

Sage Intacct Helps Global Public Health Organization Manage \$14 Million in New Restricted Funding

Vitamin Angels



Challenges

Modern Financial Management for a Multi-Entity Nonprofit

Vitamin Angels is a global public health nutrition organization that promotes health and economic equity across the lifespan by ensuring nutritionally vulnerable, underserved young children and pregnant women have access to evidence-based nutrition interventions. With a presence in over 70 countries, the nonprofit organization's mission is to break the cycle of intergenerational poverty by intervening early in life.

Vitamin Angels has grown rapidly in the last five years but, until recently, it was still using Intuit QuickBooks and many manual, paper-based processes to manage its finances. For example, its finance team used Excel spreadsheets to track different international entities and product inventory across 13 warehouses. These challenges led the organization to avoid restricted grant opportunities because the administrative burden was too great. The team recognized that a new, more advanced system was long overdue, and went looking for a solution that could easily connect to their donor management in Salesforce.

They evaluated FinancialForce and Sage Intacct, ultimately choosing Sage Intacct for its ability to seamlessly integrate with Salesforce, along with a better user interface and flexible reporting capabilities. As a result, the team not only improved accounts payables efficiency by 60% and eliminated accounts receivables and revenue data entry, but also helped increase restricted revenue by \$14 million dollars over three years.

Solutions

60% Efficiency Improvement in AP Processes

After implementing Sage Intacct, Vitamin Angels streamlined several processes, enabling easier multi-currency, multi-entity financial management. Bonnie Forssell, Vitamin Angels' CFO, explained, "All the technical accounting for multi-currency transactions, intercompany transactions and global consolidations is now completely automated within the system. We went from managing them in a cumbersome spreadsheet to just a few clicks with Sage Intacct." The software also makes it easy for Vitamin Angels to expand into new countries and set up separate entities to meet each country's compliance and reporting requirements. Sage Intacct's automation allowed the team to formalize financial best practices and perform a consistent monthly close.

Sage Intacct's fully automated AP processes enable more self-service for employees and budget managers — including paperless approval workflows — making them 60% more efficient. "The system sets rules that prevent manual errors and helps our employees code invoices correctly, finance does a review, and then we pay our vendors promptly via ACH. It's great that I don't have to



vitamin angels®

Company Overview

Vitamin Angels is a public health nonprofit working to improve nutrition and health outcomes in low-resource settings worldwide. They strengthen, extend, and amplify the impact of their partner organizations working to reach the most nutritionally vulnerable groups – pregnant women, infants, and children – who are underserved by existing systems. They do this by delivering evidence-based interventions and offering technical assistance, including ongoing monitoring and evaluation, to ensure program quality, scale, and impact. Vitamin Angels works with over 2,000 local organizations, including governments, to reach more than 60 million women and children in 65 countries annually. To learn more, visit vitaminangels.org.

Executive Summary

Previous Software:

- Intuit QuickBooks

Results with Sage Intacct:

- Increased restricted revenue by \$14 million over 3 years
- Freed up \$200,000 in logistics costs, helping serve an additional 800,000 women and children
- Improved AP efficiency by 60%
- Saved 10 hours per month in AR data entry

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physically sign checks anymore and no more filing invoices, which would have been a nightmare while working from home during COVID," noted Forssell.

Integrations with Salesforce for donation tracking and Proliant for payroll further improved productivity. By fully automating revenue transactions, the Salesforce integration alone saved the team up to 10 hours per month in data entry. "Before, whenever we got a donation, we'd manually enter it into Salesforce and then again into QuickBooks. It was a very tedious process with a lot of room for error," Forssell said. "Now, it's a completely automated flow from our website to Salesforce to Sage Intacct and saves us a day and a half of work." Next, Vitamin Angels plans to fully integrate Sage Intacct with its Rootstock system for inventory management.

Results

Opening the Door to Impact Millions of Lives

With Sage Intacct, the finance team can keep pace with the organization's rapid growth while also building the confidence of major donors to open up new avenues of long-term funding. "It has completely changed our trajectory," shared Forssell. "Because we're more efficient now with our use of technology, we're emboldened to seek new opportunities for growth through restricted funding – despite more rigorous reporting requirements."

With better financial visibility, the team can shift their mindset toward investments that will have a bigger impact and return on mission over the long term. Just after adopting Sage Intacct, the organization brought in \$215,000 in new restricted grants, and next year it anticipates over \$7 million in restricted revenue and \$14 million over the next three years. This funding supports more innovative projects that ultimately will impact millions of pregnant women and young children around the world.

Leadership now has the knowledge they need to make more timely educated decisions, thanks to Sage Intacct's multidimensional reporting. It allows Vitamin Angels to break down costs by country or region and forecast with more accuracy and confidence throughout the year.

For example, shortly after implementing Sage Intacct by tracking shipping costs with dimensions, the team recently identified \$200,000 in logistical savings and freed up those resources to serve an additional 800,000 women and children. "Sage Intacct is a game-changer for us," Forssell concluded. "It's allowed finance to play a more strategic role in the organization and changed the way we look at ourselves as a team."

“Using custom dimensions in Sage Intacct to track costs, we identified \$200,000 in logistical savings, which enabled us to provide essential vitamins and minerals to an additional 800,000 undernourished pregnant women and children.”



Bonnie Forssell,
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