



**CONSULTING**  
BUSINESS ADVISORS AND TECHNOLOGY SOLUTIONS

**sage** Intacct

# Powerful Nonprofit Management: Grants, Outcome Metrics, Spend Management, and More

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# Presenters

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## KEVIN SHIVES

» Partner

Kevin has over 25 years of experience helping clients optimize their people, processes and systems for competitive advantage. Prior to joining SSF, Kevin has held senior finance and management positions in multiple companies in the SF Bay Area. In his current role as Technology Partner, he works with clients to develop highly effective and cost-efficient corporate governance, internal audit, Sarbanes-Oxley (SOX), accounting systems and process optimization solutions.



## TOM ACHOR

» Sr. Solutions Consultant

With over 30 years of experience, Senior Solutions Consultant, Tom Achor, specializes in delivering accounting support and helping clients evaluate, implement, and optimize cloud-based financial and ERP software investments.

Tom brings a deep understanding of accounting challenges that businesses face as well as current and emerging tools and technologies to meet those challenges.

# Presenters

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## MICHAEL SUDBERRY

### » Sr. Systems Implementation Specialist

With over 7 years of experience, Senior Systems Implementation Specialist Michael Sudberry specializes in helping companies implement and optimize financial management solutions for their unique business needs. Michael has worked extensively with clients in the restaurant, non-profit, and professional services industries. Michael leverages his accounting background and multiple Sage Intacct Certifications to support clients.

Michael received his Bachelor of Business Administration in Accounting from Middle Tennessee State University. In his free time, Michael enjoys building guitars, making wine, and trying new cuisine.

# Firm Overview



## TAX

Individual & Business • Preparation  
Planning • Representation • Appeals  
M&A • Multi-State & International



## AUDIT

Audit • Assurance • SOX Compliance  
Employee Benefits Plan



## TECHNOLOGY CONSULTING

Assessment • Implementation • Integration • Support



## BUSINESS ADVISORY CONSULTING

Outsourced Accounting • Executive Placement • Internal Audit /  
SOX • Sustainability

## HIGHLIGHTS:

- » 40+ Years in Business
- » US & International Clients
- » Thousands of hours dedicated to community service each year
- » Six locations throughout the West Coast



