

E-book

Sage Intacct

5 Telltale Signs Your Nonprofit Has Outgrown Sage 50 (and what to do about it)

Sage



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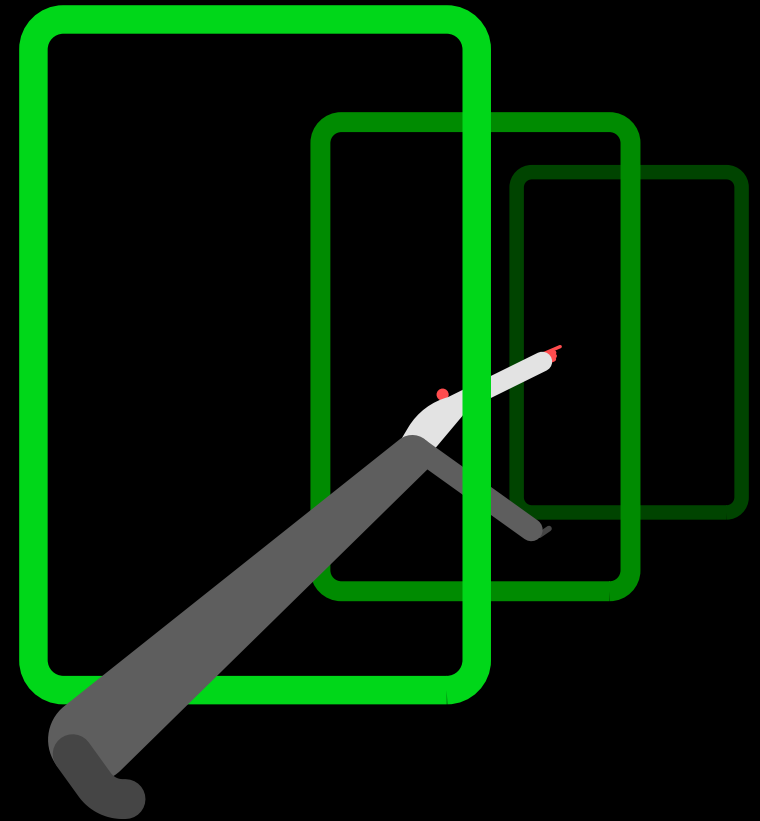
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The pains of growing beyond Sage 50

A good fit for a small organization, Sage 50 wasn't built for the complex needs of an expanding nonprofit.

Sage 50 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 Sage 50, 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 Sage 50 and what to do about it.

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5 signs you've outgrown Sage 50

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

"Our Sage 50 system was too limited for our evolving needs."



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 Sage 50.

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Challenges

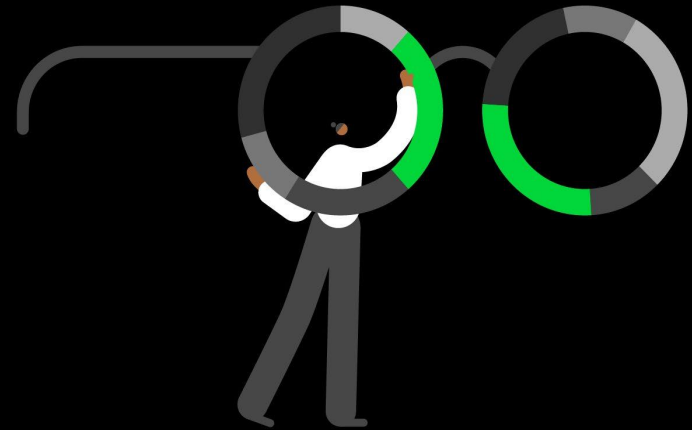
- **Complex calculations are the norm.** You’re constantly performing complex calculations and data manipulation outside of your system.
- **Lack of transparency.** Your reports contain revenue and expense information, but no operational performance or outcome metrics.
- **Reports look backward.** To 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.



“We didn’t have the capability in Sage 50 to run reports we needed. We’d have to use Excel and do manual work just to build one report. On Sage Intacct, we have improved overall accounting efficiency by 80% and eliminated nearly 50 hours of manual work monthly. We deliver more accurate reporting faster for executives, the board, and government funders.”

