SSF CONSULTING
BUSINESS ADVISORS AND TECHNOLOGY SOLUTIONS
Sage
Digital Transformation for Nonprofits With Sage Intacct

Presenters

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.

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.

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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

BEST of Accounting CLIENT SATISFACTION 2022

Certified B Corporation

AICPA

SSF Consulting Overview

TECHNOLOGY SOLUTIONS

INTERNAL AUDIT / SOX

OUTSOURCED ACCOUNTING

TECHNOLOGY SERVICES:

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

CERTIFIED PARTNER:

Sage

BLACKLINE

Avalara

limelight

Bill.com

LEASECRUNCH

Agenda

- Accounting Challenges For Nonprofits
- Managing Grant, Fund, And Donor Accounting
- Managing Restrictions And Releases
- GL Outlier Assistant
- AP Bill Automation
- Budgets & Spend Management
- Bank Reconciliation Automation
- Pre-built Reports And Dashboards For Nonprofits
- Outcome Metrics

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Life as a Nonprofit: Common Challenges

- 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

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

Managing Grant/Program/Restrictions

Program Expenses by Grant

	Expenditures				
	Counseling Services Month Ending 12/31/2021	Youth Center Month Ending 12/31/2021	Food Service Month Ending 12/31/2021	Outreach Month Ending 12/31/2021	All Programs Month Ending 12/31/2021
	Actual	Actual	Actual	Actual	Actual
▼ Active Projects					
Vatheuer Family Foundation	15,528.01	0.00	0.00	0.00	15,528.01
Templeton Expansion	6,211.20	0.00	0.00	0.00	6,211.20
Hartwell Center	6,211.20	0.00	0.00	0.00	6,211.20
Outreach Campaign	3,105.60	0.00	0.00	0.00	3,105.60
Claremont Impact Study	2,596.87	0.00	0.00	0.00	2,596.87
Tarrant County Contract	0.00	2,258.12	0.00	0.00	2,258.12
Holcombe Federal Grant	0.00	0.00	1,038.75	0.00	1,038.75
Digital Humanities	0.00	(150.00)	0.00	0.00	(150.00)
Health Initiative 1 Grant - SEFA Details	6,426.00	0.00	0.00	0.00	6,426.00
Health Initiative 1 Grant Award year 2	13,628.95	0.00	0.00	0.00	13,628.95
Travis County Contract	0.00	0.00	0.00	57,000.00	57,000.00
Rural Health Network	0.00	0.00	9,000.00	0.00	9,000.00
Slytherin Award	10,000.00	0.00	0.00	0.00	10,000.00
Shared	0.00	0.00	57,783.00	0.00	57,783.00
Non-Project or Grant Related	194,921.97	123,121.91	83,801.61	59,951.09	461,796.58
Total Active Projects	258,629.80	125,230.03	151,623.36	116,951.09	652,434.28

