

# CASE STUDY

## Dean Dorton helps a nonprofit cook up accounting from scratch.

The Boys & Girls Clubs of the Coastal Plains, which has 17 clubs spread across 7 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 Goodwill Industries, which did the work pro-bono. Then things changed.

As the Boys & Girls Club grew, its accounting needs surpassed what the small team at Goodwill could accommodate. Plans were made to establish an in-house accounting function, and Carrie Purnell was brought on in November 2019 to be the first CFO. Everything seemed aligned for a seamless transition from outsourced to in-house accounting. *But it had to happen fast.*



**BOYS & GIRLS CLUBS  
OF THE COASTAL PLAIN**

## The Challenge

### ***Building an Accounting Function Under Pressure***

Goodwill was ending its accounting services starting on Jan 1, 2020. Before the deadline, Carrie needed to get years of historical accounting data plugged into a new system, not to mention set up accounting functions for a multi-entity nonprofit with complicated financial flows. Months of work had to get done in weeks of time, and the stability of the nonprofit and the mission it serves depended on getting it right.

Carrie 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

Carrie had one thing working in her favor: leadership had already selected Sage Intacct as the inaugural accounting software. That decision came after consulting with other nonprofits and discovering that many of them used and liked Sage Intacct. It seemed like an obvious choice.

**The Boys & Girls Club needed a team that could implement Sage Intacct, help stand up an accounting department around it, and meet some extremely short deadlines along the way. Plus, it needed consultants who understood the unique accounting requirements of nonprofits.** Finding the perfect partner seemed unlikely, even impossible. Fortunately, Carrie had a candidate already in mind.

She had worked with Dean Dorton (then Massey Consulting) 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. Plus, the consultants agreed to accelerate their normal implementation schedules and work closely with Carrie to basically build something out of nothing. It was a large-scale, fast-paced, high-stakes project. Dean Dorton didn't flinch.

Over the next six weeks, Carrie and her implementation consultant got three years of complete historical data into the system: a Sage Intacct deployment with a special module for nonprofit accounting included. While Carrie was learning to master the system, comprehensive testing was working out the bugs.

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 in-house accounting – went off without a hitch.

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## Results – Robust Accounting from Day One Forward

The most obvious result of implementing Sage Intacct with the help of Dean Dorton was being able 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 all-new to accounting, the Boys & Girls Club hit the ground running. So not only was the transition relatively seamless, but accounting immediately improved.

Carrie 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.

Carrie 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.



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



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