

Dean Dorton helps a nonprofit create a robust accounting system



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The Boys & Girls Clubs of the Coastal Plains, which has 17 clubs spread across seven counties, provides after-school and summer programs to help young people flourish. Through a unique arrangement, the nonprofit outsourced all its accounting and payroll requirements to another nonprofit, which did the work pro-bono. Then things changed.

As the Boys & Girls Club grew, its accounting needs surpassed what the small nonprofit team could handle. Plans were made to establish a new accounting tool, in addition to their first CFO. Everything seemed aligned for a seamless transition. But it had to happen *fast*.

THE CHALLENGE

The nonprofit planned to end its accounting services starting on Jan 1, 2020. Before the deadline, the new CFO needed to get years of historical accounting data plugged into a new system. In addition, she needed to establish accounting functions for a multi-entity nonprofit with complicated financial flows. Months of work needed to be completed in weeks of time, and the stability of the nonprofit and the mission it serves depended on getting it right.

The new CFO was up to the challenge. But one thing was certain – she needed to bring a partner onboard.

THE SOLUTION – A TEAM THAT MEETS THE MOMENT

Fortunately, previous leadership had already selected Sage Intacct as the inaugural accounting software. After consulting with other nonprofits and discovering that many of them used and liked Sage Intacct, it was an obvious choice.

The Boys & Girls Club needed a team that could implement Sage Intacct, help establish an accounting department around it, and meet short deadlines. It also needed consultants who understood the unique accounting needs of nonprofits.

The CFO had worked with Dean Dorton in the past and knew what they could do. An introductory conversation confirmed that Dean Dorton had the technical skills and industry-specific expertise the job called for. It was a large-scale, fast-paced, high-stakes project and Dean Dorton didn't flinch.

The system went live at the start of the new year, less than 60 days after the implementation began and exactly before time ran out. What seemed impossible at first, a seamless transition from outsourced to Sage Intacct accounting, went off without a hitch.

RESULTS – ROBUST ACCOUNTING FROM DAY ONE FORWARD

The most obvious result of implementing Sage Intacct with the help of Dean Dorton was the ability to run from day one and skip over the crawl-and-walk phases. That is not to say there were no stumbles along the way, but for an organization new to accounting, the Boys & Girls Club hit the ground running. So not only was the transition nearly seamless, but accounting immediately improved.

The CFO singles out the ability to slice and dice data with providing valuable new perspectives on financial performance. She also credits Sage Intacct with transforming the organization from the top down thanks to integrations between Sage Intacct and separate systems for expense reporting, AP automation, and payroll processing. Now, the 17 individual clubs are more integrated than ever before, more efficient with their financial management, and more empowered with their financial decision-making.

WHY DEAN DORTON?

Accounting has never been better, but neither has the Boys & Girls Club as a nonprofit. The addition of Sage Intacct has helped the organization maximize the impact of every donation it raises and every dollar it spends.

I have nothing but love for Dean Dorton. I have really enjoyed working with them.

CFO at Boys & Girls Club of the Coastal Plains

The CFO continues to rely on Dean Dorton for technical support, and she is planning for them to build an API between Sage Intacct and a system the resource development team uses. Her appreciation for all they have done to support her nonprofit accounting technology needs is unreserved.