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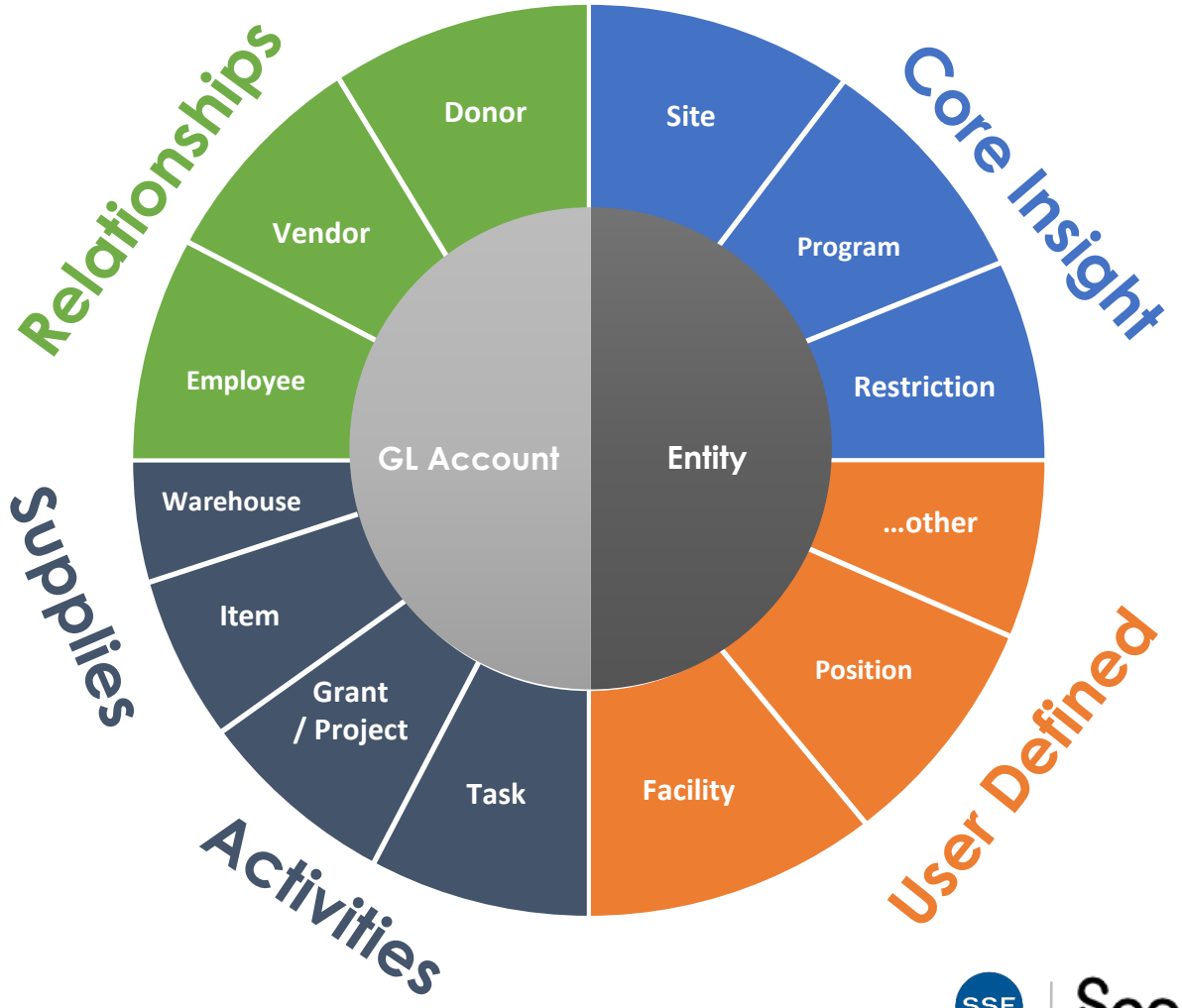
Nonprofit Management Using Dimensions

- 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



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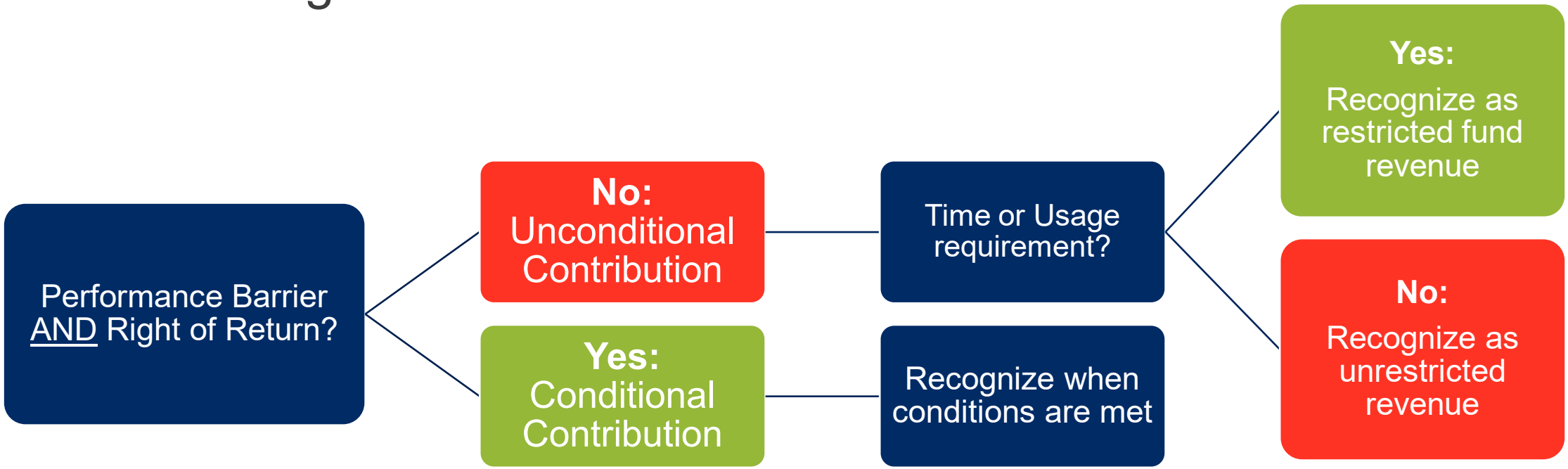
Contributions under ASU 2018-08

