

## SUCCESS STORY

# Not-for-profit saves hours at month-end with Sage Intacct

*WCIG simplifies accounting and reclaims time to focus on delivering strategic financial advice*



Based in Melbourne and Geelong, WCIG is a not-for-profit organisation committed to improving lives through practical responses to unemployment and disadvantage. Started in 1986, the organisation aims to empower people to achieve a meaningful role in society, by delivering a range of employment, disability, youth and training programmes.

### Key outcomes:

- Saves four hours at month-end close thanks to customisable dashboards
- Streamlined business-wide communication with a single source of truth
- Finance team now has more time to deliver strategic advice and analysis
- Seamlessly integrated new business entities in days instead of weeks
- Reduced costs with a highly flexible solution designed for not-for-profits



Company

**WCIG**

Location

**Melbourne and Geelong**

Industry

**Not-for-profit**

Sage Solution

**Sage Intacct**

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[www.sage.com](http://www.sage.com)



Sage Intacct provides real-time financial insights and helps automate complex processes.

**“Reviewing the month-end close used to take me five hours. Now thanks to Sage Intacct’s customisable dashboards, it takes less than an hour.”**

Nunzio Giunta, Outsourced CFO, WCIG

#### **Held back by limited accounting software**

WCIG was facing several challenges with its legacy accounting software, which meant team members were spending valuable time on internal reporting which could have been better spent serving the community.

Nunzio Giunta is Managing Partner of Giuntabell, a CPA accounting practice that exclusively supports not-for-profits and charities. He has served as WCIG’s outsourced CFO since 2017. He says the organisation’s previous accounting system wasn’t flexible and made month-end a very time-consuming process – taking on average 15 to 20 days.

“We weren’t able to get the right information to key stakeholders promptly. We were stuck in a cycle of emailing reports to managers, waiting for them to respond, making changes and then finalising reports,” he says.

Not only that but, according to Giunta, the reporting functionality couldn’t keep pace with changes occurring within WCIG. If the team needed to alter a report, it required considerable effort to restructure the accounting system because it was essentially hard-wired.

Giunta knew this was an inefficient way of operating and that the organisation needed to shorten and improve this process. “We needed a system that was flexible so we could provide specific information to different managers and evolve rapidly when they required any additional information.”

#### **Upgrading to a flexible, cloud accounting solution**

After assessing the market, WCIG became the first Australian customer of Sage Intacct – a highly intuitive, cloud financial management solution that delivers accounting capabilities for not-for-profit organisations, as well as scale-up and enterprise businesses.

Sage Intacct helps organisations gain real-time financial insights, automate complex processes, and its open API allows customers to easily share data and connect multiple solutions.

Giunta was so impressed by the solution that his company, Giuntabell, became a certified Sage Intacct Partner and now acts as a value-added reseller for the solution. “The fact that Sage Intacct’s modules are designed for not-for-profits and over a third of its US customers are in that sector made me realise this is a huge opportunity for Giuntabell to help not-for-profits simplify their finances.”





Performing the month-end close is much easier and quicker with Sage Intacct.

**“Sage Intacct allows us to customise dashboards for our CEO and senior managers. With a few clicks, they can access all the information and documents they need, in one place.”**

Nunzio Giunta, Outsourced CFO, WCIG

#### **Simplifying month-end and enhancing visibility with customisable dashboards**

With Sage Intacct, WCIG's month-end closing process is much easier and quicker, says Giunta. "Reviewing the month-end close used to take me five hours, with considerable manual work. Now thanks to Sage Intacct's customisable dashboards, it takes less than an hour," he adds.

The dashboards have proved invaluable for providing a single source of the truth for Giunta, who no longer has to go through the time-consuming process of sending reports to senior managers, then emailing back and forth when they have queries. The dashboards can be customised for the CEO and senior managers in the way they need it. They can also access all the information and documents they need in one place.

Giunta says this is particularly useful for managers who look after specific cost centres. "They can use their dashboards to easily drill down and examine individual transactions and even source documents. Everyone now has all the information they need, when they need it."

#### **Saving critical time during the COVID-19 crisis**

Having information at their fingertips has become even more crucial during the COVID-19 crisis, according to Giunta. When senior management needs to make quick decisions, they don't have to rely on the finance team to develop reports and analyses, which was previously the case, he says.

"With Sage Intacct, our stakeholders can easily log in and perform trend analysis and forecasting within their dashboards. The CEO can do this over the weekend from home and be ready to make decisions on Monday morning – which is invaluable when time is so critical."

And, the flexibility and intuitive nature of the software means the finance team don't have to rely on developers to build and customise reports – they can do all that easily themselves and create reports on the fly, he adds.



Sage Intacct helps to generate a cultural change within organisations.

**“By helping us work much more efficiently, Sage Intacct has allowed our finance team to reclaim time which we now spend providing strategic advice to senior management.”**

Nunzio Giunta, Outsourced CFO, WCIG

#### **Moving from number crunching to financial advisory**

Another aspect of Sage Intacct that Giunta says has been beneficial is the ease of access to information. “I can now gain a sense of how the business is performing almost instantly, without having to perform the considerable manual work required with our previous system. I feel I have much more control, and I can gain that control much more quickly,” he says.

This has not only helped the organisation work more efficiently, but it means the finance team can reclaim time which they now spend providing strategic advice to senior management. This has helped change the reputation of the finance team inside the organisation, according to Giunta.

“The finance team is no longer seen as separate from the rest of the business, concerned with getting the numbers right. Now we’re relied upon to provide valuable insights and analysis to help senior management make informed decisions,” he says.

#### **Seamlessly integrating new business entities, with minimal effort**

One of those decisions was to recently acquire another not-for-profit organisation. Previously, according to Giunta, it would have taken around six weeks to integrate and get the systems working together. But with Sage Intacct, it took only a few days.

“Thanks to Sage Intacct’s dimensional accounting functionality that’s designed for not-for-profits, we were able to integrate seven business sites without having to make changes to our reports – it just worked,” Giunta says.

The ease of the technology also means WCIG has avoided the cost of hiring additional staff. The organisation is growing without having to increase the finance team headcount, because the software does the hard work and has made the processes so simple.

“As the first Sage Intacct customer in Australia, we received excellent support from Sage throughout the implementation process and beyond. I would highly recommend Sage Intacct to other not-for-profit organisations,” Giunta concluded.





Sage Intacct is an intuitive and highly flexible system that's built for finance teams.

**“When WCIG acquired another not-for-profit organisation, it took only a few days to integrate that business into our own thanks to Sage Intacct. This would have taken six weeks with our previous solution.”**

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Nunzio Giunta, Outsourced CFO, WCIG

#### **About Sage**

Sage (FTSE: SGE) is the global market leader for technology that helps businesses of all sizes manage everything from money to people – whether they're a start-up, scale-up or enterprise. We do this through Sage Business Cloud - the one and only business management solution that customers will ever need, comprising Accounting, Financials, Enterprise Management, People & Payroll and Payments & Banking.

Our mission is to free business builders from the burden of admin, so they can spend more time doing what they love – and we do that every day for three million customers across 23 countries, through our 13000 colleagues and a network of accountants and partners. We are committed to doing business the right way, and giving back to our communities through the Sage Foundation.

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