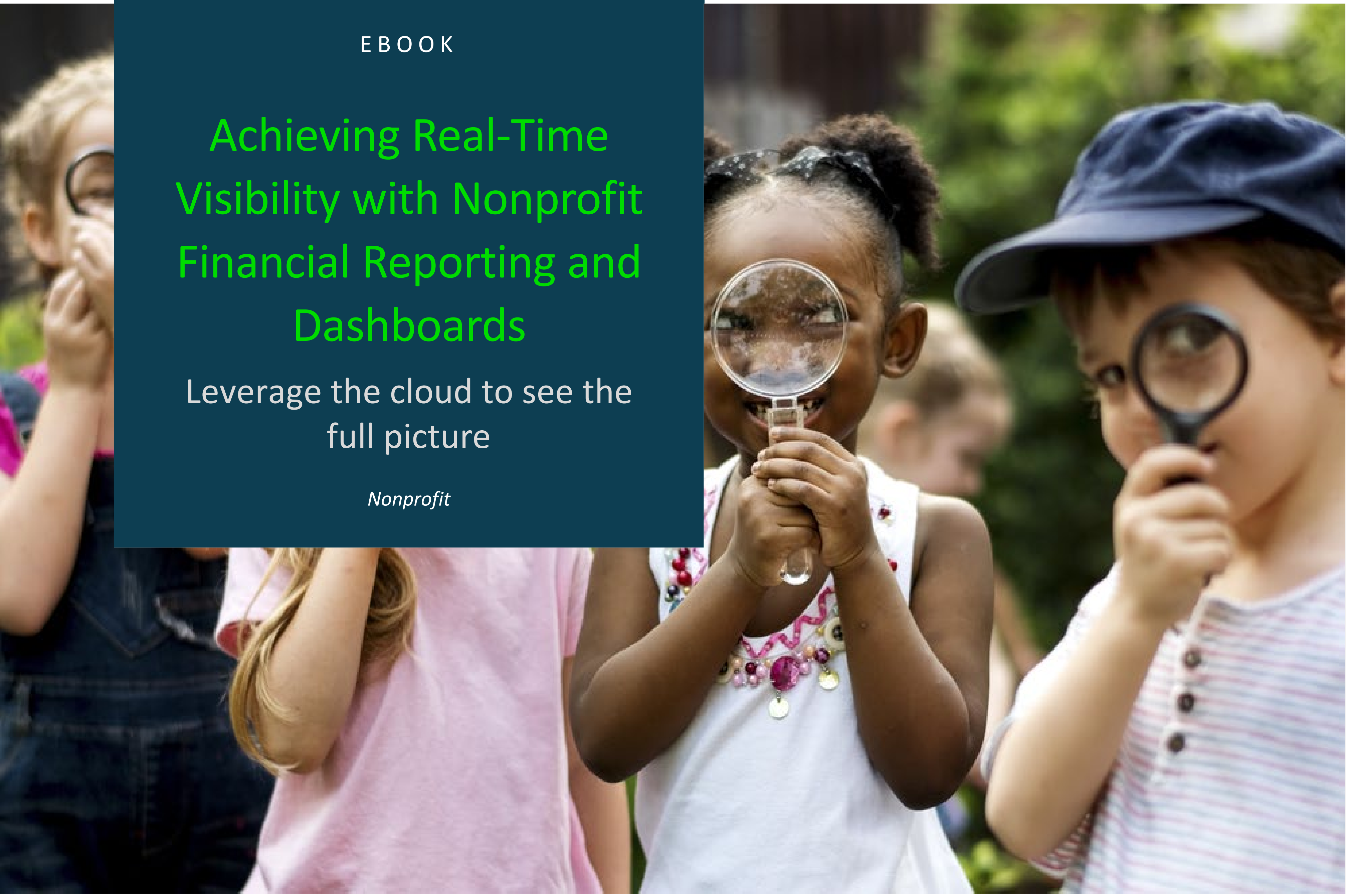
EBOOK

Achieving Real-Time Visibility with Nonprofit Financial Reporting and Dashboards

Leverage the cloud to see the full picture

Nonprofit

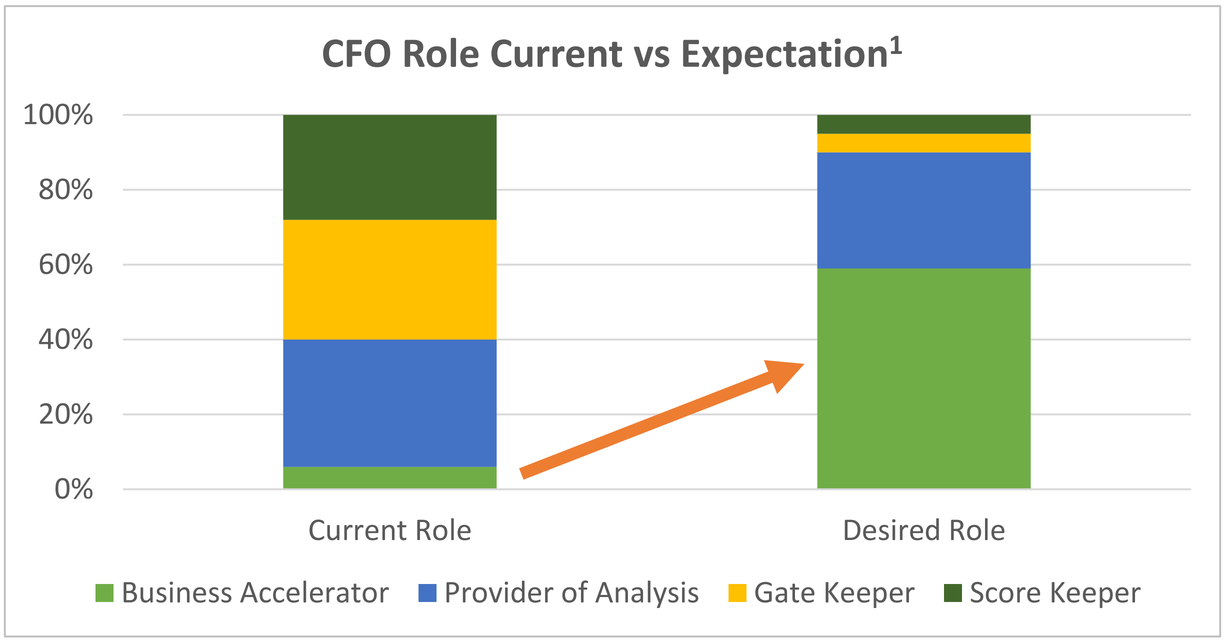


The nonprofit CFO — scorekeeper or strategic partner?

As a nonprofit CFO, you are the keeper of financial and performance data.

You need to be able to use that information to provide rapid answers to many stakeholders, from the CEO and board to donors and funders. Nonprofit executives must leverage every insight you can glean from performance data to better support your organizations' mission in the current environment.

You and your CEO need better visibility into both financial and operational metrics, so you can make better decisions about programs, fundraising, staffing, and more. Today, as a nonprofit CFO, you are under pressure to move away from being a financial "scorekeeper" and assume a more strategic partnership in organizational intelligence and planning.



Nonprofits need more timely, insightful financial reporting

In an effort to deepen strategic impact from finance, there is a strong push to improve finance operational efficiency and effectiveness.

Nonprofits seek process automation, deep and wide visibility, and the ability to easily adapt to changing conditions. As you can see, reporting cuts across all these strategic priorities.

Flexible reporting functionality is a top criteria for nonprofits wanting to replace an underperforming financial management solution. The right financial management and reporting solution can be a critical driver of efficiency and visibility; the wrong solution can be a critical roadblock to strategic improvement.