Non-Exchange Transaction



Automated Release from Restriction

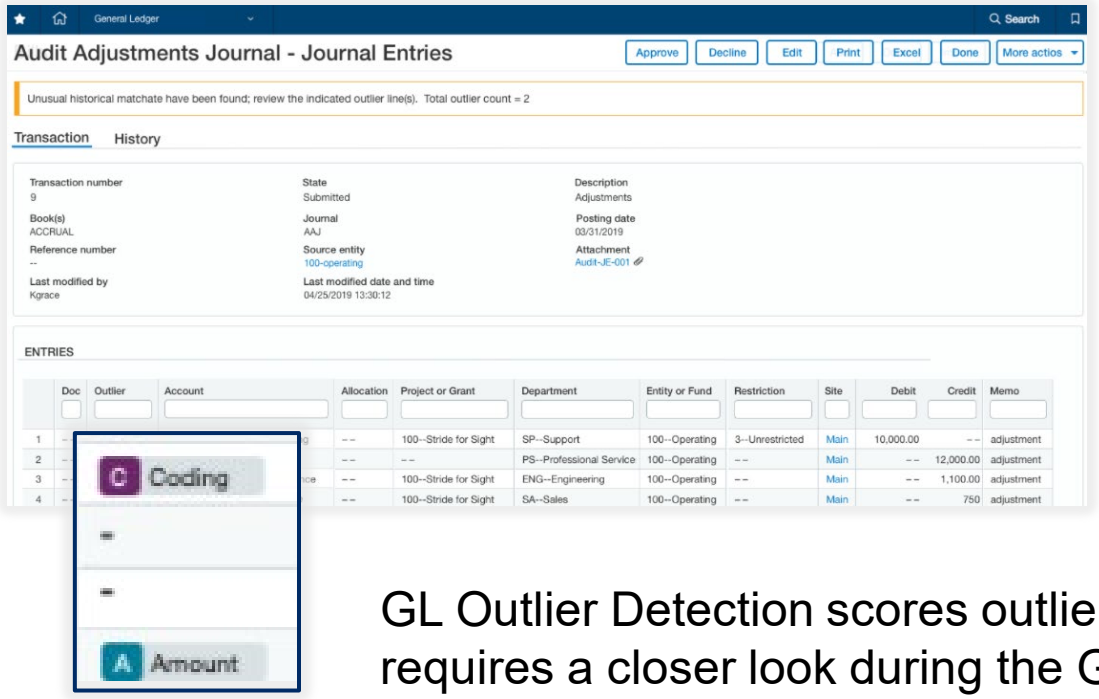
As qualified expenses are incurred on a grant or project, Sage Intacct can release the matching revenue from restricted into unrestricted funds.

	Restricted	Unrestricted
Grant Revenue Received	Restricted Grant Revenue	
Unrestricted Expenditures		Qualified Grant Expense
Satisfaction of Restrictions	Release Revenues →	Unrestricted Grant Revenue

