5 Telltale Signs Your Not-for-profit Has Outgrown MYOB AccountRight

(and what to do about it)

Not-for-profit

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The pains of growing beyond the capabilities of MYOB AccountRight

A good fit for a small not-for-profit, MYOB AccountRight wasn't built for the complex needs of an expanding not-for-profit.

Many small not-for-profits manage accounting operations with small business software such as MYOB AccountRight. MYOB AccountRight is a great bookkeeping solution for small not-for-profits, but as your organisation grows in size and complexity, you'll start to feel some growing pains. You might be able to limp along with MYOB AccountRight, but you'd be missing out on the benefits that a more robust system could bring, including:

• Saving tens to hundreds of hours each month on manual accounting tasks.

• Fostering good stewardship with increased data transparency.

• Shortening the monthly close by 30% to 75%

Read on to learn the five telltale signs that your not-for-profit has outgrown MYOB AccountRight and what to do about it.

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5 signs you've outgrown MYOB AccountRight

1 **Inadequate Visibility.**
"It's difficult to make data-driven decisions without a real-time view of financial performance."

2 **Manual processes.**
"Cumbersome workarounds have left our team over-reliant on spreadsheets and manual entry."

3 **Information silos.**
"Our team manually researches, re-enters, and verifies data that's already captured elsewhere."

4 **Insufficient reporting trail.**
"With multiple funding sources, our monthly close and reporting are complex and time-consuming."

5 **Restricted growth.**
"As we've grown, so has our MYOB AccountRight file and it's become time-consuming to complete even basic tasks."

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Sign 1. You have insufficient information to make decisions with confidence

"It's difficult to make data-driven decisions without a real-time view of financial performance."

Not-for-profits have unique reporting needs and often include expense category, project, funding, grant, location, outcome metrics, and activity. If you find it cumbersome and difficult to get the specific view of your data that you need, or if you are constantly exporting, cutting and pasting data into Excel for analysis and reporting – you have probably outgrown MYOB AccountRight.

Challenges:

- Complex calculations are the norm. You're constantly performing complex calculations and data manipulation outside of your solution.

- Lack of transparency. Your reports contain revenue and expense information, but no operational performance or outcome metrics.

- Reports look backward. To make more informed decisions, you need to predict where the organisation is going, not where it's been.

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Solution.
Real-time reporting with automated outcome metrics

You need to be able to provide rapid answers to many stakeholders, from the CEO and board to donors and funders.

not-for-profit executives must leverage every insight they can glean from performance data to better support your organisation's mission in the current environment.

A modern financial management system with a focus on not-for-profits will allow you to quickly drill down with instant visibility to any level of detail you need. 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.

"It used to take me 16 hours every quarter to do our partial exemption VAT return; using Intacct, it now only takes me 8 hours once a quarter. It has halved the time."
Karyn Hood, Management Accountant and Company Secretary
East Mailing Trust

sage Intacct Not For Profit Top level
Applications
Outcomes — Sample NFP Metrics
Total Program Expense
£4,422,825
this year
+£277,417 vs. prior year
Grant Awards
£300,000
this year
-£110,000 vs. prior year
Avg Gift Amount
£213
this year
+£50 vs. prior year
Volunteer Hours
8,584
this year
31/12/2014

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Sign 2. Manual processes and spreadsheets have become unwieldy and prone to error

"Cumbersome workarounds have left our team over-reliant on spreadsheets and manual entry."

Over time, many not-for-profits gradually develop sophisticated accounting requirements such as revenue recognition and multi-entity consolidation. If you are using MYOB AccountRight as your financial foundation, it often means your team is forced to build cumbersome workarounds to complete these complex processes, leaving users over-reliant on spreadsheets and manual entry.

If you have multiple entities, you and your team are logging in and out of multiple instances of MYOB AccountRight daily.

Challenges:

- Moving data from one tool to another. Manual effort to import/export data results in duplicate data entry and errors.

- Performing proper revenue recognition. Tracking not-for-profit revenue recognition across multiple spreadsheets is complex and time-consuming.

- Lack of project accounting functionality. Inability to allocate expenses and revenue across programmes.

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Solution.
Automated not-for-profit financial management

Automated, paperless workflows accelerate routine accounting and reporting tasks, leaving more time to focus on strategies that help accomplish your organisation's mission.

Modern accounting systems have built-in automation and workflows that streamline processes to save time and reduce errors while MYOB AccountRight does not provide these built-in capabilities. Sage Intacct increases your efficiency and productivity by:

- Tailoring transactions and approval workflows to eliminate redundant data entry.

