

# INCREASING YOUR NONPROFIT'S MISSION IMPACT WITH SAGE INTACCT

April 18, 2023



# Agenda

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Opportunities Provided by Non-Financial Metrics and Ratios	10
Opportunities Provided by Dimensional Reporting and Dashboards	15
Opportunities Provided by System Integration	10



# INTRODUCTION AND RSM OVERVIEW

# With you today

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Manager, Technology Consulting  
Sage Intacct Nonprofit Team



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Manager, Technology Consulting  
Sage Intacct Nonprofit Team

# RSM breadth of services

- As a leading provider of audit, tax and consulting services, RSM is well-positioned to bring the network of experience and resources to help overcome any unexpected challenges.

## Consulting

The RSM Consulting practice provides an extensive range of capabilities and expertise, from infrastructure set-up to strategic planning. Whatever the challenge, RSM can provide the right experts to help determine the right solution.

### Our Consulting Services Include:

- Application and infrastructure support
- Business intelligence
- Business process improvement
- Cost optimization
- Finance and accounting outsourcing
- Information security
- Internal control consulting
- IT strategy and optimization
- Lease due diligence
- Operations and supply chain
- People and organization optimization
- Project management
- SOX compliance
- Systems integrations
- Systems selections

## Audit

The RSM Audit practice offers a full-scale line of services to help build, establish and verify trust in your financial reports. We have strict quality standards and deliver a full, fair and independent perspective throughout our services.

### Our Audit Services Include:

- Asset valuation
- Complex debt and equity transactions
- Derivatives (hedging)
- Discounting and other promotional activities
- Exclusivity agreements/purchase commitments
- Gift card accounting and related breakage
- Incentive compensation arrangements
- Lease accounting
- Loyalty programs
- Self-insurance

## Tax

RSM Tax services helps clients take a comprehensive perspective in a highly-dynamic and complex world of tax to deliver real savings. Our practitioners deliver value by creating a customized, integrated approach for each client to help achieve their specific objectives.

### Our Tax Services Include:

#### Credits and Incentives

- EOTCs
- Research and development
- TIPS credits
- WOTCs

#### Expenditure analysis

- Meals and entertainment
- Charitable
- Package design costs
- Research and development

#### Leasing

- Anchor tenant benefits
- Qualified leasehold improvements
- Tenant allowances

#### Fixed assets

- Bonus depreciation
- Cost segregation
- Retail depreciation
- TARS

#### State and local issues

- Sales and use
- Structuring/planning
- Unclaimed property/property tax

#### International

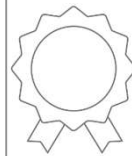
- Tax treaty/withholding comp.
- Transfer pricing
- VAT/GST

# RSM consulting service overview

The right strategies and solutions require specialized knowledge, on-point experience and the depth of resources to respond quickly.

STRATEGY AND MANAGEMENT CONSULTING	TECHNOLOGY CONSULTING	RISK CONSULTING	TRANSACTION ADVISORY SERVICES	FINANCIAL ADVISORY SERVICES
<p><b>Business transformation and improvement</b></p> <ul style="list-style-type: none"> <li>Finance and accounting</li> <li>Technology and digital</li> <li>Human capital</li> <li>Supply chain</li> <li>Operations</li> </ul> <p><b>Strategy execution</b></p> <ul style="list-style-type: none"> <li>Strategy and planning</li> <li>Economic and social impact</li> <li>Mergers and acquisitions</li> <li>Program and project management</li> <li>Change enablement</li> </ul>	<ul style="list-style-type: none"> <li>Business applications—enterprise resource planning (ERP)</li> <li>Business applications—customer relationship management (CRM)</li> <li>Corporate Performance Management (Budgeting &amp; Planning)</li> <li>Data and analytics</li> <li>Finance and accounting outsourcing</li> <li>Infrastructure</li> <li>Cloud solutions</li> <li>Managed services</li> <li>Application development and integration</li> <li>E-commerce solutions</li> <li>Lease accounting, including LeaseQuery</li> </ul>	<ul style="list-style-type: none"> <li>Internal audit and controls</li> <li>Cybersecurity and data privacy</li> <li>AML and regulatory compliance</li> <li>Technology risk</li> <li>Risk management process automation</li> <li>Enterprise and strategy risk</li> <li>Third-party and credit risk</li> <li>Systems and process assurance</li> </ul>	<ul style="list-style-type: none"> <li>Due diligence</li> <li>Merger integration</li> <li>Divestitures and carveouts</li> <li>Portfolio optimization</li> </ul>	<ul style="list-style-type: none"> <li>Valuation services</li> <li>Litigation and dispute advisory</li> <li>Financial investigations</li> </ul>

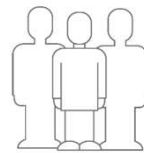
# Our Sage Intacct practice



Annually one of the Top 10 **Sage Intacct partners**



**RSM offices** in 85 U.S. cities and 4 Canadian cities



**Regionally based Sage Intacct resources**

**25+** Sage Intacct certified consultants



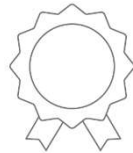
- Certified Public Accountants
- ERP Consultants
- Application Developers
- Project Managers



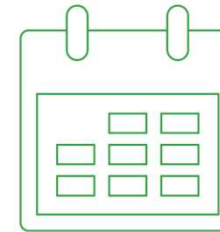
**2022 Sage Growth Partner Award recipient**



**500+** Sage Intacct customers



**Sage Intacct Sage Partner Award** for 5 years in a row



**2009** Sage Intacct practice began



# Objectives

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## **When you leave here today you will be able to:**