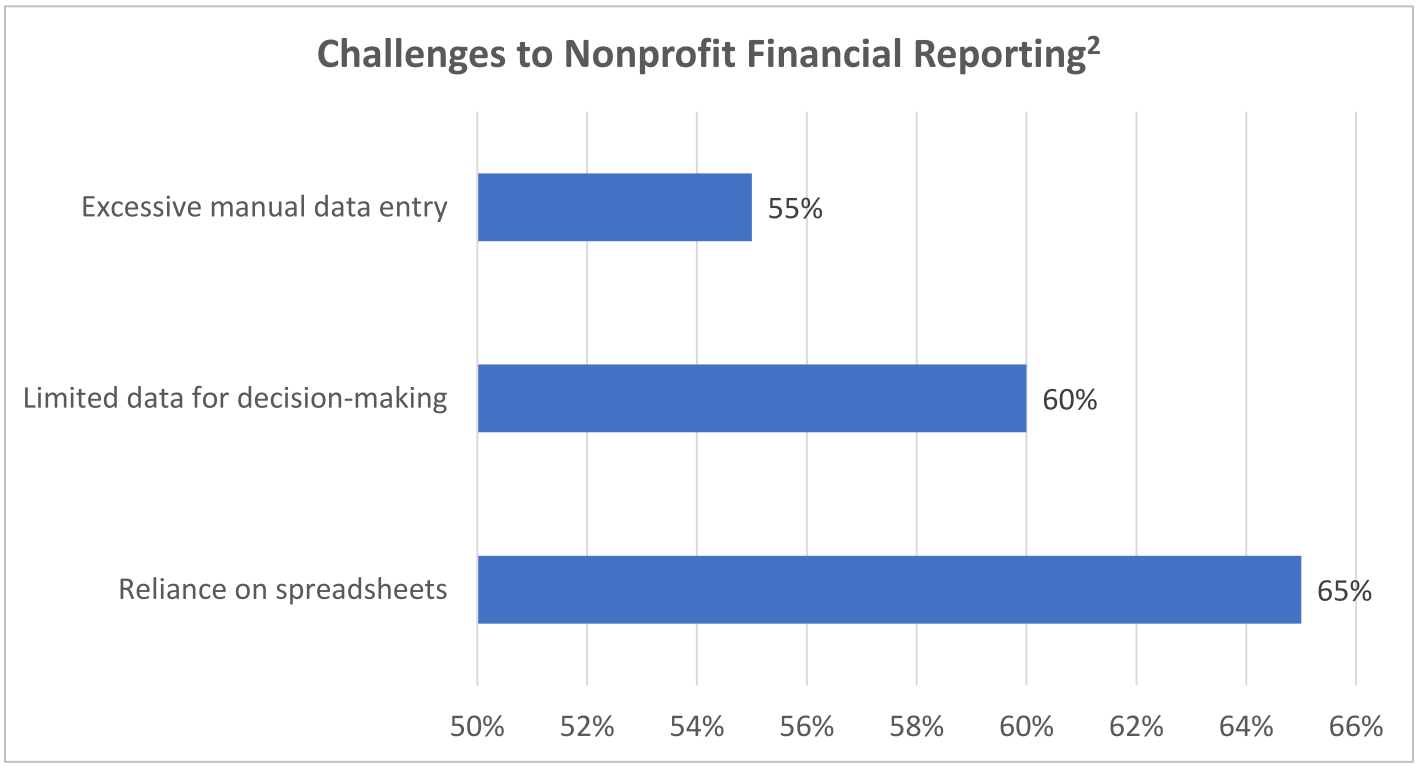
Nonprofits Face an Array of Reporting Challenges

- Stewardship and reporting by funds, grants, and donors
- Compliance with federal regulations and donor restrictions
- Board members and executives demanding greater transparency and reporting
- Stakeholders and staff spread across multiple locations that require real-time access

Manual processes hinder financial reporting

Nonprofits often have limited IT resources and far too many manual accounting processes.

Traditional reporting only provides backward-looking information about the prior month, quarter, or year. Nonprofit financial executives need real-time reporting that can be customized by role, program, location, funding source, and more. This quality of reporting tool is achieved through a cloud financial management solution.



sage Intacct

5 symptoms of an inadequate financial reporting system

1	Reporting only looks backward because you lack the ability to see where you are right now.	When Sage Intacct surveyed nonprofit finance leaders, 57% believed lack of real-time visibility into KPIs slows their ability to make decisions.[3]
2	To create a packet of financials you must first manipulate the data in another tool such as a spreadsheet to make it presentable.	Manual, time-consuming reporting concerned 64% of nonprofit finance professionals.[4]
3	Executives ask for lots of ad hoc or special reports but don't get them in a timely manner.	At the same time, the finance team is working harder than ever.
4	The lead up to board meetings is chaotic and stressful for the finance team and executives.	Preparation may involve more manual data manipulation—time that could have been spent more strategically by the CFO or CEO.
5	Systems are poorly integrated, creating the need for duplicate data entry.	Nearly six in ten (57%) nonprofit finance professionals felt multiple, disconnected systems cause inefficiency.[5]

5 more symptoms of an inadequate financial reporting system

6	Department or program managers have created their own reports, outside the financial management system.	48% of nonprofit CFOs said their staff understood the financial health of their own programs but lacked awareness of the overall organization’s financials.[6]
7	Reports contain revenue and expense information but no operational performance or outcome metrics.	In fact, 60% of nonprofits felt moderately or highly challenged by the lack of a consistent framework for measuring and reporting impact.[7]
8	Poor internal controls or inadequate reporting place grants and donations in jeopardy.	Donors want to see impact and compliance. That’s why 61% of nonprofits recently received funder requests for more information about impacts and outcomes.[8]
9	Lack of project accounting functionality impedes management capabilities.	Program staff need to easily allocate expenses/revenue across programs, and see real-time performance metrics and budget-to-actuals for their programs.
10	Inability to view consolidated, multi-entity reporting deprives executives of top-level visibility.	In multi-entity nonprofits, program staff need granular details, but the CEO and board often prefer a rolled-up financial picture. The system should provide both views.