Certified



Corporation™



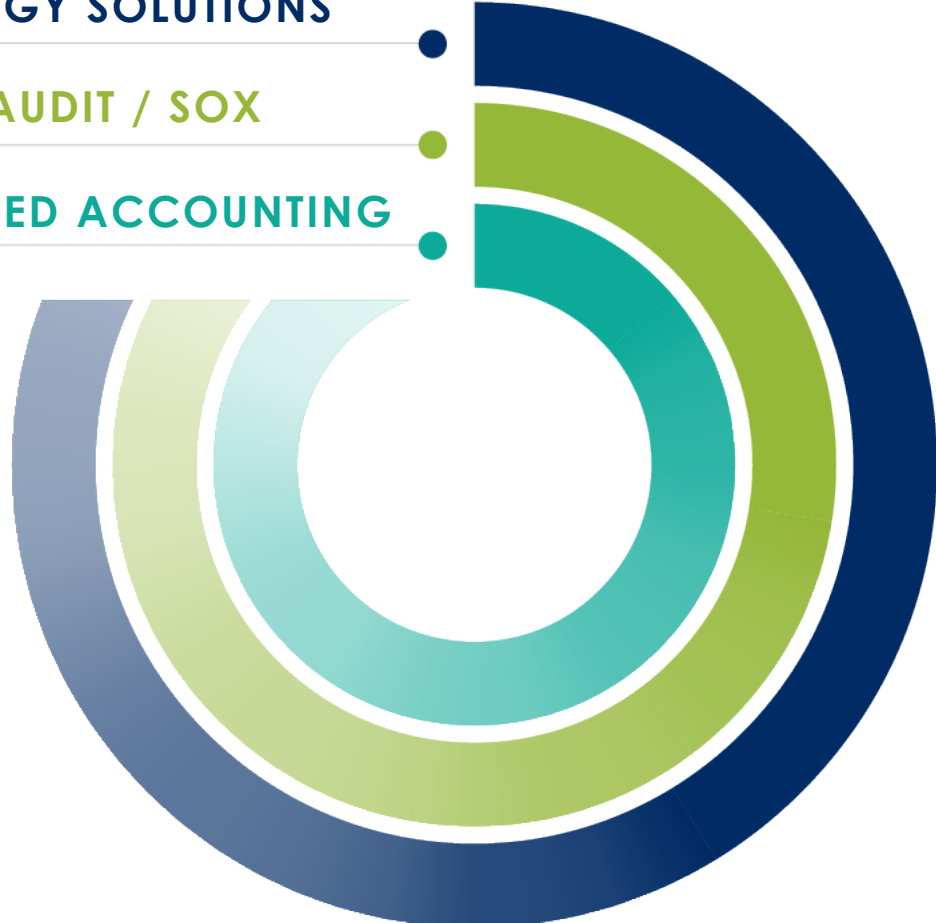
AICPA®

# SSF Consulting Overview

## TECHNOLOGY SOLUTIONS

INTERNAL AUDIT / SOX

OUTSOURCED ACCOUNTING



## TECHNOLOGY SERVICES:

- » Assessments
- » Implementation
- » Upgrades
- » Integration
- » Support

## CERTIFIED PARTNER:

sage Intacct WHEREFOUR™

Avalara BLACKLINE

Bill.com™ limelight

LEASERUNCH

# Agenda

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- Accounting challenges for Nonprofit
- Managing grant, fund, and donor accounting
- Managing restrictions and releases
- Spend Management
- Pre-built reports and dashboards for nonprofits
- Outcome metrics

# Life as a Nonprofit: Common Challenges

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- New service demands from pandemic, housing crisis, climate change impacts
- Shortage of accountants
- Influx of new funding and requirements
  - COVID relief – Federal pass-through
  - Foundation grants with restrictions
- Applying GAAP for revenue recognition
- Managing spend with larger services footprint