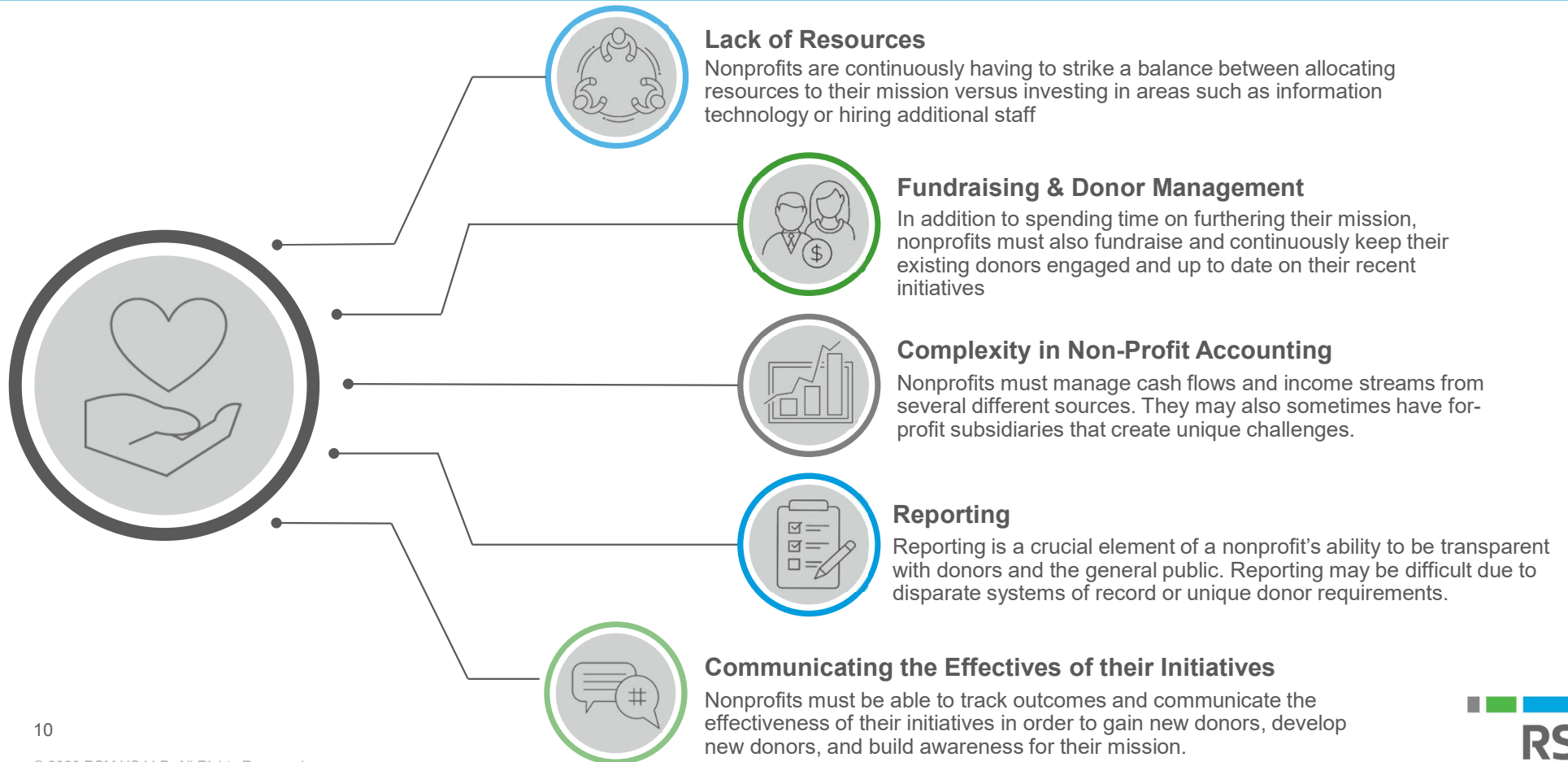
- ✓ Learn how to track non-financial metrics in reports and dashboards
- ✓ Understand how to enhance reporting and visibility using dimensions
- ✓ Improve dashboard focus through user and dashboard permissions in Intacct
- ✓ Identify types of reports that are essential for oversight into program spend and performance
- ✓ Identify areas where efficiency and accuracy can be increased with system integrations





# CHALLENGES FACING NONPROFITS

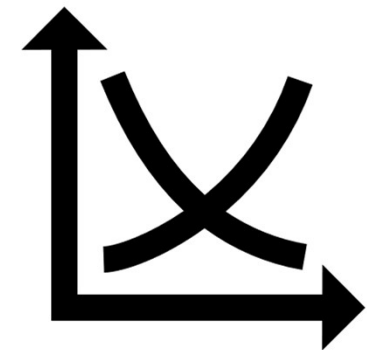
# Common challenges facing nonprofit organizations



## What concerns are we encountering?

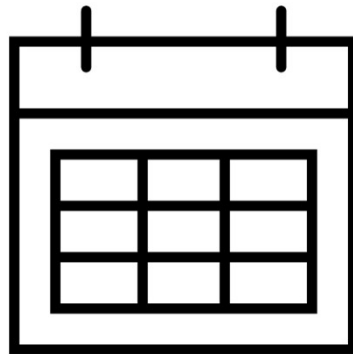
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- Visibility into program effectiveness
  - Delays in recording transactions
  - Program managers lack access to financial statements on demand
  - Inability to visually show data
  - Minimal insight into operational metrics



## What concerns are we encountering?

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- Inability to focus on mission success
  - Lack of resources to analyze current spend and forecast for future financial success
  - Increasing costs and revenue uncertainty affecting ability to demonstrate mission impact

## Opportunities overview

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- Opportunities for addressing these challenges with Sage Intacct:
  - Integration of statistical information
  - Efficiency ratios on spend across functional areas
  - Real time reporting/dashboards
  - Dimensional tracking/reporting
  - Automation through 3<sup>rd</sup> Party Integrations



