



Transformation from Historian to Strategist

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Historian vs. Strategist

- A **Historian** is a person who researches and writes about the past, and is regarded as an authority on the past.
- A **Strategist** is a person with responsibility for the formulation and implementation of a strategy. Strategy generally involves setting goals, determining actions to achieve the goals, and mobilizing resources to execute the actions.

Source: Wikipedia

We Are Living in a Time of Constant Change and Innovation

Technology is reshaping how we work

Demographics and innovations are
reshaping the workforce of the future

Needs of stakeholders are changing

Historic data is out, predictive data is in

“Predictive analytics, automated workflow technologies... driving more real-time and forward-looking insight”

“Robotics may be used to automate manual tasks like invoice processing”

“Accountants have been around for just about every technology change that’s ever happened -- starting with clay tokens thousands of years ago...but the coming changes are unlike any in recent memory, comprising what is described as “the fusion revolution - the fusion of work and technology and biology.”

Source: Cathy Engelbert, CEO of Deloitte

“How and where and what of work is changing.....need to adapt quickly”

“Proliferation of advance technology is changing how we conduct accounting and financial reporting”

An organization needs to transition from the “bean-counting” historian to a strategist engaged in leading an organization’s growth, using data and analytics to improve performance.

“The Office of Finance research, found that almost all (90%) organizations say it is important or very important for finance departments to take a more strategic role in the management of their organization.”

Source: Ventana Research

Challenges Facing Nonprofits Today

Lean Budgets

Timely Reporting

Competition for Funding

Services Demands

Stakeholder Scrutiny

Regulatory Compliance

Inherent complexities keep getting more complex as the organization grows

And it does not get any easier if the financial system is out of date

Bringing Finance and Accounting Management in the Cloud and Into the Future

To ensure the long-term success we will still depend on people

Employees

Volunteers

Donors

Administration

to keep the organization in motion



What Matters Most to Nonprofit Organizations

Sage Intacct Nonprofit Finance Survey

- Small to large nonprofits
- Single and multi-entity nonprofits
- Nonprofits providing a wide range of services