~ Sabrina Rivera, AP & Payroll Specialist, Whole Family Health Center



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 Sage 50 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 Sage 50 daily.

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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.

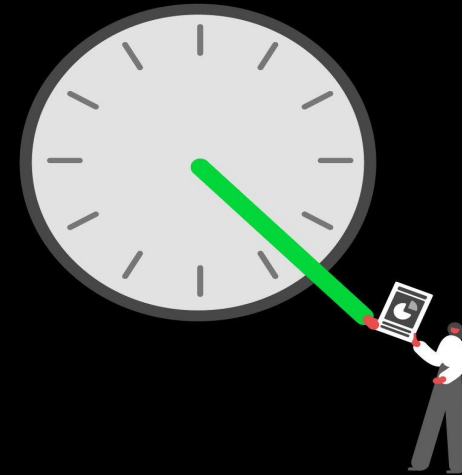
Solution

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. Sage 50 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.



“With Sage Intacct, everyone across our organization is more productive. I personally save at least an hour every day not hunting down invoices or other paper records. Sage Intacct saves us around \$80,000 on another full-time finance headcount, and also frees up our time to think more about the bigger picture, and how we can add value.”

~ Morgan Matthews, Director of Finance and HR, Monterey Peninsula Foundation



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 Sage 50 with other key applications. It's very common to see many manual integration points between business systems in nonprofits using Sage 50, 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.

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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.

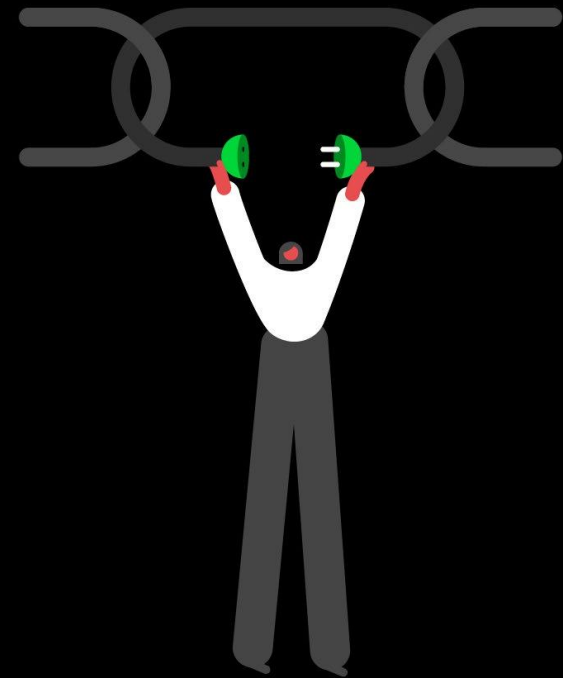
Solution

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.



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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.

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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.

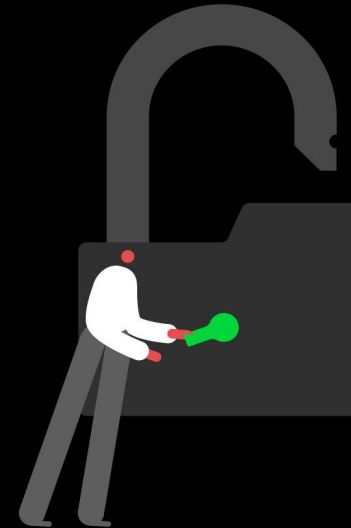
Solution

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.



“Prior to Sage Intacct, closing our books was difficult because everything was manual and our reports wouldn’t balance. We spent at least 30 minutes a day extracting data from our point of sales and events systems, formatting it in Excel, and then re-entering it into Sage 50. Sage Intacct simplified this and I now have time to ensure the accuracy of our reports instead of scrambling to get them finished.”