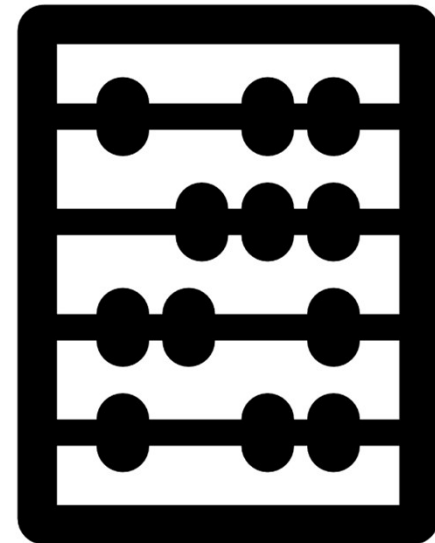


# OPPORTUNITIES PROVIDED BY NON- FINANCIAL METRICS AND RATIOS

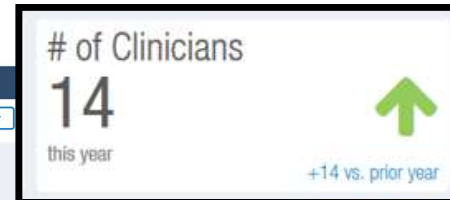
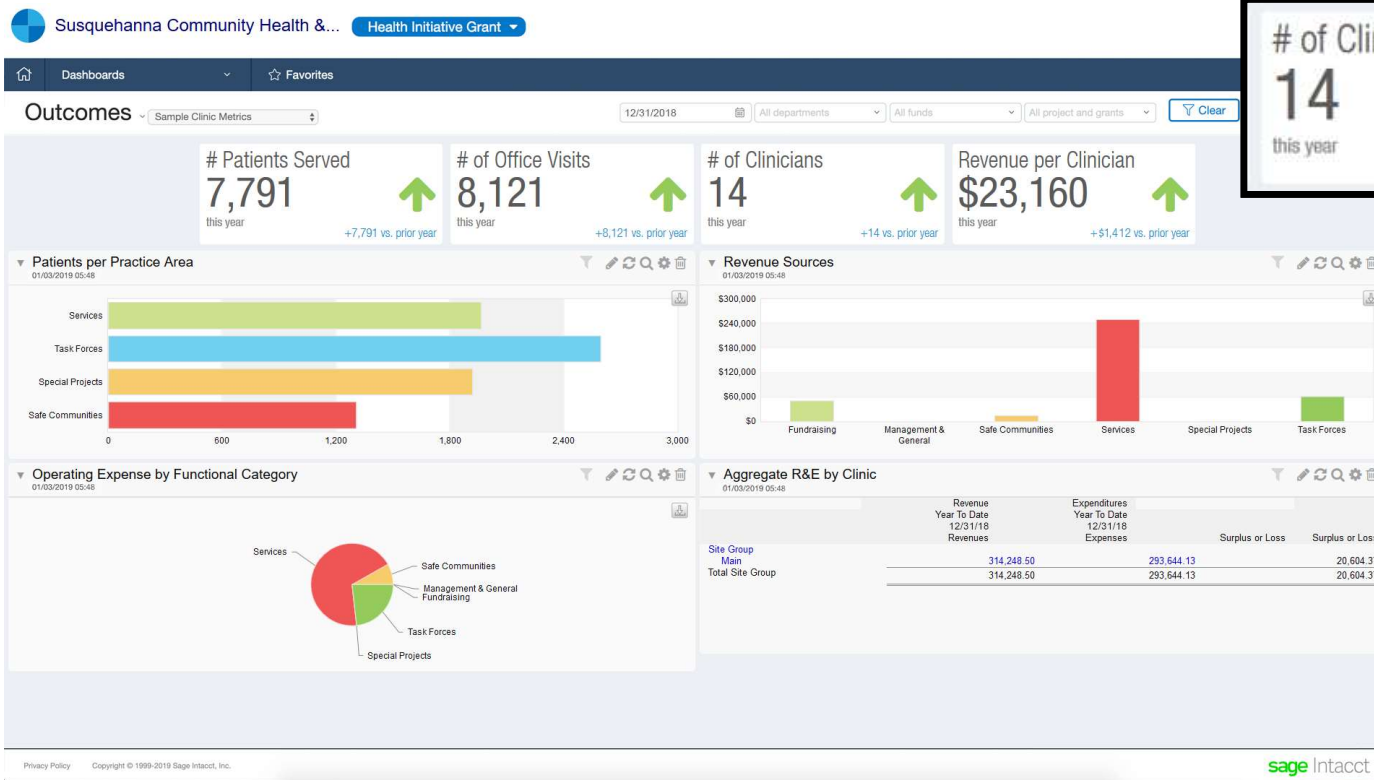
## Operational metrics with statistical accounts

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- What are Statistical Accounts?
  - Non-financial metrics
  - Quantitative measures that cannot be expressed in monetary units
- Common Examples
  - Headcount
  - Members
  - Registrants
  - Communities served



# Operational metrics with statistical accounts





## Understand organization spend with efficiency ratios

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- Fundraising Efficiency Ratio

- Demonstrates \$ generated in comparison to \$ spent
- = Fundraising Revenue / Fundraising Expense

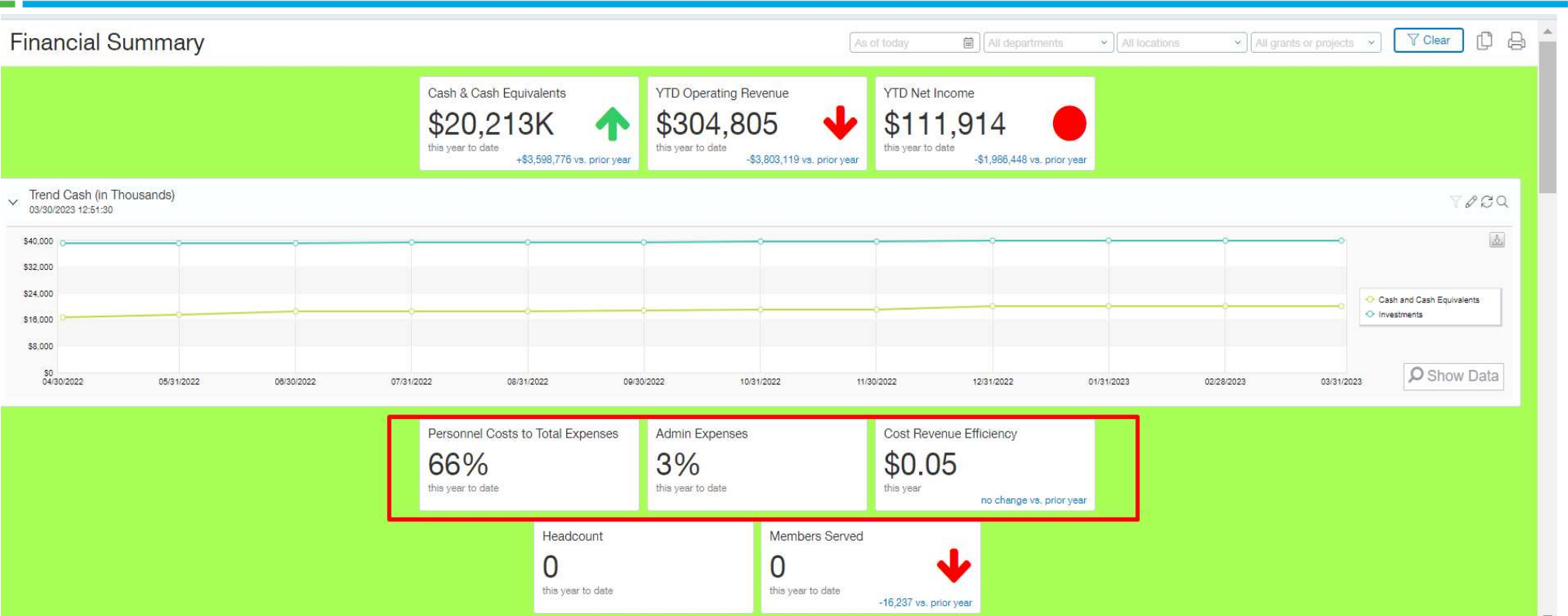
- Program Efficiency Ratio

- Measures amount spent of programming in comparison to overall expenses
- = Program Expenses / Total Expenses