Greatest Pains for Nonprofit Finance Teams

**#1: Manual, time
consuming
reporting
(64%)**

- Delayed reporting
- Error prone spreadsheets
- Time consuming
- Inefficient

How Many Hours Every Month in Excel

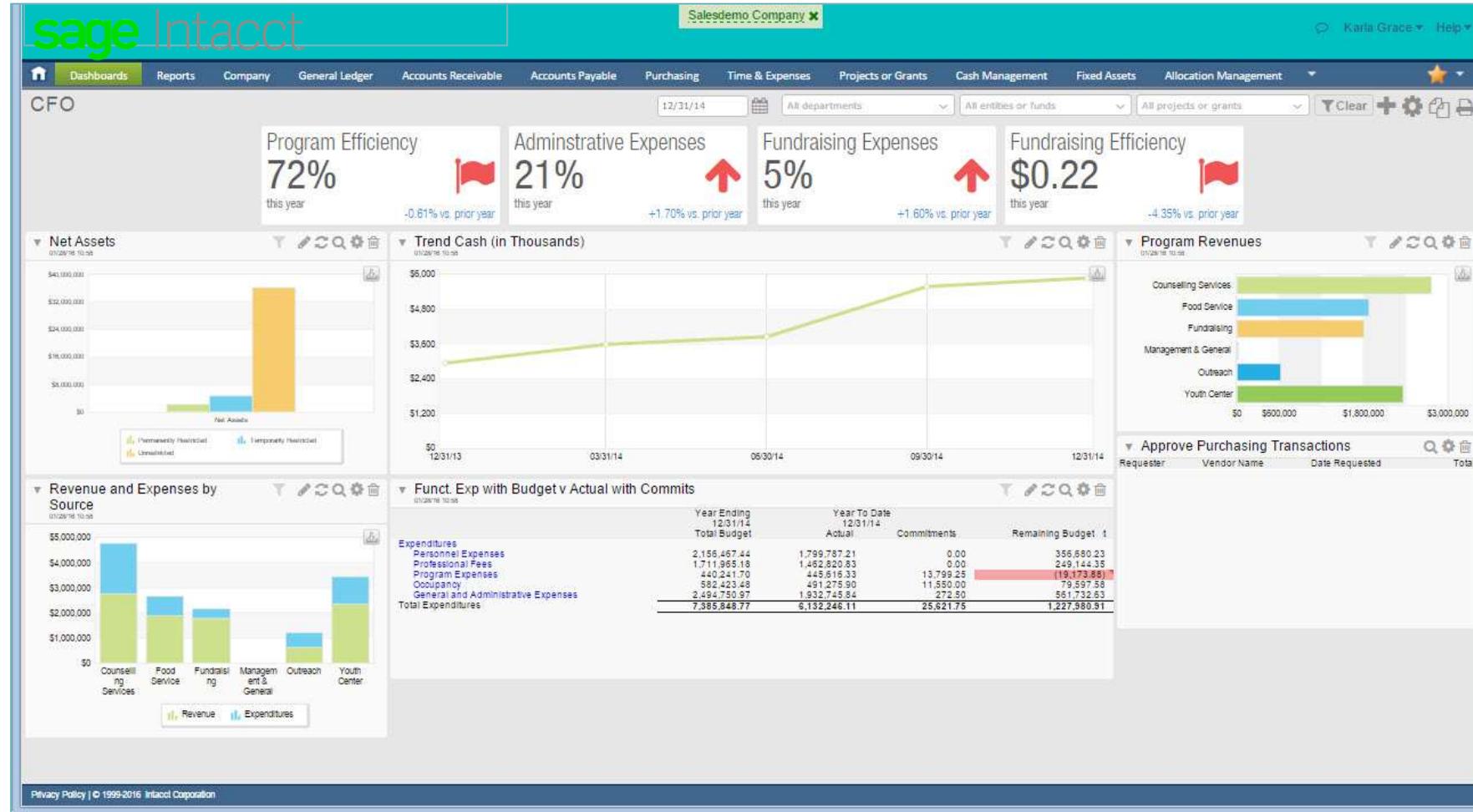


Greatest Pains for Nonprofit Finance Teams

**#2: Lack of real time
visibility into key
outcomes and
performance metrics
(57%)**

- Delayed decision making
- Reactive vs. proactive
- Manual, error prone tracking
- Missed opportunities

Real Time Visibility



Greatest Pains for Nonprofit Finance Teams

**#3: Inefficiencies due
to multiple
disconnected systems
(57%)**

- Lack of visibility across key data sources
- Delayed reporting
- Growth is painful

Other Pain Points for Nonprofit Finance Teams

**Lack of connectivity
and collaboration**

- Program areas
- Locations
- Departments
- Grants
- Entities

Gaining Value Through Collaboration

The screenshot displays the Sage Intacct interface for 'Salamanca Company X'. It features several financial reports:

- Compliance (Audit & Tax Prep)**: Includes 'FAS 117 - Statement of Financial Position' and 'FAS 117 - Statement of Activities'.
- SEFA Detail Report**: A table listing agencies and their associated programs.

Agency	Agency	Fiscal Program Name	CFDA	Other ID	Award Amount	Expenses Year Ending 9/30/15	Expenses Year Ending 9/30/14
Health Initiative - Grant	HHS	Human Services Initiative Program	62.05	150-4402	600.00	60,000.00	107,261.97
Health County Contract	HHS via CFDA Legal Assets	Public Health & Social Serv Emergency Pro		14619D-0-0-001	180.00	48,000.00	88,837.77
Total Grants					780.00	108,000.00	196,099.74

The screenshot shows a Facebook post by Tom Hayes. The post text reads:

Tom Hayes
 @Joanna Drake (SFDC Only) Good Morning Joanna. Just wanted to let you and your team know that are financials are now ready for our annual audit by your accounting firm. Let me know if there is anything you need from my staff at this time. Any findings or adjustments you deem necessary please feel free to contact me directly. Thanks and have a great day.
 Comment · Like · on September 3, 2015

Below the post, there are two replies:

- Joanna Drake (SFDC Only)**: Thanks Tom, my team and I will getting started on the audit first thing tomorrow morning. Look forward to working with you again this year.
 Like · on September 3, 2015
- Karla Grace**: @Tom Hayes Tom I have completed my internal audit of the Stmt of Functional expenses and believe it is ready for the accountants. You can notify them that they can utilize this report to prepare the 990. Thanks, let me know if you need anything else.
 Comment · Like · on January 28, 2015

At the bottom, another reply from Tom Hayes is visible:

- Tom Hayes**: Thanks Karla
 Like · on January 28, 2015

Where Would Your Team Most Benefit from Automation?

More than 50% of the survey respondents replied.....



Where Would Your Team Most Benefit from Automation?



At Sage Intacct, we help nonprofits strengthen stewardship, build influence, grow funding, and achieve mission success.



Nonprofit Success Stories

DonorsChoose.org Saves \$100K Annually and Scales Revenue 14x



- Online charity for anyone to help a public school classroom in need
- Raised over \$600 million and funded over 1 million classroom projects in US
- \$107 million annual revenues in 2016; 14x growth since 2006

Organization Issues Prior to Sage Intacct

Limited understanding of grant receivables	No visibility into cash owed from dozens of partners
More projects to fund = More bills to pay	Weekly vendor invoices grew from 80 to 160 2 additional FTE needed

DonorsChoose.org Saves \$100K Annually and Scales Revenue 14x

Results After Implementing Sage Intacct

Faster collections by automating revenue recognition	Daily view of grant revenue and cash
Faster vendor payment processing using Check Delivery Service powered by American Express	\$100K cost savings
More bandwidth available to work on other accounting areas	No additional headcount

Hopi Tribe Economic Development Corp. Turnaround Pulls in \$500K



- Economic development arm for Hopi Tribe [19,000 people] in Northern Arizona
- Multiple hospitality businesses serving travelers passing through Old Route 66
- Mission: fund local Hopi nonprofits and grassroots community groups