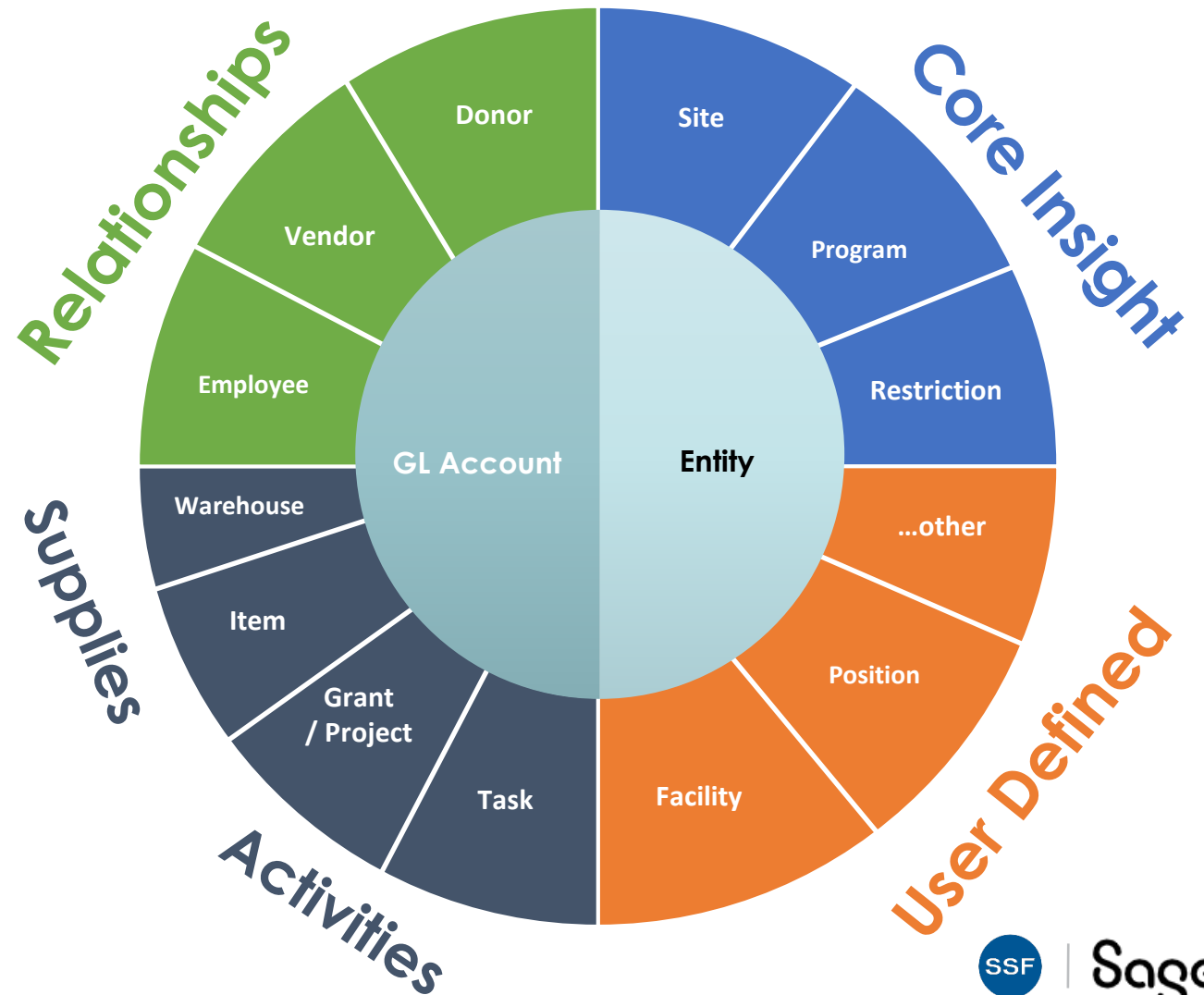
# Managing Grant/Program/Restrictions

Grants	Programs		
	Youth Center	Food Service	Outreach
Dupont Foundation Award		X	
Travis County Contract			X
Wallace Trust	X	X	



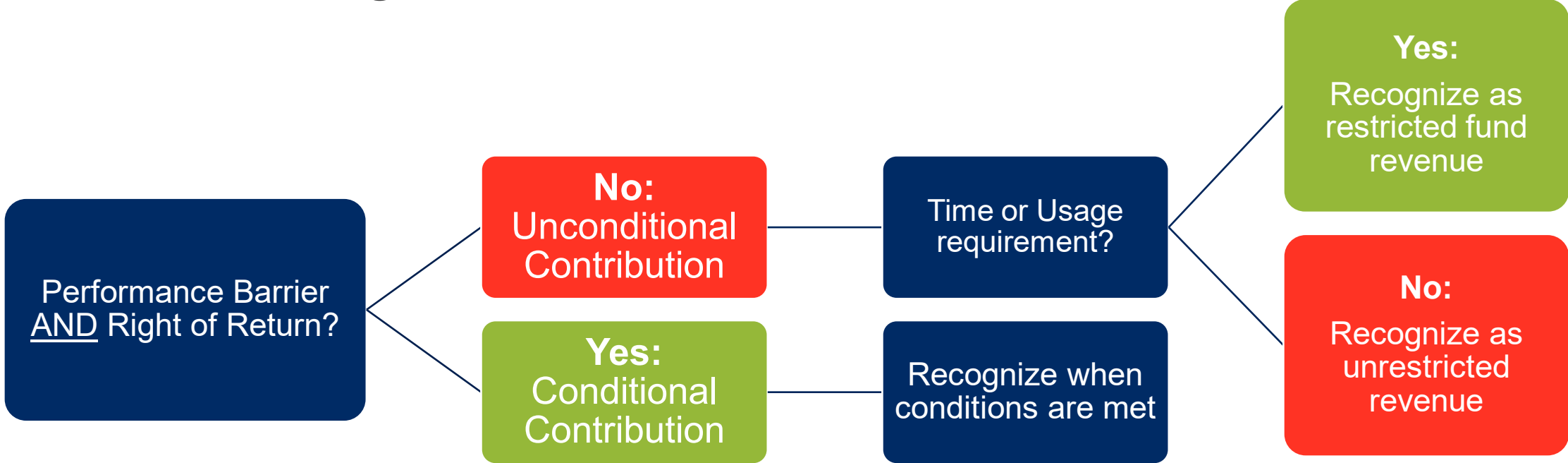
# Nonprofit Management Using Dimensions

- Entity and GL Accounts are essential
- Sites, Programs, and Restrictions are tagged independently
- Donor, Vendor, and Employee tagged on transactions by default
- Grants & Projects can be tied to Donor, with default Program/Restriction