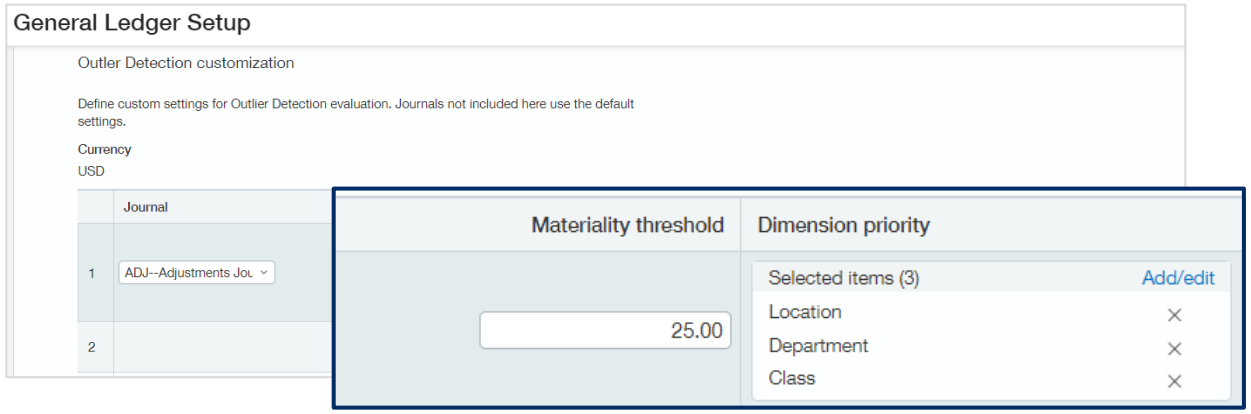
Improved GL Outlier Detection

Focus on what matters with improved at-a-glance visuals and configuration optimizations:

At-a-glance visuals for outlier type (Coding, Amount, Multiple)



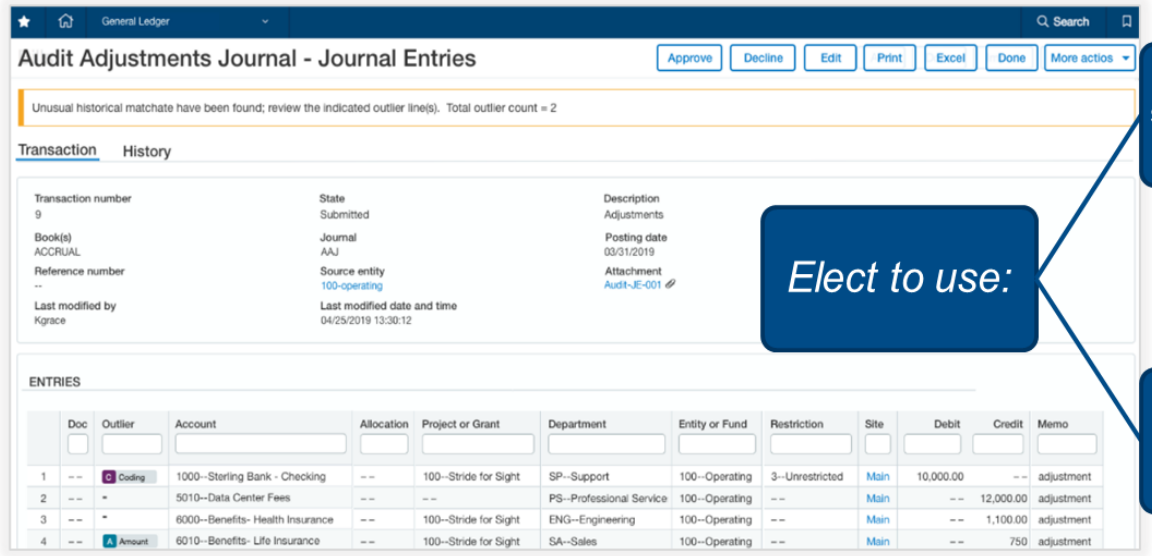
Optimize configuration for what gets flagged



GL Outlier Detection scores outliers using machine learning to call attention to what requires a closer look during the GL approval process

General Ledger Outlier Assistant

- GL Outlier Assistant can now be enabled for GL Entry and Approvals
  - AI-powered Outlier Assistant can auto approve submitted journal entries with no exceptions
  - Submitters can use GL Outlier Assistant to review before submitting entries for approval



Elect to use:

As only approval step for those that have a small staff

Submitted Entries

No Outliers - Post

Outlier Detected - Return for Review

For submitters to review outliers before sending to approvers

Submitted Entries

No Outliers – Routed to Approver

Outlier Detected – Return for Review

AP Automation

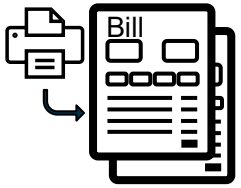
Streamline workflows, eliminate manual steps, and save time

AP Bill Automation

Electronic Payments

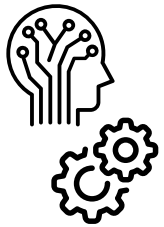
RECEIVE

e-mail



Scan

PROCESS

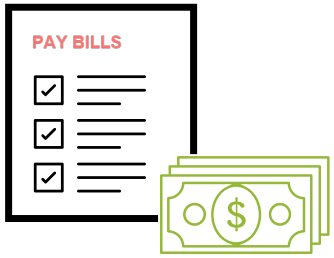


Digitize

Review

Approve

PAY



RECONCILE

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What is Spend Management?