~ Kim Pridgen, CFO, Nashville Zoo



Sign 5

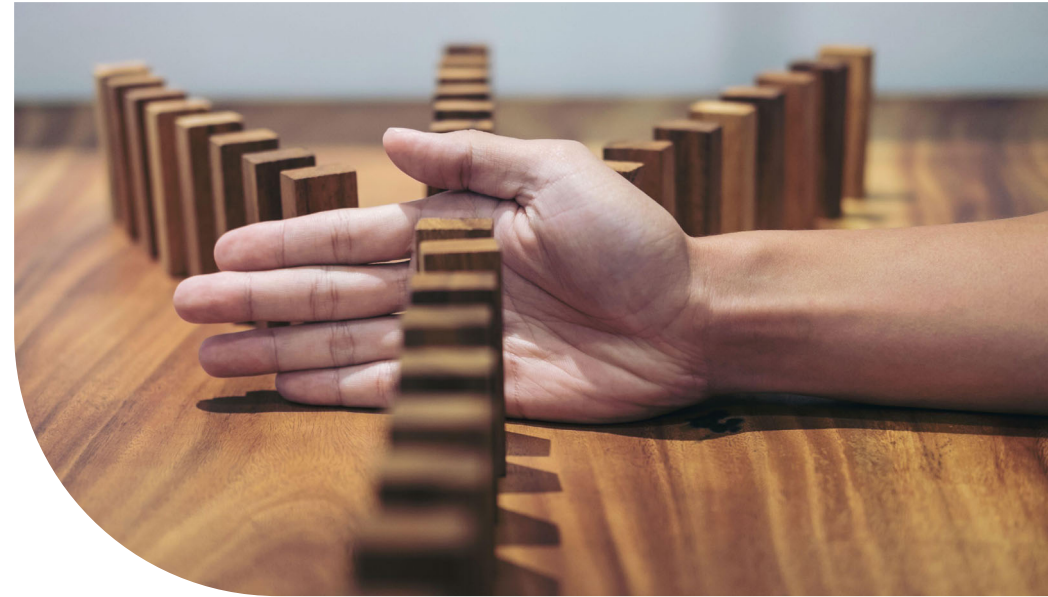
Your system hinders growth

“Our Sage 50 system was too limited for our evolving needs.”

As your nonprofit organization grows, you need an accounting system that can grow with you. Sage 50 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 Sage 50 isn't serving your needs well.

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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

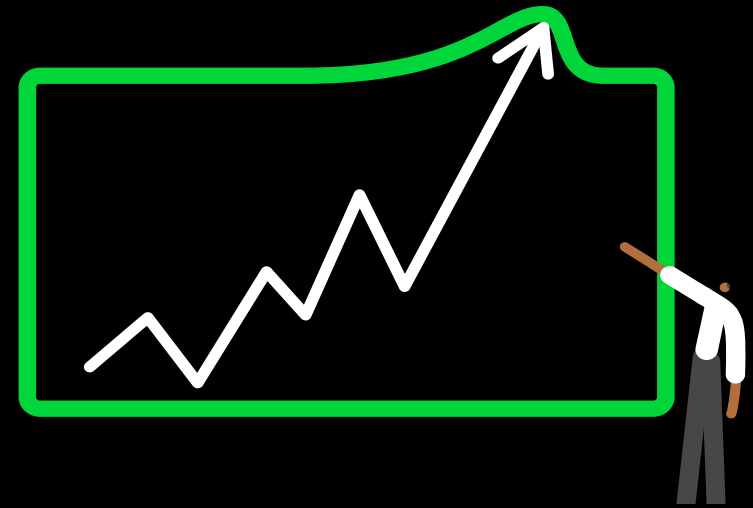
Scalable system that grows with you

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 streamlined our financial processes across the board, which saves about \$45,000 in headcount each year despite our 53% revenue growth and significant transaction volume increase since adopting Sage Intacct. More importantly, we’ve reduced potential errors and liability by having more accurate, reliable financial data about our business in Sage Intacct.”

~ Lisa Hart, Director of Finance, Crossref



Sage Intacct can help you automate and scale

These nonprofits (and more) have graduated from Sage 50 to Sage Intacct and achieved significant results to expand their missions.