Why nonprofits need best-in-class financial reporting

In a Sage Intacct survey of nonprofit organizations of all sizes, more than half of respondents believed their finance teams would benefit from automation.

Respondents to the survey cited these six key benefits of automation:

1. Calculation and tracking of outcome and performance metrics
2. Financial, operational, and managerial reporting
3. Month-end close and consolidations
4. Integration between systems
5. Instant drill-down from dashboards and reports
6. Instant visibility to reporting and metrics

Financial management in the cloud delivers automation in all these areas, improving efficiency (so organizations can do more with less) and visibility (so executives can better lead the mission).

What makes Sage Intacct a best-in-class financial reporting system?

- ***Chosen as the AICPA's preferred provider*** of cloud-based financial applications.
- ***Rated #1*** in customer satisfaction among nonprofits.
- ***Delivers immediate visibility*** into performance with easy-to-use, real-time financial and operational reporting and dashboards.
- ***Ensures control and compliance*** and reduces risk and cost with automated workflow and internal controls.
- ***Enables world-class stewardship*** by automating grant, fund, and donor accounting.
- ***Streamlines reporting and compliance*** using built-in nonprofit-specific reports and FASB and IRS compliant financial statements.
- ***Provides anytime, anywhere access*** for staff and volunteers, increasing finance department productivity by 30% or more.
- ***Integrates easily*** with other solutions via and open API.

Dimensional reporting for simplicity and accuracy

Nonprofit finance organizations need visibility to both financial and operational data to proactively manage performance.

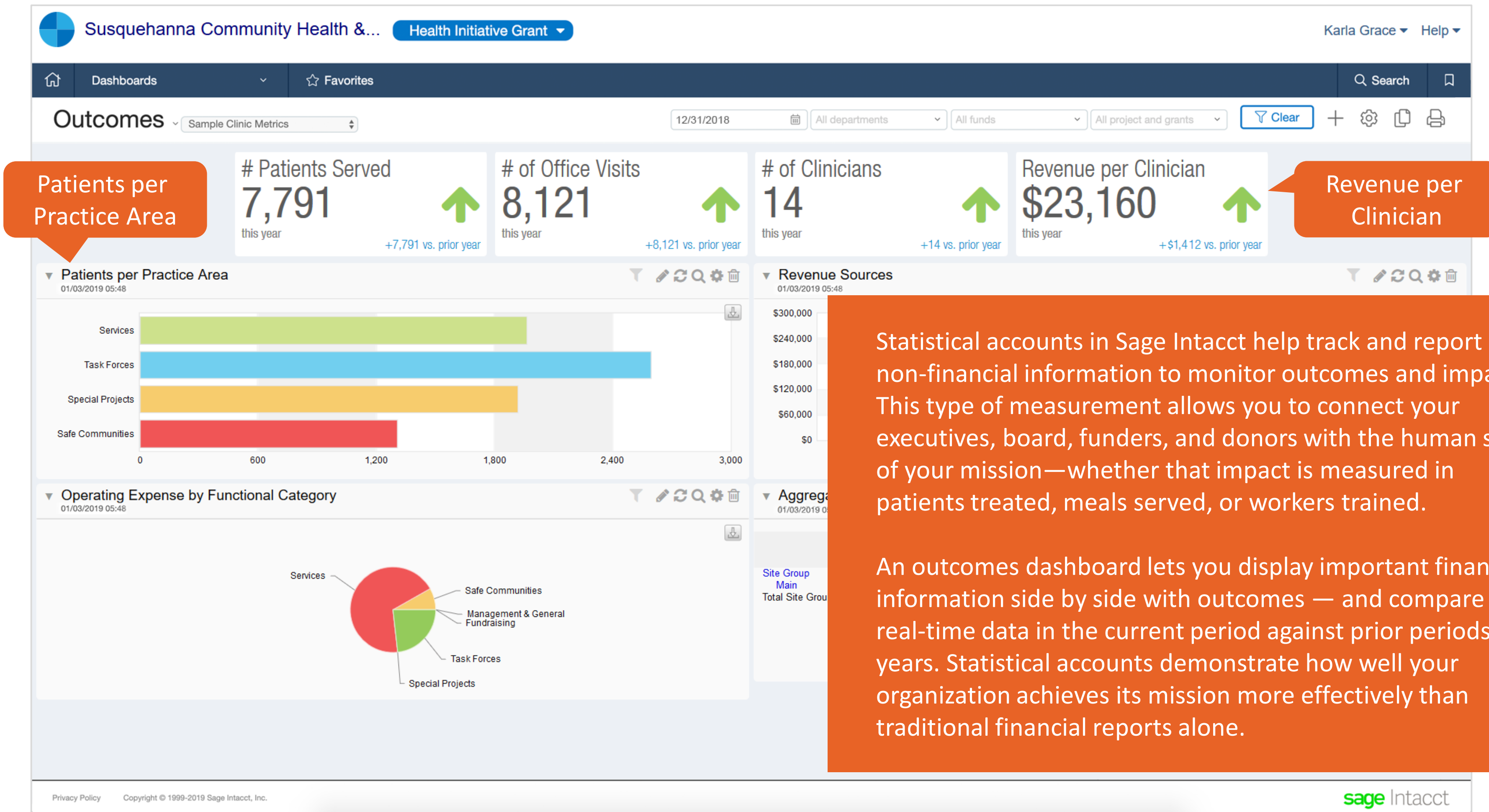
Financial metrics are universal, like income statements and balance sheets. Used to inform investors or regulators, organizations take a lot of care to ensure financial metrics are accurate and complete, including applying controls. But financial metrics only tell half of the organization's story.