- Nonprofit Burn Rate

- Measures monthly negative cash flow to ensure reserves will not be depleted
- = (Starting cash – Ending cash) / # of Months

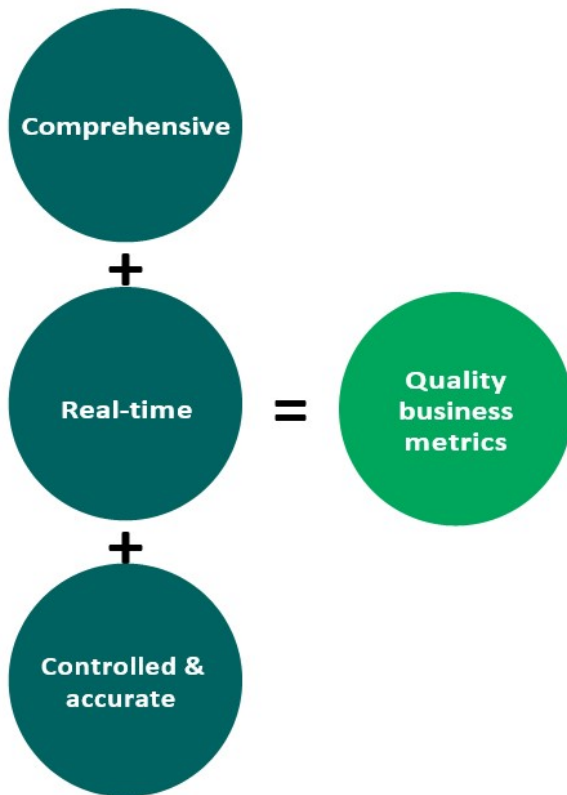
# Understand organization spend with efficiency ratios





# OPPORTUNITIES PROVIDED BY DIMENSIONAL REPORTING AND DASHBOARDS

## Gain insights through dashboards



- Means to view and manage data from across the organization using:
  - Performance cards
  - Financial reports
  - Financial graphs
  - Custom and memorized reports
  - Period close and consolidation checklists
  - External links and custom navigation
  - Instant drill-down into transaction detail

# Gain insights through dashboards

## Financial Summary

### Statement of Functional Expenses

- Expenditures
- Personnel Expenses
- Professional Fees
- Program Expenses
- Occupancy
- General and Administrative Expenses
- Total Expenditures

### Client Totals by Service

Service	Total
Agriculture	~1,000
Emergency	~500
Health	~750
Water	~1,000

## Events Dashboard

### Event Summary

Events	Clients Year Ending 12/31/2019 Actual	Event Revenue Year Ending 12/31/2019 Actual	Event Expenses Year Ending 12/31/2019 Actual	Net Income 12/31/2019	Revenue per Attendee
Annual Meeting	2,042	118,450	131,373	(12,923)	58.00
Law Practice Seminar	1,995	180,550	43,548	137,004	112.00
Summer Conference	990	255,500	74,028	211,472	431.00
Equity Symposium	990	181,000	10,019	170,981	183.00
<b>Total Events</b>	<b>5,303</b>	<b>765,500</b>	<b>258,966</b>	<b>506,534</b>	<b>144.00</b>

### Company

Dashboard: Membership Dashboard — Briley Acker  
@Katie McCloskey Please verify annual meeting attendees for 2019

### Event Revenue - YTD

Event	Revenue
Annual Meeting	~118,450
Law Practice Seminar	~180,550
Summer Conference	~255,500

## Events Dashboard

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### Event Revenue - YTD

Event	Revenue
Annual Meeting	~118,450
Law Practice Seminar	~180,550
Summer Conference	~255,500

12/31/2018 | All departments | All grants | Apply | Clear

### Event Expenses - YTD

Event	Actual	Event Budget
Consortium Conference	~110,000	~110,000
Annual Meeting	~118,450	~131,373
Law Practice Seminar	~180,550	~43,548
Summer Conference	~255,500	~74,028
Equity Symposium	~181,000	~10,019

### NSBA Events

RSM Nonprofit Events

To find out information on upcoming events, please check our [events page](#). To view an entire list of past webcasts, please visit our [webcast archives page](#).

12/31/2019 | All departments | All locations | Events--Events--Grol | Clear

### Event Expenses - YTD

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## Role based dashboards

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**Financial leaders** benefit from instant visibility into revenue, operational efficiency, and other key markers of financial stewardship.