- Automatically routing and tracking digital approval signoffs on transactions.

- Automating fund, revenue, and billing processes.

"Sage Intacct helped us implement best practices across every financial workflow—from purchasing and accounts payable approvals, to order entry, accounts receivable, banking reconciliations, report preparation, and our month-end close. Before, it took two people five days to close the month. Now, even with significantly more transactions, it takes just one person two days to close at month-end, and our reporting is 20% faster."
Chase Holland, Director, Programming & Business Operations
GRAMMY Museum Mississippi

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Read the full story

Sign 3. Information silos have impacted financial visibility

"Our team manually researches, re-enters, and verifies data that's already captured elsewhere."

Most organisations don't integrate MYOB AccountRight with other key applications. It's very common to see lots of manual integration points between business systems in not-for-profits using MYOB AccountRight—which may be fine when transaction volumes are low but is a real productivity killer as the organisation grows.

Data silos also mean the inability to easily tie financial data with statistical data for transparency into outcome metrics and other KPIs needed to effectively run your organisation and secure funding.

Challenges:

- Systems are poorly integrated. Multiple, disconnected systems cause inefficiency and result in the need for duplicate data entry.

- No time for analysis. Too much manual work tracking down data means less time for analysis to understand the causes and impacts.

- Limited view of the state of the organisation. Disparate systems make it virtually impossible to gain a 360-degree view of the overall organisation.

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Information Silos

Solution.
Wide visibility through open integration

You can leverage key data from across the organisation by choosing a cloud financial management solution that supports effortless integration to best-in-class applications.

Seamless integration with other streams of organisational data will provide executives and other stakeholders with the ability to track statistical metrics that are central to your organisation's operations and programmes. Sage Intacct provides users an open API standard to enable not-for-profits to integrate cloud-based systems with much less difficulty or expense than traditional software integrations.

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

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Sign 4. Your reporting is insufficient

"With multiple funding sources, your monthly close and reporting are complex and time-consuming."

Stewardship and accountability are vital to the sustainability of your not-for-profit organisation. Whether charity evaluators, constituents, or potential donors, it is critical to have a deep and full audit trail to not only prevent fraud, but to close your books efficiently and ensure that you are achieving the best possible return on mission.

When accounting software is outdated or lacks features, the audit process quickly becomes mired in sorting through the accounting records rather than identifying risk.

Challenges:

- Making sense of unorganised transactions. Combing through transactions to trace them to financial statements to the general ledger and back.

- Audits must be completed onsite. An auditor must come to you to access more information and supporting documents.

- Lack of visibility and transparency. File cabinets, multiple spreadsheets, and exporting/importing data out of other applications slow your audit.

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Solution. Modern Reporting

Reporting requirements and needs vary across different not-for-profit organisations, but all organisations need modern reporting.

A modern cloud financial system, like Sage Intacct, establishes a clear and complete audit trail from transaction to report and reconciliation—so auditors will be able to easily and effectively test your organisation's accounting processes.

Once your accounting process is well-documented and auditable, you need to present your financials, reconciliations, and supporting documents to your auditors in a timely manner. Sage Intacct speeds up accounting period closes through automated calculations that eliminate the inefficiencies and inaccuracies associated with manual spreadsheets.

"Sage Intacct's self-service capabilities have made our audit process a piece of cake because the auditors have everything they need right at their fingertips with read-only access."
Kent Spear, CFO
Pavillon Treatment Center

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Restricted Growth

Sign 5.
Your system hinders growth

"As we've grown, so has our MYOB AccountRight file and it's become time-consuming to complete even basic tasks."

As your not-for-profit organisation grows, you need an accounting system that can grow with you. MYOB AccountRight was designed for the needs of small businesses, not designed to manage the sophisticated processes of a growing not-for-profit, and does not offer advanced functionality or robust financial controls.

If you are adding or have added additional entities or locations; or have acquired any organisations, it's likely that QuickBooks isn't serving your needs well.

Challenges:

- Inconsistent system up-time. System crashes and loss of data result in wasted time re-entering data.

- Lack of not-for-profit functionality. Unable to manage revenue recognition and maintain regulatory compliance.

- Unmanageable chart of accounts. A hard-coded chart of accounts has resulted in an unmanageable, confusing number of account code combinations.

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Solution. Scalable system that grows with you

Sage Intacct was designed for growth.

It provides your not-for-profit with a scalable that allows for increases in transaction volume architecture, the ability to add new entities and ledgers, and financial controls to ensure compliance and auditability.