Nonprofits also need to track business or operational metrics, including impact and outcomes. Unlike financial metrics, business metrics are unique to your individual organization and its mission at a point in time.

Sage Intacct Financial Reporting makes it easy for you to understand and manage performance—both the "universal" financial metrics and the "unique" operational and outcomes metrics. Because every transaction in the system is tagged with key business driver attributes called "dimensions," finance teams can sort, view, filter, and report on the specific information needed with just a few clicks of the mouse.

Automated reporting of outcomes

Go beyond GAAP reporting and gain insights into mission impact with the Sage Intacct Outcomes dashboard.



Statistical accounts in Sage Intacct help track and report on non-financial information to monitor outcomes and impact. This type of measurement allows you to connect your executives, board, funders, and donors with the human side of your mission—whether that impact is measured in patients treated, meals served, or workers trained.

An outcomes dashboard lets you display important financial information side by side with outcomes — and compare the real-time data in the current period against prior periods or years. Statistical accounts demonstrate how well your organization achieves its mission more effectively than traditional financial reports alone.

"Thanks to the insight we have in Sage Intacct, we've provided new value-added services and information to our department directors that we were never able to offer before. Sage Intacct's Dimensions really are life-changing, and the system's reporting possibilities are endless. There isn't anything it can't do."

Roman Catholic Diocese of Portland

Laurie Downey
Controller
Roman Catholic Diocese of Portland

[Read the full customer success story]

Deep visibility in role-based dashboards

Once you have access to real-time metrics with the context of dimensions, you will next want to provide staff and management with the ability to gather the most relevant information together in one place and make it easy to use and comprehend.