**The development team** will pay close attention to fundraising efficiency and efficacy of campaigns.

**Program managers** see metrics related to programs, locations, and budgets.

**Grant managers** may monitor grant renewals, new awards, and funding pipelines.

# Role based dashboards

## Role Based Dashboard

Controller

12/31/2017

All departments

All locations

All grants

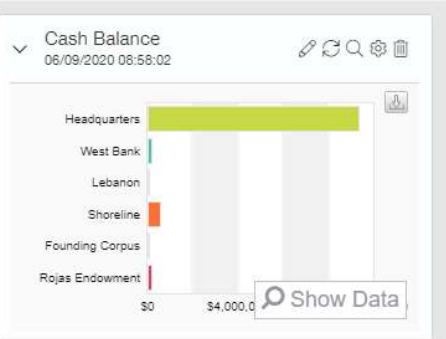
Clear



### Stmt of Revenues & Expenditures

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	Primary Entity Prior Year To Date 12/31/2016 Actual	Actual	Primary Entity Year To Date 12/31/2017 Period % Var	Budget
Contributions	2,156,478.93	1,753,463.48	(18.68) ↓	4,246,657.17
Donated Goods & Services	160,935.25	153,514.30	(4.61) ↓	205,810.59
Bequests and Legacies	277,575.03	62,060.00	(77.64) ↓	172,661.33
Federal Grants	250,000.00	350,000.00	40.00 ↑	250,000.00
Foundation Awards	75,000.00	0.00	(100.00) ↓	0.00
United Way	505,337.45	482,035.70	(4.61) ↓	646,245.56
Transitional Member Dues	1,931,690.00	1,685,190.00	(12.76) ↓	0.00
Professional Membership Dues	1,906,425.63	1,809,933.03	(5.06) ↓	2,455,606.21
Express Member Dues	210,408.31	199,752.24	(5.06) ↓	267,799.53
Meeting Revenue	2,032,999.78	1,939,861.16	(4.58) ↓	2,588,850.43
Gifts in Kind	(683,124.75)	(652,538.24)	(4.47) ↓	(866,704.82)
Bank Interest Earned	4,524.20	4,318.54	(4.54) ↓	5,785.72
Dividends	44,623.50	42,595.29	(4.54) ↓	57,066.34
Late Charges & Fees	51,363.28	49,028.73	(4.54) ↓	65,685.95
Finance Charge Assessments	19,942.01	19,035.60	(4.54) ↓	25,502.96
Other Revenue	290,270.55	272,077.44	(6.26) ↓	371,209.39
Unrealized Gain (Loss) Investments	162,555.62	153,147.45	(5.78) ↓	238,038.28
Realized Gain (Loss) Investments	598,707.35	573,424.80	(4.22) ↓	811,634.06
<b>Total Revenue</b>	<b>9,995,712.14</b>	<b>8,896,919.52</b>	<b>(10.99) ↓</b>	<b>11,541,868.70</b>
<b>Expenditures</b>				
Personnel Expenses	1,807,359.59	1,541,512.76	(14.70) ↓	2,439,043.79
Professional Fees	1,768,412.27	1,533,359.57	(13.29) ↓	2,010,078.14
Program Expenses	476,030.15	456,681.36	(4.06) ↓	516,903.10
Occupancy	535,490.30	511,117.41	(4.55) ↓	683,843.51
General and Administrative Expenses				
Advertising and Promotion	83,618.90	79,818.44	(4.54) ↓	106,935.47
Bad Debt Expenses	15,911.21	14,068.39	(11.58) ↓	18,940.62
Business Licenses and Permits	121,933.61	113,391.79	(7.00) ↓	155,924.45
Conferences, Conventions, and Meetings	171,711.33	153,047.50	(10.86) ↓	161,729.24
Insurance	259,657.30	245,228.96	(5.55) ↓	349,891.90
Office Supplies	259,206.69	247,888.08	(4.36) ↓	329,990.55
Other Expenses	769,945.22	737,072.43	(4.26) ↓	1,259,443.35
Taxes	125,862.80	120,164.94	(4.54) ↓	160,963.48
Travel Expenses				
Travel - Lodging	111,206.11	106,151.66	(4.54) ↓	142,214.75
Travel - Meals	69,060.36	65,921.48	(4.54) ↓	88,317.02
Travel - Transportation	93,798.12	89,534.88	(4.54) ↓	119,952.80
Travel - Other	23,140.24	22,086.90	(4.55) ↓	28,977.64
Total Travel Expenses	297,204.83	283,694.92	(4.54) ↓	379,462.21
Total General and Administrative Expenses	2,105,071.89	1,994,375.45	(5.25) ↓	2,923,301.27
<b>Total Expenditures</b>	<b>6,692,364.20</b>	<b>6,037,046.55</b>	<b>(9.79) ↓</b>	<b>8,573,169.81</b>
<b>Change In Net Assets</b>	<b>3,303,347.94</b>	<b>2,859,872.97</b>	<b>(13.42) ↓</b>	<b>2,968,698.89</b>



### Stmt of Finc. Summary

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	Primary Entity Year Ending 12/31/2017 Current Year Balance	P
<b>Assets</b>		
Cash and Cash Equivalents	8,587,009.09	7
Investments	24,422,241.16	23
Accounts Receivable (Net)	11,852,248.89	9
Inventory	379,646.15	5
Fixed Assets (Net)	4,124,186.68	4
Other Assets	3,164,804.14	2
<b>Total Assets</b>	<b>52,530,136.11</b>	<b>47</b>
<b>Liabilities and Net Assets</b>		
<b>Liabilities</b>		
Short-term Liabilities	10,722,591.00	5
Long Term Liabilities	2,339,521.18	2
<b>Total Liabilities</b>	<b>13,062,112.18</b>	<b>11</b>
<b>Net Assets</b>	<b>39,468,023.93</b>	<b>36</b>
<b>Total Liabilities and Net Assets</b>	<b>52,530,136.11</b>	<b>47</b>

- > Security State Bank
- > Approve Payments

# Role Based Dashboards

**Role Based Dashboard** | Program Manager | 12/31/2017 | All departments | All locations | All grants | Clear

Prog Svc R&E Budget Compare  
06/09/2020 08:58:28

	Recast Budget	Agriculture Year To Date 12/31/2017 Actual	\$ Variance to Recast	Recast Budget	Health Year To Date 12/31/2017 Actual	\$ Variance to Recast	Recast Budget	Program Services Water Year To Date 12/31/2017 Actual	\$ Variance to Recast	Recast Budget	Emergency Year To Date 12/31/2017 Actual	\$ Variance
Revenues Over Expenditures												
Operating Revenue												
Event Revenue	250,000.00	250,000.00	0.00	0.00	100,000.00	100,000.00	0.00	0.00	0.00	0.00	0.00	
Program Revenue	0.00	0.00	0.00	0.00	0.00	0.00	2,588,850.43	1,939,861.16	(648,989.27)	0.00	0.00	
Contributions	61,146.75	145,609.37	84,462.62	66,065.23	49,278.09	(16,787.14)	32,013.83	23,879.20	(8,134.63)	46,584.78	34,747.64	(1)
Tuition	0.00	0.00	0.00	0.00	1,885,190.00	1,885,190.00	0.00	0.00	0.00	0.00	0.00	
Member Fees	719,422.17	514,909.93	(204,512.24)	469,516.41	2,035,403.14	1,565,886.73	688,358.11	513,447.68	(174,910.43)	578,309.52	431,362.26	(14)
Sales	0.00	0.00	0.00	0.00	0.00	0.00	(866,704.82)	(652,538.24)	(214,166.58)	0.00	0.00	
Other Revenue												