- 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

Bank Reconciliation Automation

- Demo
- Matching Rules
- Creation Rules

Dashboards & Reports

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

M&E and Outcome Metrics

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:

$$\frac{\text{80 Students start first day of Grade 7 in Sept 2021}}{\text{175 Grade 6 Students in June 2021}} \times 100 = \mathbf{45.7\%}$$

Example from tools4dev.org

M&E and Outcome Metrics 45.7%

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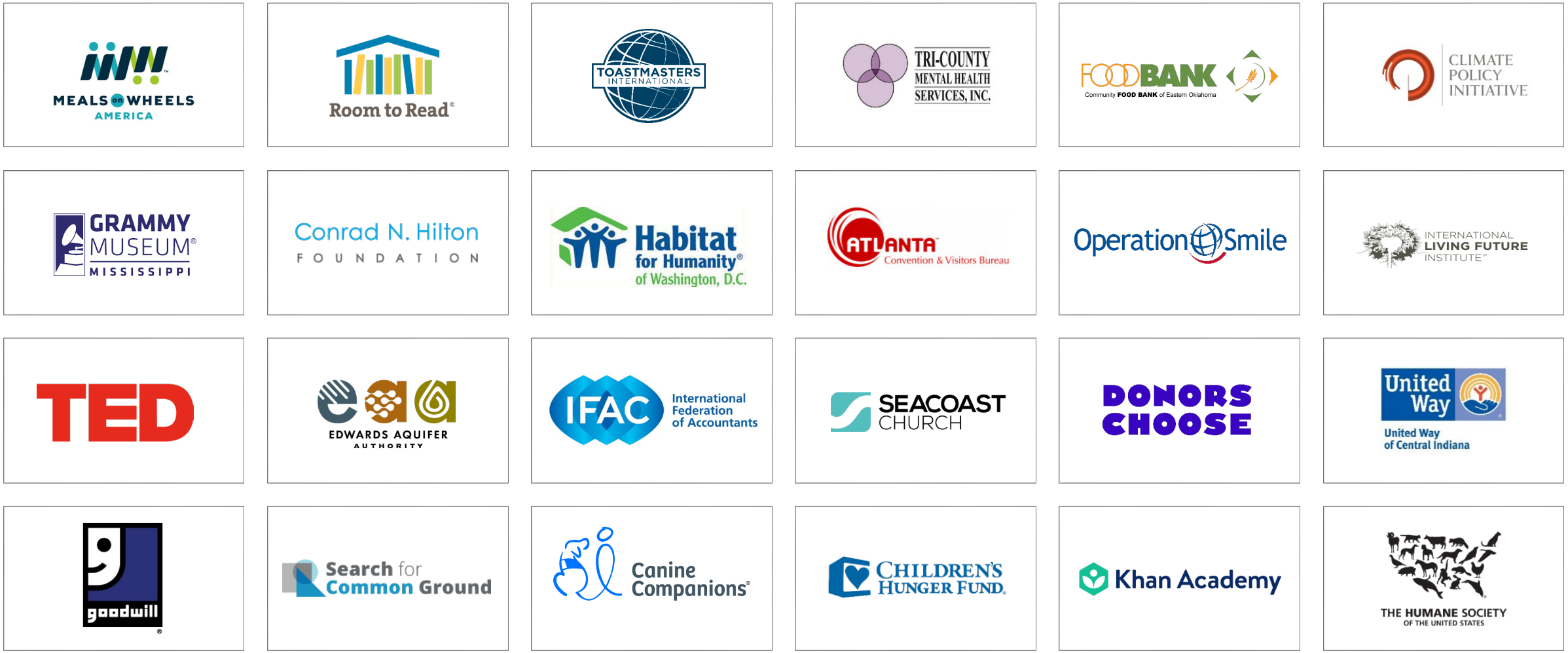
Successful Nonprofits Trust Sage Intacct



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Recap

- ✓ Accounting challenges for Nonprofit
- ✓ Managing grant, fund, and donor accounting
- ✓ Managing restrictions and releases
- ✓ GL Outlier Assistant
- ✓ AP Bill Automation
- ✓ Budgets & Spend Management
- ✓ Bank Reconciliation Automation
- ✓ Pre-built reports and dashboards for nonprofits
- ✓ Outcome metrics

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Questions & Answers

Thank You!

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

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