Reduce complexity by simplifying your chart of accounts using Dimensions. Streamline inter-entity transactions, allocations, eliminations, reporting, and analysis with extensive built-in automation and one-click consolidations.

Take advantage of deep support for global not-for-profits with automatic multi-currency transactions and reporting. Plus, you can store, manage, and report any data in multiple currencies.

"We've grown nearly 20% every year since 2013, and the complexity of our organisation has increased as well. Fortunately, Sage Intacct has supported this growth by easily scaling, without forcing us to add headcount."
Don Miller, CFOA
Meals on Wheels America

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How many signs do you see?

If you see one or more signs that you've outgrown MYOB AccountRight, it may indicate a bumpy road ahead. You could likely benefit from an upgrade to a more robust solution that was built for not-for-profit accounting.

1 You have insufficient information to make decisions with confidence.

2 Manual processes and spreadsheets have become unwieldy and prone to error.

3 Information silos have impacted financial visibility.

4 Your reporting is insufficient.

5 Your system hinders growth.

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Accelerate your mission with Sage Intacct

Sage Intacct has helped thousands of organisations graduate from MYOB AccountRight.

Specialising in helping not-for-profits of all types including health and human services organisations, education organisations, NGOs, trade and membership associations, philanthropic charities, cultural institutions, faith-based organisations, and more, Sage Intacct streamlines grant, fund, project, and donor accounting, while delivering real-time visibility into the metrics that matter.

Our modern, true cloud solution, with open APIs, gives not-for-profits the connectivity, visibility, and efficiency they need to do more with less. At Sage Intacct, we help not-for-profits strengthen stewardship, build influence, grow funding, and achieve mission success.
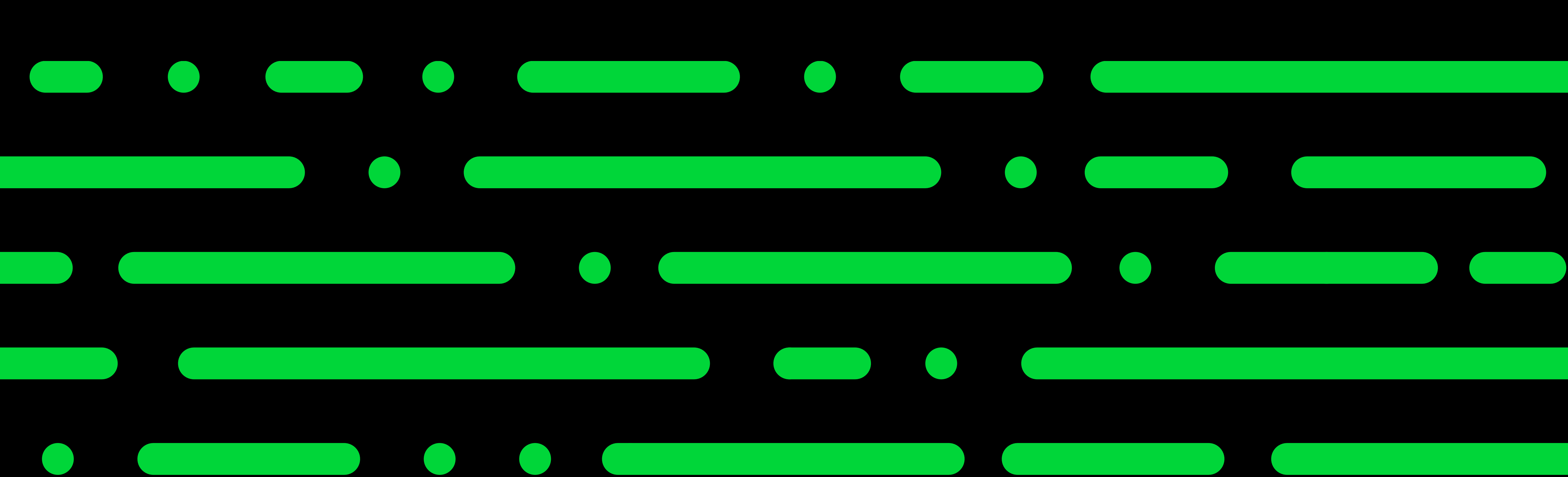
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Sage Intacct is a preferred provider of cloud financial applications

Specialising in helping not-for-profits and faith-based organisations 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 not-for-profits strengthen stewardship, build influence, grow funding, and achieve mission success.

For more information, visit: **https://www.sage.com/en-au/sage-business-cloud/intacct/industries/non-profit/**

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