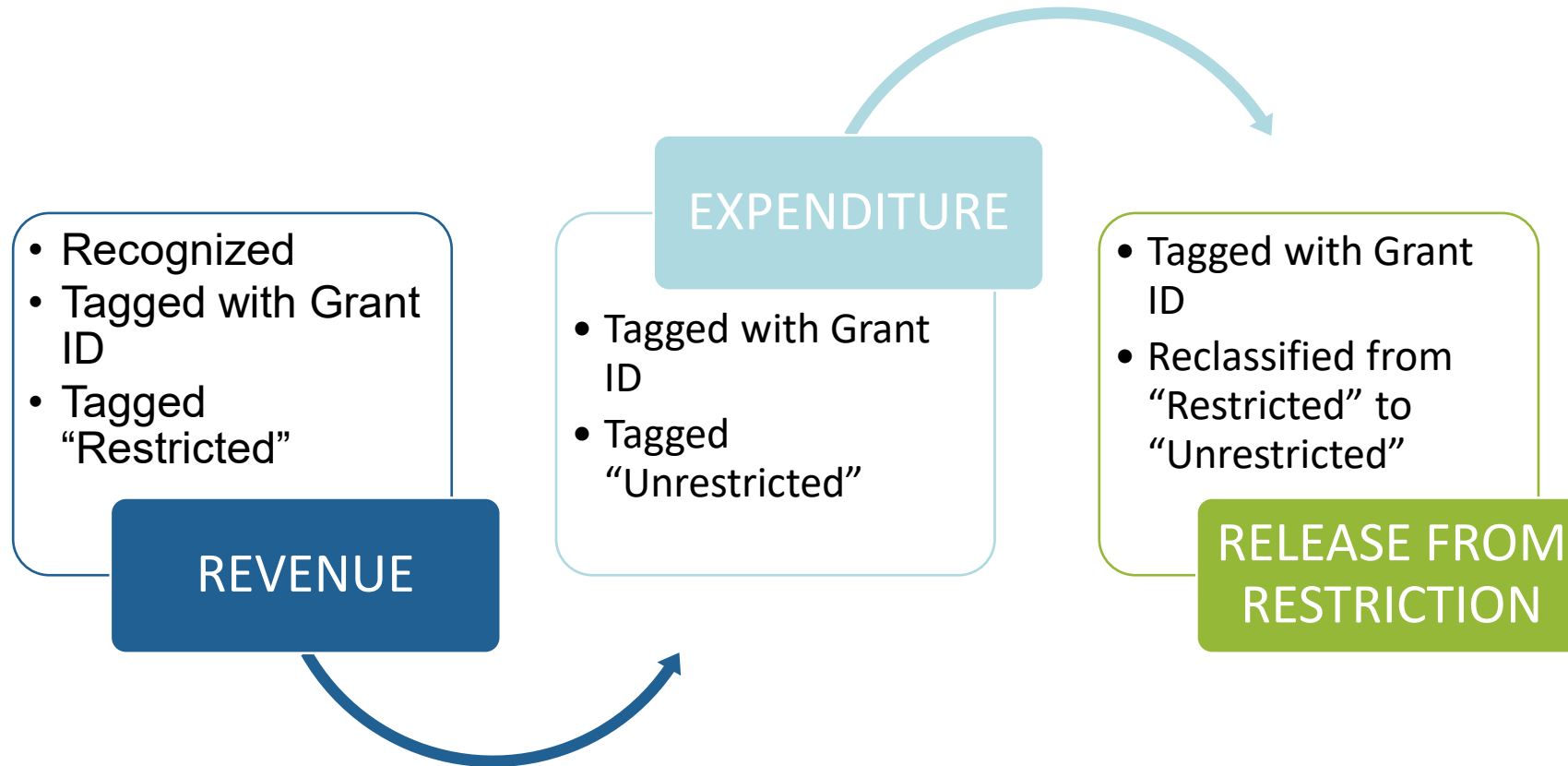


# Contributions under ASU 2018-08

## Non-Exchange Transaction



# Spending Restricted Funds



# Budgeting Challenges

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- Non-Integrated Information between Spending and Budget
- No Approval Processes
- “After the fact” reconciliation of Spend
- Lack of Visibility