Organization Issues Prior to Sage Intacct

Losing cash from diesel fuel and restaurant sales	More than 50% business unprofitable
Limited understanding of consolidated performance	No visibility into entity-level profitability
Untimely Board reporting	20 days time-to-close \$0 commercial development

Hopi Tribe Economic Development Corp. Turnaround Pulls in \$500K



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Results After Implementing Sage Intacct

Faster insight led to higher fuel sales price	20% increase in gross margin
Faster insight led to smaller menu and less spoilage	
Faster insight led to higher hotel rates during peak season	\$500K more cash flow
Month-end close improved to 7 days	\$5M increase in real estate asset value

Embrace a Forward Looking Solution and Vision

Nonprofit organizations prior to moving to a cloud-based financial solutions such as Sage Intacct had...

Reliance on spreadsheets to support financial processes and reporting – 65%

Limited access to reports and information to drive decision-making – 60%

Excessive manual data entry/re-entry – 55%

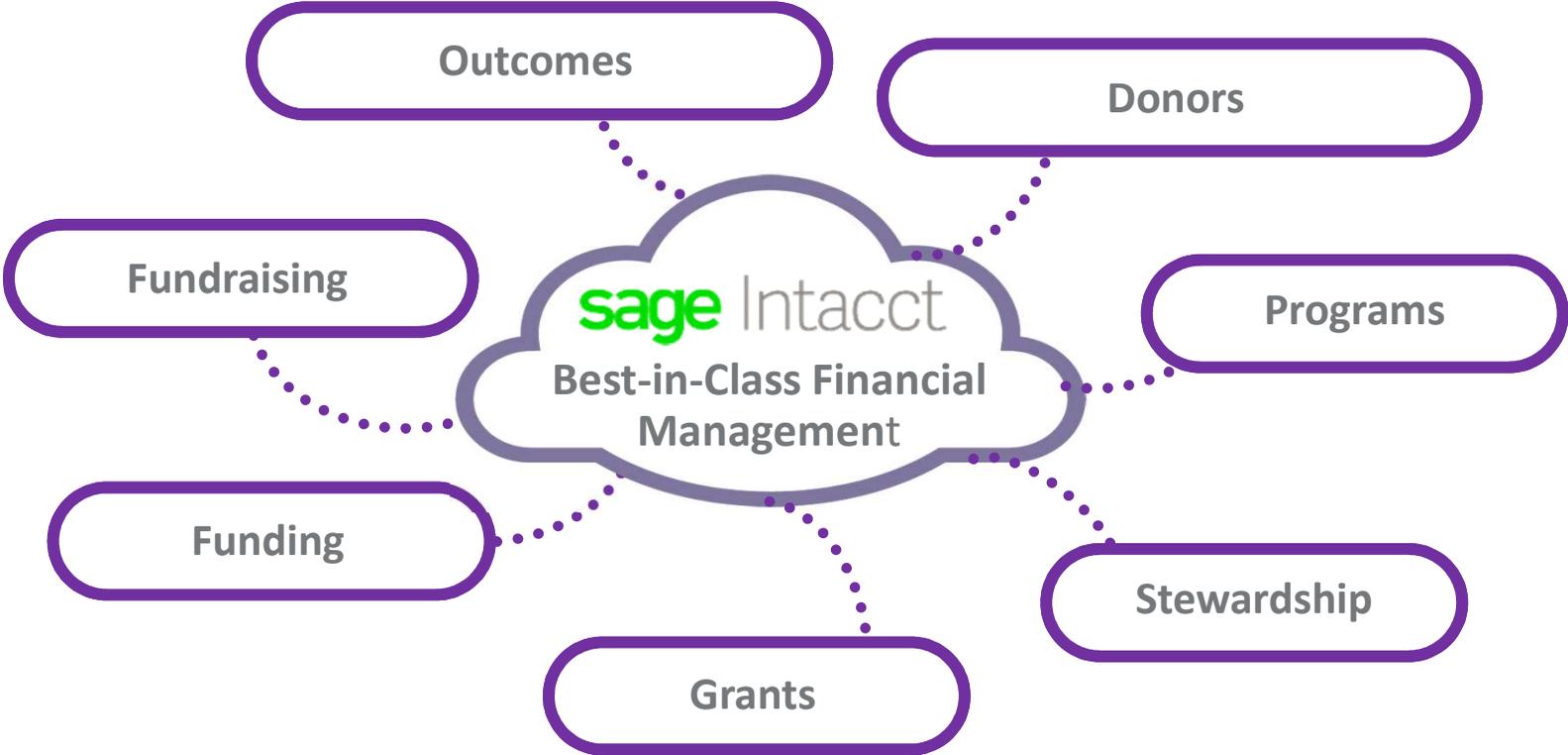
Difficulty in adapting existing software to new business requirements – 45%

Source: TechValidate

“75% of surveyed nonprofit organizations have freed up 20% or more of their finance team’s time to focus on more strategic activities since switching to Sage Intacct.”

Source: Nonprofit Finance Fund

Integration, Visibility, Impact → Mission Success



Questions?

Thank you!