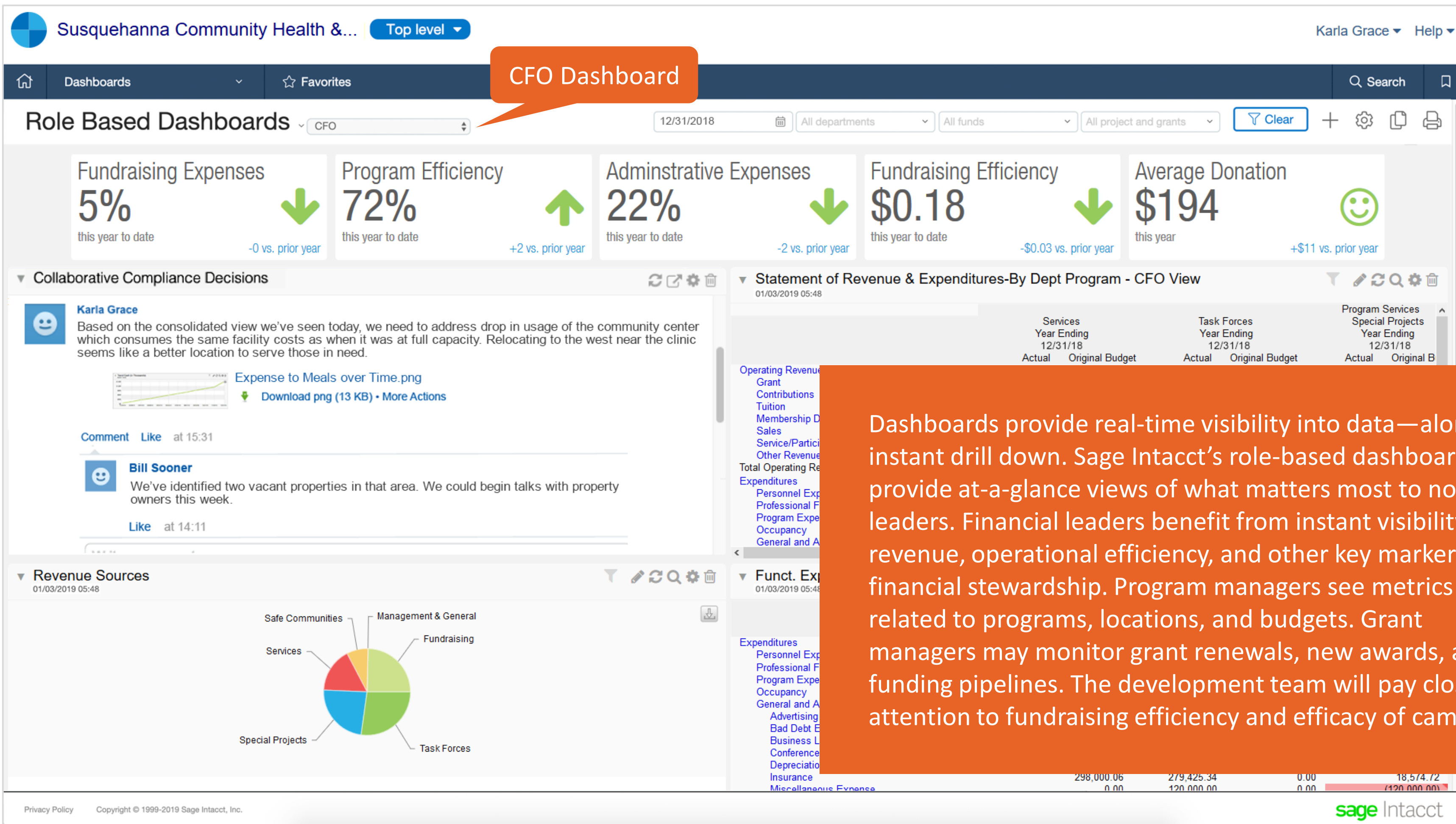
Customized dashboards display just the information needed for a specific role or a particular type of analysis.

Dashboards can contain charts, graphs and reports, as well as communication streams between staff members so they can share relevant information for collaboration.

In Sage Intacct, the finance team can easily configure dashboards, or even sets of dashboards, for any user role and set permissions to ensure that each user receives only the information that is relevant and approved for his/her role.