# What is Spend Management?

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- Sage Intacct allows you to validate transactions against a budget, period, and dimensions
- Offers warning or hard stop for transactions exceeding budget amount
- Validation available in:
  - Purchasing (even before a posting-type transaction occurs)
  - Accounts Payable
  - General Ledger
- Ability to include “committed expenses” or encumbrances

# Dashboards & Reports

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- QuickStart Reports Library
  - NFP Specific: Form 990 schedules, FAS 117 and 958 financials
- Role Based Dashboards
  - Included in Quickstart, also easy to build

# Dashboards & Reports

## QuickStart Reporting Package

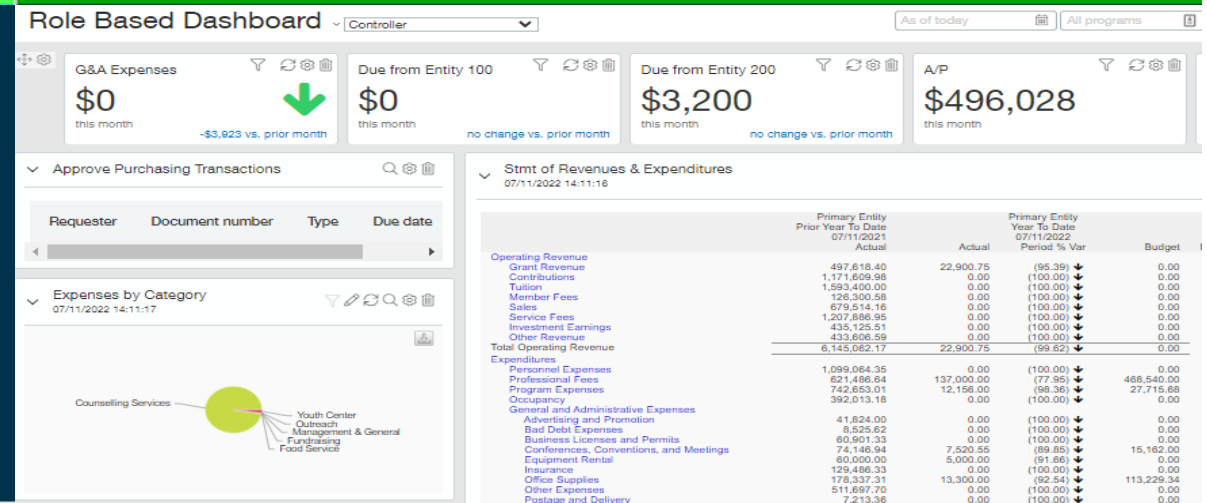
- Provided by Intacct with Core Financials
- Distinct account groups per vertical focus
- Includes Financial Reports, Graphs, and Dashboards
- Installed via the Financial Reports Library

## Financial Reports & Graphs

- Pull data posted to the GL and budget
- Can include dimension attributes
- Users can create new reports
- Can restrict per user/user group

## Dashboards

- Display data from pre-existing reports and graphs
- Users can create new dashboards
- Can restrict per user/user group



# M&E and Outcome Metrics

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## INDICATOR

- Percentage of Grade 6 primary students continuing to high school

## DEFINITION

- Number of students who start the first day of Grade 7, divided by the total number of Grade 6 students the previous year, multiplied by 100.

## SAMPLE CALCULATION:

80 Students start first day of Grade 7 in Sept 2021

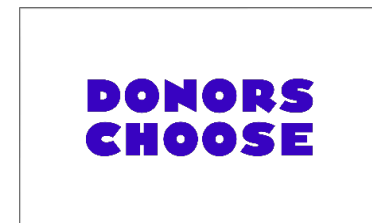
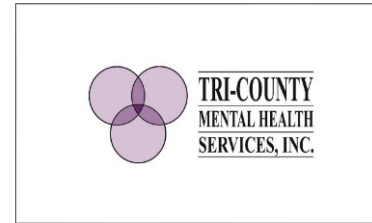
\_\_\_\_\_ X 100 = **45.7%**