Program Revenues  
06/09/2020 08:58:28

Resources

- Best Practice Program Design
- Handbook for XYZ Program - Intern

**AP Clerk Dashboard** | 12/31/2019 | All departments | All locations | All vendors | Clear

Budget vs Actual with Committed Costs  
06/09/2020 09:03:55

	Year Ending 12/31/2019 Total Budget	Year To Date 12/31/2019 Commitments	Actual	Remaining Budget
Expenditures				
Personnel Expenses	2,504,896.87	0.00	64,728.93	2,440,167.94
Professional Fees	2,064,349.57	258,915.72	5,569.00	1,799,864.85
Program Expenses	530,859.16	43,142.00	60,350.00	427,367.16
Occupancy	702,306.77	3,000.00	600.00	698,706.77
General and Administrative Expenses				
Advertising and Promotion	109,822.67	0.00	0.00	109,822.67
Bad Debt Expenses	19,451.94	0.00	0.00	19,451.94
Business Licenses and Permits	160,134.12	0.00	0.00	160,134.12
Conferences, Conventions, and Meetings	166,095.69	10,000.00	220,001.55	(63,905.86)
Due and Subscriptions	0.00	1,970.00	1,590.00	(3,560.00)
Insurance	359,338.32	0.00	77,040.00	282,298.32
Office Supplies				
ABC Office Supplies	0.00	26,725.00	89.00	(26,814.00)
Costco	0.00	4,130.00	9,599.00	(13,729.00)
No Vendor	338,899.71	0.00	0.00	338,899.71
Total Office Supplies	338,899.71	30,855.00	9,688.00	298,356.71
Other Expenses	1,293,447.39	(21,580.00)	46,509.00	1,268,518.39
Postage and Delivery	0.00	1,930.00	8,030.00	(9,960.00)
Taxes	165,329.95	0.00	0.00	165,329.95
Travel Expenses	389,706.70	0.00	60,964.12	328,742.58
Total General and Administrative Expenses	3,002,226.49	23,175.00	423,822.67	2,555,228.82
Total Expenditures	8,804,638.86	328,232.72	555,070.60	7,921,335.54

Contract Balances  
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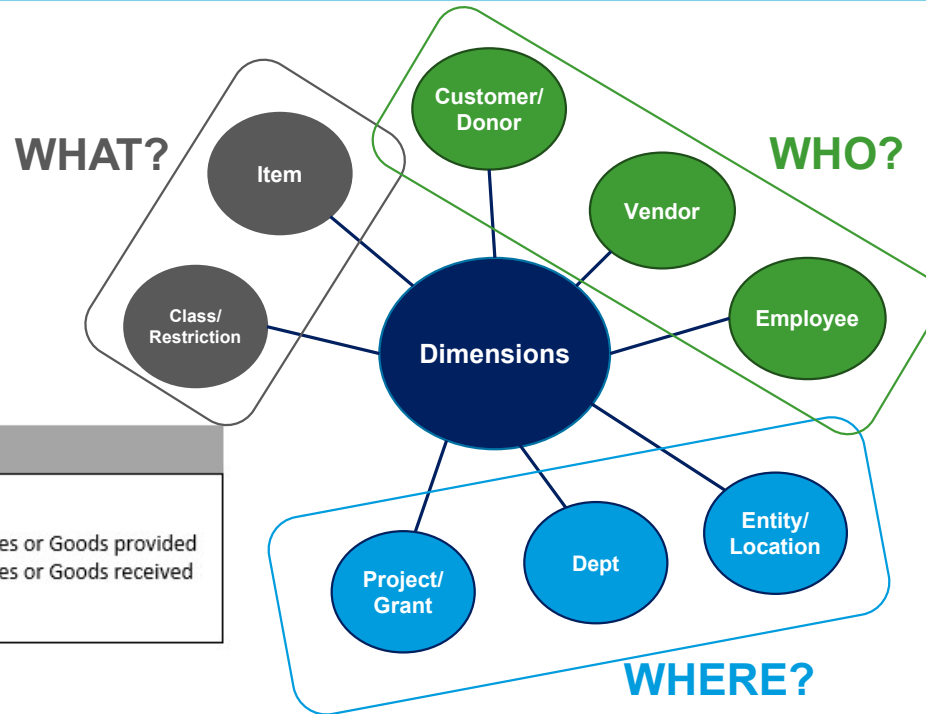
	Contract Balance (PO's)	Actual Payments	Contract Balance
Expenditures			
ABC Office Supplies	27,022.50	10,975.44	16,047.06
Adam & Frost, LLC	7,500.00	2,504.76	4,995.24
Holl Consulting	(4,050.00)	42,486.44	(47,336.44)
Abie Courier	44,622.00	35,385.48	9,236.52
Lemial Printing	57,670.00	40,995.61	16,674.39
ADP	40,000.00	19,106.96	20,893.04
Costco	145,159.25	108,240.12	36,919.13
Martin Electric	11,550.00	0.00	11,550.00
Hoat Insurance	12,840.00	101,189.00	(88,349.00)
No Vendor	517,831.44	194,186.79	323,644.65
Total Expenditures	859,345.19	555,070.60	304,274.59

Purchasing Transactions

Document number	Transaction total	Date	State	Reference number	Type
PO0057-B2		450 05/15/2020	Pending		Purchase Order
PO0045-B		93750 03/31/2020	Pending		Purchase Order
CR000002		565 01/03/2020	Pending		Check Request



# Introduction to Dimensional Reporting

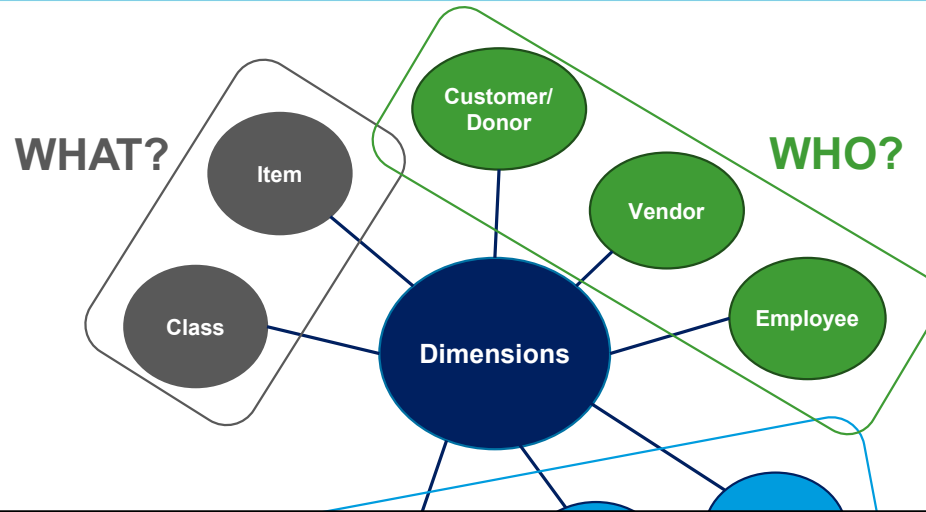


Customer	Vendors
<ul style="list-style-type: none"> <li>Individual donors</li> <li>Institutional donors</li> <li>Members, students</li> <li>Board members</li> <li>Constituencies served</li> </ul>	<ul style="list-style-type: none"> <li>Vendors/Contractors</li> <li>Grant Recipients</li> <li>Employees</li> </ul>