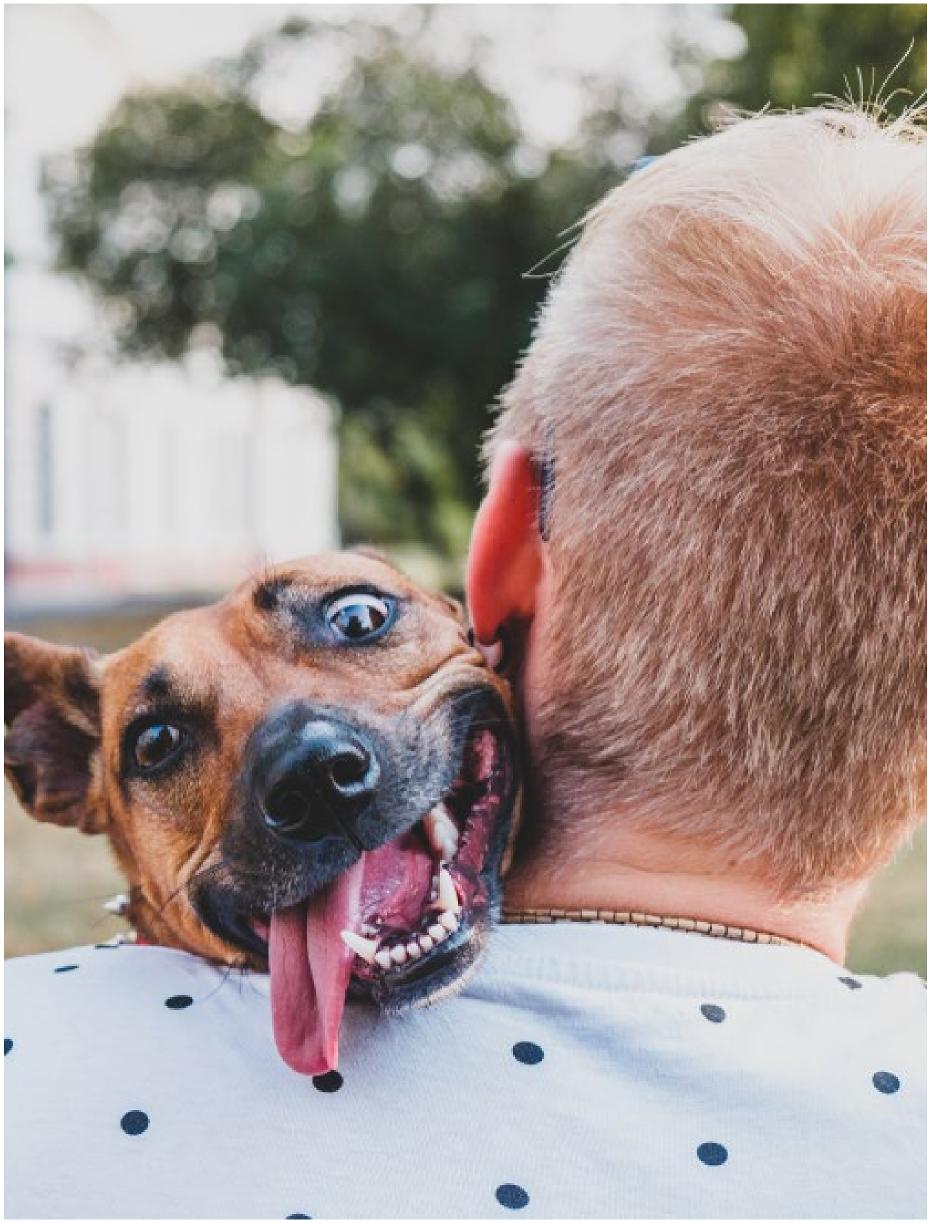
Role-based dashboards for stakeholders

Give your program staff, executives, board members, and others visibility to real-time data specific to their role in your organization with Sage Intacct Role-Based dashboard.



Dashboards provide real-time visibility into data—along with instant drill down. Sage Intacct's role-based dashboards provide at-a-glance views of what matters most to nonprofit leaders. Financial leaders benefit from instant visibility into revenue, operational efficiency, and other key markers of financial stewardship. Program managers see metrics related to programs, locations, and budgets. Grant managers may monitor grant renewals, new awards, and funding pipelines. The development team will pay close attention to fundraising efficiency and efficacy of campaigns.

"Before, everyone was in the dark, but with Sage Intacct it's a whole new world. Department managers can see precisely how they are doing with the click of a button... As a result, people are controlling their costs proactively, the organization's overall expenses are down, we're sticking to our budget, and our spend is under control."



PAWS CHICAGO

Alisa Brill
Chief Financial Officer
Paws Chicago

[Read the full customer success story]

Wide visibility through open integration

Leverage key data from across the organization by choosing a cloud financial management solution that supports effortless integration to best-in-class applications.

Easy integration with other streams of organizational data will provide executives and other stakeholders with the ability to track statistical metrics that are central to your organization's operations and programs. Sage Intacct provides users an open API standard to enable nonprofits to integrate cloud-based systems with much less difficulty or expense than traditional software integrations.