175 Grade 6 Students in June 2021

Example from tools4dev.org



# Successful Nonprofits Trust Sage Intacct

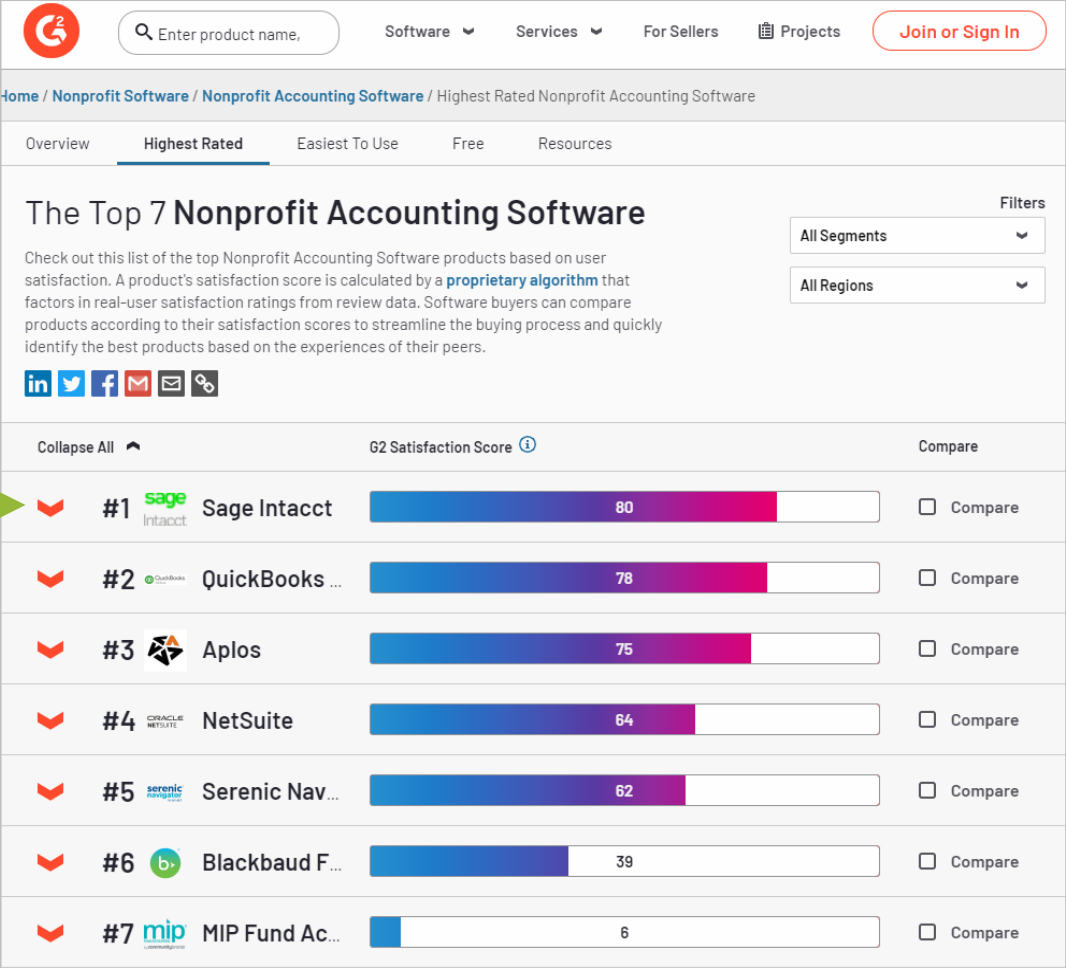


# G2 Grid® Report for Nonprofit Accounting



**Leader**  
SPRING  
2022

**Sage Intacct is #1, with the highest satisfaction rating**



# Sage Intacct Open API

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- CRM
- Fixed assets
- Stripe
- Payroll
- Expense
- Fluxx (grant making)

200+ Sage Intacct MarketPlace integrations

# Recap

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- Accounting challenges for Nonprofit
- Managing grant, fund, and donor accounting
- Managing restrictions and releases
- Spend Management
- Pre-built reports and dashboards for nonprofits
- Outcome metrics
- Sage Intacct Overview



Questions?

# | Thank You!

For questions or to request a personalized demo, contact us:

**Kevin Shives** | (408) 673-2996 | [kshives@ssfillp.com](mailto:kshives@ssfillp.com)

**Tom Achor** | (925) 271-8620 | [tachor@ssfillp.com](mailto:tachor@ssfillp.com)

**Michael Sudberry** | (925) 271-8620 | [msudberry@ssfillp.com](mailto:msudberry@ssfillp.com)

