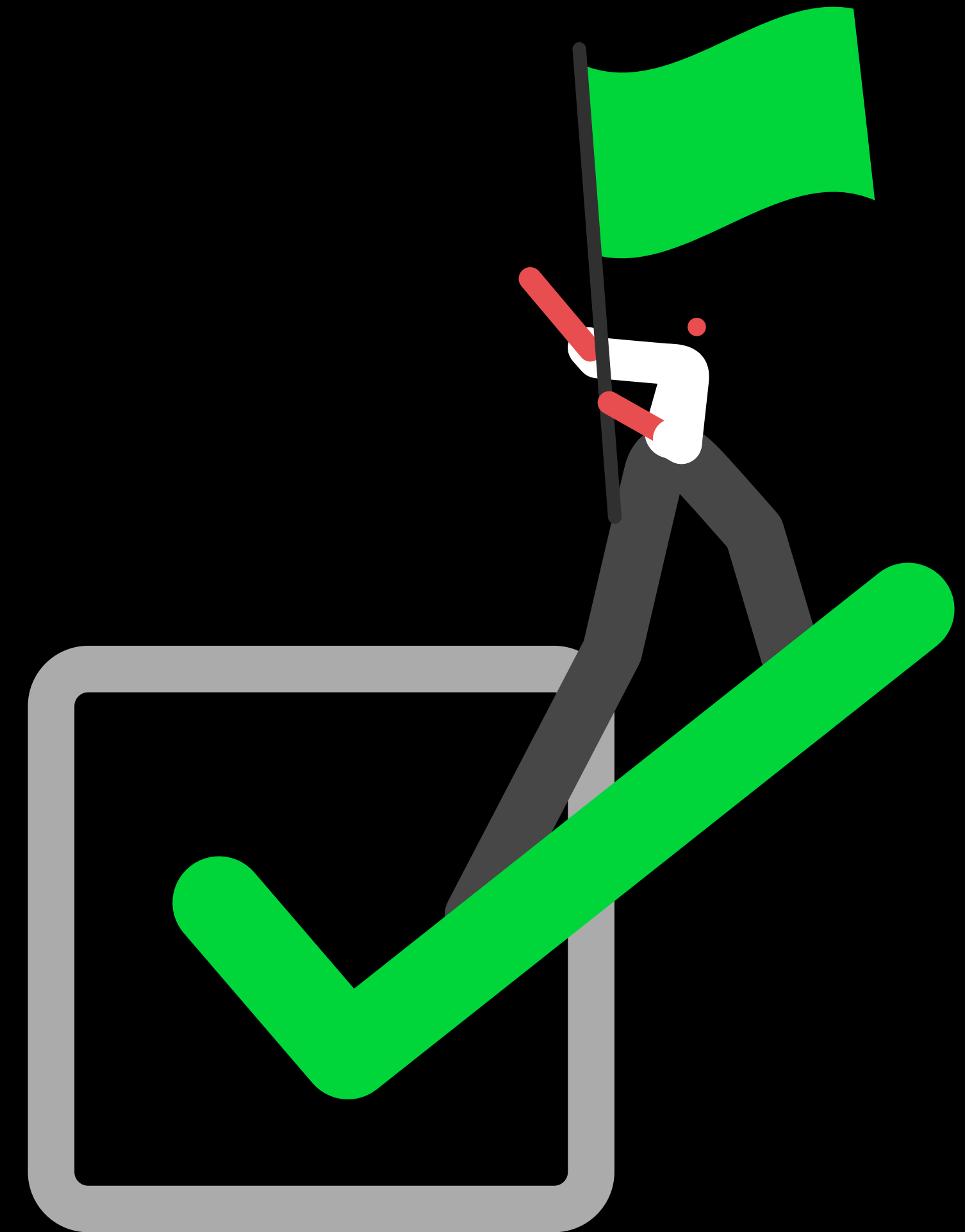
If you see signs that you've outgrown QuickBooks, it may indicate a bumpy road ahead. You could likely benefit from an upgrade to a solution that was built for nonprofit accounting.

- ✓ **Sign 1:** You have inadequate data to make confident decisions
- ✓ **Sign 2:** Manual processes and spreadsheets are cumbersome
- ✓ **Sign 3:** Information silos have impacted financial visibility
- ✓ **Sign 4:** Your audit trail is insufficient
- ✓ **Sign 5:** Your system hinders growth

Sage

JMT
CONSULTING

THE EXPERTS IN
MISSION-DRIVEN
NONPROFIT FINANCE



About Sage Intacct

Sage Intacct is the AICPA's preferred provider of cloud financial applications.

Specializing in helping nonprofits of all types—including health and human services, NGOs, charities, trade and membership associations, 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.

In addition to intuitive software solutions, Sage Membership provides members with access to actionable human advice from experts and peers through exclusive content and tools to help you make even better mission-critical decisions.

Sage

JMT
CONSULTING

THE EXPERTS IN
MISSION-DRIVEN
NONPROFIT FINANCE



About JMT Consulting

Our specialized solutions and deep industry expertise will ensure you have the right technology and integrated operations to build a modern back-office – and effectively deliver your mission.

Unlike other firms, our implementation methodology is not one size fits all. JMT offers custom solutions for your organization. Contact us today for a free consultation on how we can benefit your business.



JMT
CONSULTING

THE EXPERTS IN
MISSION-DRIVEN
NONPROFIT FINANCE

CONTACT US



Sage

©2022 The Sage Group plc or its licensors. Sage, Sage logos, Sage product and service names mentioned herein are the trademarks of The Sage Group plc or its licensors. All other trademarks are the property of their respective owners.