50%
shorter close



80%
efficiency gains



MONTEREY
PENINSULA
FOUNDATION

\$80,000
saved in admin cost



Crossref

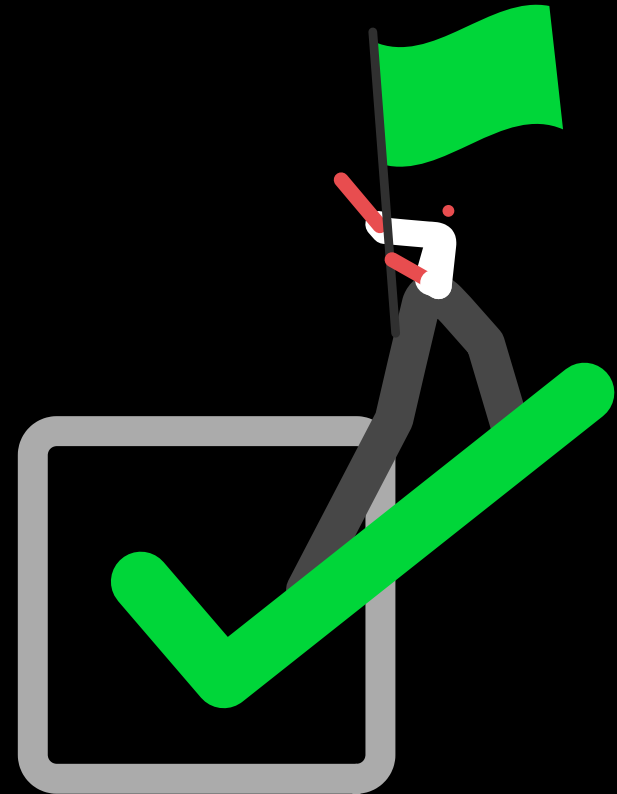
53%
revenue growth

Conclusion

How many signs do you see?

If you see signs that you've outgrown Sage 50, 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



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.

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AICPA[®]

Business Solutions

Preferred Provider of Financial Applications

5 TELLTALE SIGNS YOUR NONPROFIT HAS OUTGROWN SAGE 50 (AND WHAT TO DO ABOUT IT)

Quick links to educational resources

Looking to move your nonprofit finance operations to a new cloud accounting system? Here are some additional resources to help you make the right decision.

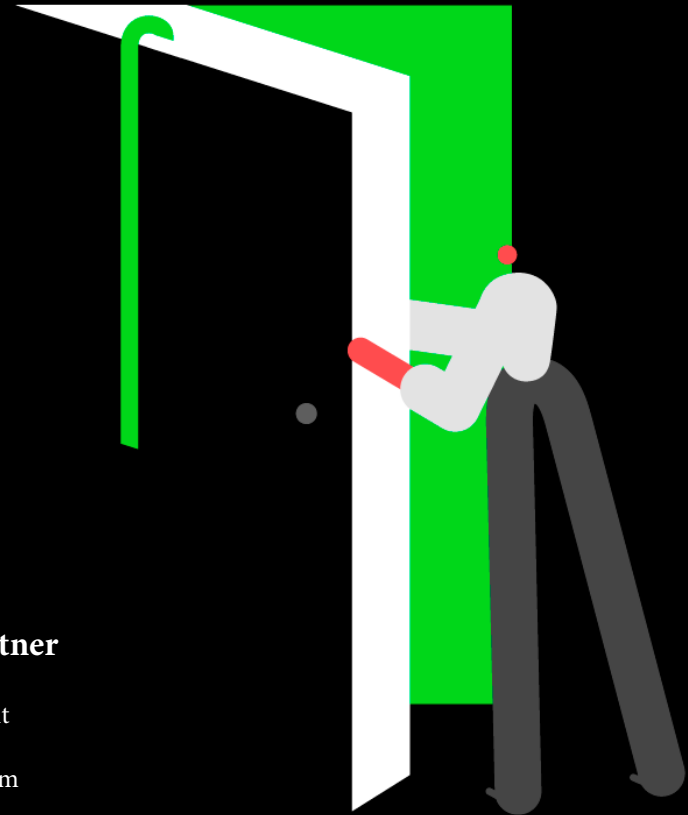
Product overview video
[Sage Intacct for Nonprofits](#)

Customer story video
[Room to Read](#)

More resources
[Browse all nonprofit resources](#)

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