Class	Items
<ul style="list-style-type: none"> <li>Restriction Classification (Unrestricted, Temporarily Restricted, Permanently Restricted)</li> </ul>	<ul style="list-style-type: none"> <li>Services or Goods provided</li> <li>Services or Goods received</li> </ul>

Entity	Location	Department	Projects
<ul style="list-style-type: none"> <li>Related and/or Supporting organizations</li> <li>"Fund" as Entity (only if required, ex. Government fund accounting)</li> </ul>	<ul style="list-style-type: none"> <li>Site/Facility</li> <li>Division</li> <li>Region</li> </ul>	<ul style="list-style-type: none"> <li>Program Functions (Program Areas, Initiatives)</li> <li>Cost Centers (Fundraising, Administration, Operations)</li> </ul>	<ul style="list-style-type: none"> <li>Grants and Contributions</li> <li>Contracts with Customers</li> <li>Internal Projects</li> <li>Events</li> <li>Fundraising Campaigns</li> </ul>

# Dimension Tracking and Reporting



Entries [Show defaults](#)

	Account *	Location	Department	Restriction	Grant	Amount *	1099	Billable
☰ 1	5305--Program Suppli	401--Jordan	100--Agriculture	3--Without Donor Rest	401C--2019-22 Health	50,000.00	<input type="checkbox"/>	<input type="checkbox"/>
☰ 2							<input type="checkbox"/>	<input type="checkbox"/>
Total						50,000.00		

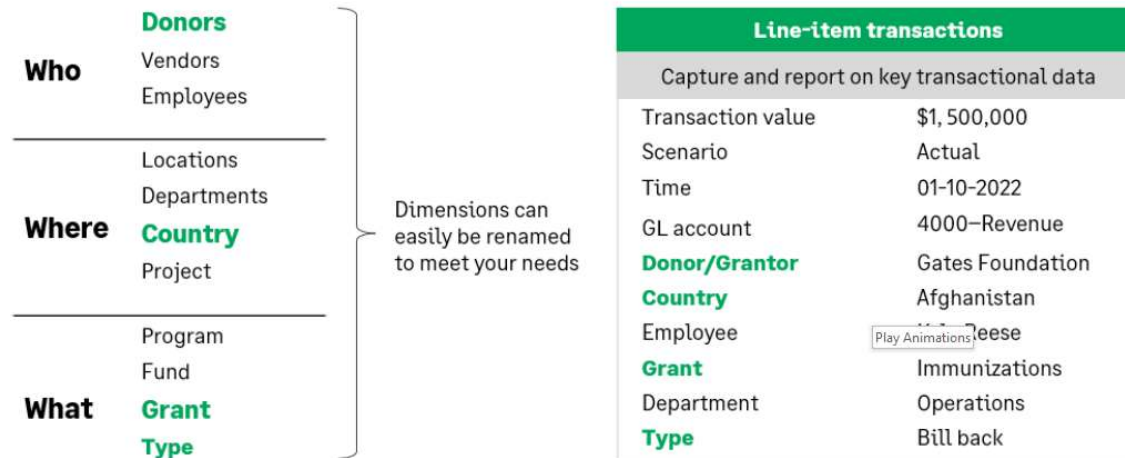
Department dropdown menu:

- 100--Agriculture
- 110--Health
- 120--Water

Buttons: Add, View, Find, Show Details (Ctrl+▼)