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

"From implementing Sage Intacct, to integrating it with other best-in-class tools like Stampli for accounts payable automation, Concur for employee expenses, and Vena Solutions for financial reporting, we've freed up a lot of resources. For example, we cut AP processing by 50 percent — time we can instead spend building dashboards, expanding our reporting, and improving our month-end close.

sifma

Sophie Usasz
Managing Director of Finance
SIFMA

[Read the full customer success story]

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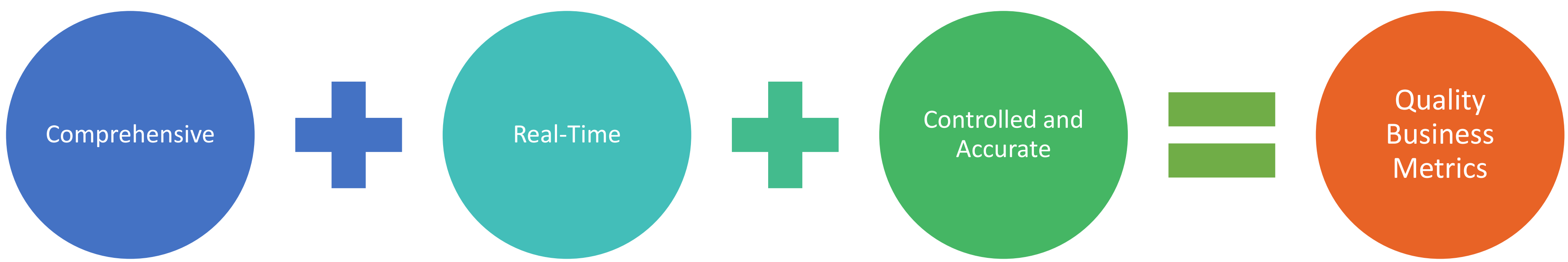
Real-time data, metrics, and reports

The final key to strategic reporting is access to real-time information instead of backward-looking data. It is really all about getting quicker insight to help ensure mission success.

Real-time reporting and dashboards enable finance professionals and executives to look forward and plan, based on what's really happening in programs. With Sage Intacct, you can logon anywhere in the world and get an instant, real-time view of what matters most to your organization.

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.



Leverage the cloud to see the full picture

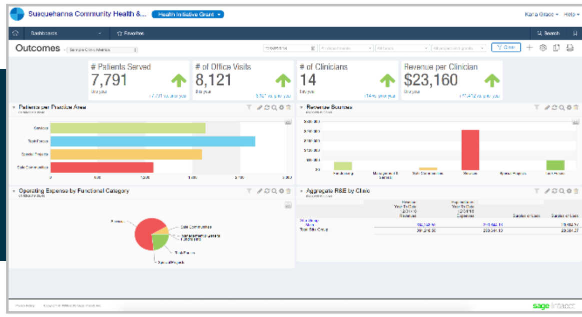
In this age of free-flowing information and complete transparency, nonprofits can't afford to continue with manual reporting of financial and operational performance.

The board, CEO, and CFO need timely, relevant, and accurate reports to help them steer the organization toward mission success. Donors and funders want to understand the real-world impact of the funds they donate. And staff needs to know the status of program details in order to make the right day-to-day decisions.

A true cloud financial management solution like Sage Intacct helps nonprofits stop looking backward and start planning forward—at every level—from program managers to executives.

Sage Intacct is purpose-built to provide easy and customizable reporting that drills down to the smallest detail and can also roll up multiple entities for a 30,000-foot view of organizational performance. At a low total cost of ownership, it delivers real-time, dimensional reporting of both financial health and operational outcomes, plus deep and wide strategic visibility across the organization thanks to open integration with other cloud systems.

Educational resources to help you make the right decision



Sage Intacct for Nonprofits overview video

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Room to Read customer story video

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Nonprofit Accounting Software Buyer's Guide

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Sage Intacct

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

Specializing in helping nonprofits and faith-based organizations 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: www.sageintacct.com/nonprofit

AICPA Business Solutions
Preferred Provider of Financial Applications

[1] Armanino McKenna, The CFO Evolution - Benchmark Survey Results

[2] TechValidate survey for Sage Intacct, "Growing Number of Nonprofit Organizations Benefitting from Intacct Cloud Financial Software," PRNewswire, March 9, 2015.

[3] 2017 Sage Intacct Nonprofit Innovation Report

[4] 2017 Sage Intacct Nonprofit Innovation Report

[5] 2017 Sage Intacct Nonprofit Innovation Report

[6] Blue Avocado, "Adding It All Up: Nonprofit CFO Study," Jan Masaoka and Steve Zimmerman, October 22, 2013.

[7] BDO, "Nonprofit Standards, a Benchmarking Survey," June 2018.

[8] BDO, "Nonprofit Standards, a Benchmarking Survey," June 2018.