## Dimension Tracking and Reporting

# Leverage dimensions to slice and dice your data for **maximum visibility and impact**



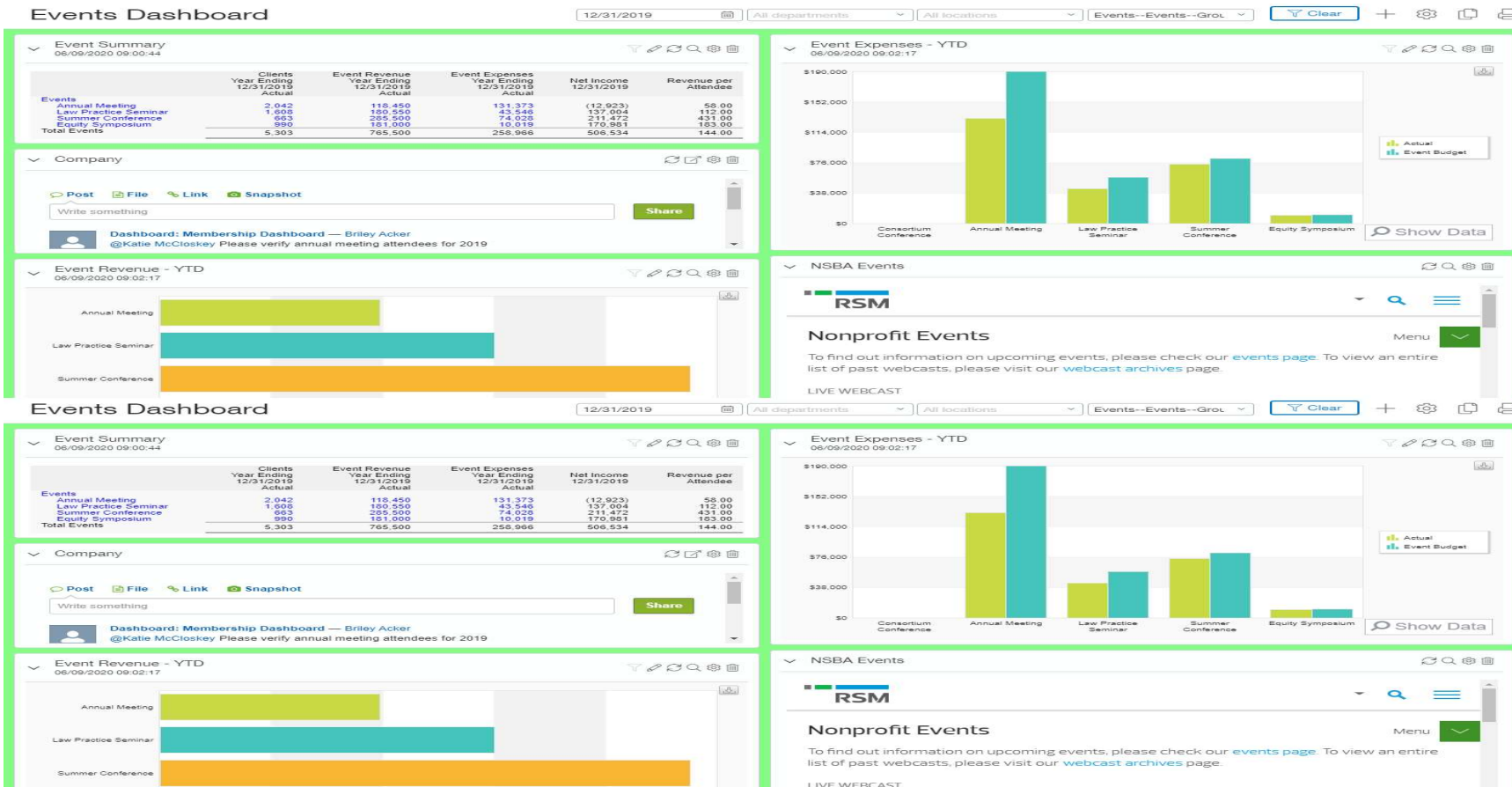
# Dimension Tracking and Reporting

Column and row expansion by dimension for quick insight into organization activity

## Department Functional Expenses - Actual vs Budget

	Agriculture Year Ending 12/31/2018			Health Year Ending 12/31/2018			Water Year Ending 12/31/2018			Emergency Year Ending 12/31/2018			All Departments Year Ending 12/31/2018		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance
<b>▼ Expenditures</b>															
▶ Personnel Expenses	759,407	1,042,704	(283,297)	322,127	412,062	(89,936)	74,537	112,254	(37,717)	53,241	80,181	(26,940)	1,209,311	1,647,201	(437,890)
▶ Professional Fees	678,532	820,810	(142,278)	272,175	417,018	(144,842)	244,597	298,481	(53,885)	150,582	184,087	(33,505)	1,345,886	1,720,396	(374,509)
▶ Program Expenses	171,094	224,073	(52,979)	83,880	88,096	(4,216)	164,564	176,193	(11,627)	69,694	44,048	25,645	489,234	532,410	(43,177)
▶ Occupancy	99,548	155,390	(55,842)	158,055	246,717	(88,662)	42,831	66,857	(24,027)	73,397	113,386	(39,988)	373,830	582,350	(208,520)
<b>▼ General and Administrative Expenses</b>															
▶ Bad Debt Expenses	16,034	19,509	(3,474)	0	0	0	0	0	0	0	0	0	16,034	19,508	(3,474)
▶ Business Licenses and Permits	37,613	49,164	(11,553)	23,917	31,262	(7,346)	3,187	4,166	(979)	15,787	22,396	(6,608)	80,504	106,969	(26,465)
▶ Conferences, Conventions, and Meetings	64,291	20,984	43,308	34,107	44,583	(10,476)	35,269	45,280	(10,011)	39,289	55,734	(16,446)	172,956	166,581	6,375
▶ Insurance	74,628	97,549	(22,921)	0	0	0	24,593	32,147	(7,554)	17,349	22,678	(5,328)	116,571	152,374	(35,803)
▶ Office Supplies	54,660	70,704	(16,044)	18,954	26,888	(7,933)	54,737	66,858	(12,121)	40,877	53,431	(12,555)	169,227	217,882	(48,655)
▶ Other Expenses	150,049	194,376	(44,327)	90,332	118,077	(27,745)	121,459	157,167	(35,708)	90,330	118,073	(27,744)	452,171	587,694	(135,523)
▶ Postage and Delivery	730	0	730	0	0	0	0	0	0	0	0	0	730	0	730
▶ Travel Expenses	69,636	91,024	(21,388)	82,979	108,465	(25,486)	118,584	155,006	(36,422)	28,294	36,352	(8,057)	299,492	390,845	(91,353)
Total General and Administrative Expenses	467,641	543,310	(75,669)	250,289	329,275	(78,986)	357,829	460,624	(102,795)	231,926	308,664	(76,738)	1,307,685	1,641,873	(334,188)
<b>Total Expenditures</b>	<b>2,176,222</b>	<b>2,786,287</b>	<b>(610,065)</b>	<b>1,086,526</b>	<b>1,493,168</b>	<b>(406,642)</b>	<b>884,358</b>	<b>1,114,409</b>	<b>(230,051)</b>	<b>578,840</b>	<b>730,366</b>	<b>(151,526)</b>	<b>4,725,946</b>	<b>6,124,230</b>	<b>(1,398,284)</b>

# Dimension based dashboards





# OPPORTUNITIES PROVIDED BY SYSTEM INTEGRATION

## Automating processes through integration

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- Easy integration with other streams of organizational data can:
  - Provide executives and stakeholders with ability to track metrics central to your organization's operations and programs
  - Save valuable time and effort granting resources more time to devote to increasing mission success

# Automating processes through integration



Best-in-Class cloud platform allows you to choose best product for your organization



# Automating processes through integration



With the Sage Intacct open API web architecture, you are free to choose business applications based on functional fit.

# Additional Modern Systems Examples



ERP / Financial Close



CPM



CRM



HRIS



Donor Management



Business Intelligence

ERP / Financial Close examples:

- ORACLE NETSUITE
- workday
- Tangicloud
- UNIT4
- Microsoft Dynamics 365
- sage Intacct
- BLACKLINE
- blackbaud

CPM examples:

- Adaptive Insights
- Prophix
- hostanalytics
- bi360

CRM examples:

- salesforce
- Constant Contact
- Microsoft Dynamics 365
- HubSpot

HRIS examples:

- ADP
- Microsoft Dynamics 365
- Paycor
- CERIDIAN
- Ultimate SOFTWARE

Donor Management examples:

- blackbaud
- abila
- bloomerang
- Raiser's Edge NXT
- FLUXX

Business Intelligence examples:

- Power BI
- tableau

## Automation: Other Areas of Consideration

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- Project Billing
- Budget Management
- Contract Tracking
- Revenue Recognition
- Expense Allocation
- Nonprofit Restriction Release

## Summary of opportunities

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- Integration of statistical information
- Efficiency ratios on spend across functional areas
- Real time reporting/dashboards
- Dimensional tracking/reporting
- Automation through 3<sup>rd</sup> Party Integrations



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